

2019 Annual Report

*34 Years of Building Homes,
Communities and Hope*



Our Homeowners



Have a history of steady employment or stable income.



Have clean credit history and less than 10% of their income in debt.



Take Money Management and Home Buyer Education classes.



Complete 275 sweat equity hours per adult.



Purchase their homes with a mortgage of no more than 30% of total income.



Habitat – Grand Traverse Region Homeowners are great neighbors, self-reliant, involved in the community, and a shining light to the future.



Habitat
for Humanity®
Grand Traverse Region

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RESOURCE DEVELOPMENT MANAGER

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HOMEOWNER SERVICES MANAGER

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FINANCE MANAGER

Thomas Kachadurian
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RESTORE MANAGER

Nathan Kalchik
PROJECT MANAGER

Curtis Cobb
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Dear Friends,

At Habitat for Humanity, our mission is to put God’s love into action by bringing people together to build sustainable homes, communities and hope.

Several years ago, a United Way study coined the term ALICE, or Asset Limited, Income Constrained and Employed. The study states that ALICE families “work hard, earn above the federal poverty level, but not enough to afford a basic household budget of housing, child care, food, transportation, and health care.”

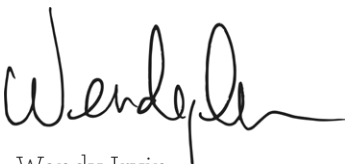
The steep rental costs and rising cost of housing in our region contribute to a high incidence of families in this category, 38% in our region. These families are one emergency away from financial disaster. Many of these families are eligible for Habitat homes, which can significantly improve their financial stability.

Habitat Grand Traverse Region is more focused than ever before on increasing our programs that provide strength, stability, self-reliance and shelter. We continue to be innovative in our strategies and partnerships, striving to grow the number of families we help each year through new home builds, priority home repairs, financial coaching and our ReStore. However, we won’t be able to help more families without dedicated volunteers of all kinds and support from our donors.

If you’ve ever wanted to make a real difference in people’s lives, there is no better time than now to give your spare hours, expertise and financial support to help our neighbors in need. I encourage you to make a connection with us today and see if there’s a need that matches your interests and experiences. I know you won’t regret it!

I hope to see you soon as we tackle these tough challenges together.

All the best,



Wendy Irvin

Executive Director

Habitat for Humanity - Grand Traverse Region



Habitat for Humanity®

Grand Traverse Region

2019 Investors

\$25,000+

Chemical Bank -
Northern Michigan Region
Cherryland Electric Cooperative
Rotary Charities of Traverse City

\$24,999 - \$10,000

The Art & Mary Schmuckal Family
Foundation
Thompson Surgical Instruments
Patrick and Jean Wicksall

\$9,999 - \$5,000

Two Anonymous Donors
Carmen, Richard and Robert
Rothermel
Central United Methodist Church
Steve and Donna Crum
The Grand Traverse Band of
Ottawa and Chippewa Indians
Habitat for Humanity of Michigan
Donald and Helen Pratt
The Wildfong Family Foundation

\$4,999-\$1,000

Nicolaas and Rhonda Germany
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Bill Marsh Automotive Group, Inc.
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Community Foundation
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James Griffin
Hitchens Family Foundation
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James and Diana Huckle
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\$999 - \$500

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Downtown Traverse City
Association

International Brotherhood Of
Electrical Workers
Local Union No. 6
Paul and Laura Jacobson
Richard and Sherry Koenig
James and Frances Krupka
Long Lake Friends Church
Bruce and Kristin Moore
New Hope Community Church
The Presbyterian Church
of Traverse City
Dan Prevo
Dingeman and Beatrice Quartel
Rotary Club of Traverse Bay
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Catholic Church
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Max and Mary Wendell
Ronald Williamson
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Sally and Richard Lewis
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Rotary Club of Traverse Bay
Sunrise Foundation
Serra Subaru of Traverse City

David and Susan Shooltz
Peter and Barbara Springsteen
Richard and Eunice Taylor

\$499 - \$250

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Culver's East Bay
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Roland Drayson
Chris Earle
Donald and Kathy Ehrenberger
Beverly and James Finlayson
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Hagerty Management, LLC
Lewis Kirchner
AlcoTec Wire Corporation
Ruth Leonard
Dr. Curt and Eileen Mikulski
Mary and Judith Mintz
Peter and Susan Neithercut
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RM Young Company
Douglas and Kelly Schrag
State Savings Bank
Suttons Bay Bikes
Eugene and Kay Telma
Beatrice and Arthur Van Eck

\$249 - \$100

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James and Jill Egan
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Michael Hedden
Judith Helveston
Annabelle Henley
Mark and Kimberly Purdy Hepler
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Gordon and Carol Niemi
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Oryana Food Coop
Terry and Jean Paquet
John and Linda Racine
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Josh Russell
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Shift Chiropractic
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Heather Tyler
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Glenn Wiggins
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John and Peggy Zachman

Up to \$99

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Joseph and Joetta Adgate
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Margaret Andersen
Ken and Zandra Armstead
Wayne and Carol Bancroft
Gary and Christi Bardenhagen
Kathryn Barnes
Terry Baumann
Joanne Beare
Dan Brady
Kristin Brady

Kenneth and Joanne Brzozowski
Margaret Bunn
John and Braun Campbell
John and Gail Carlson
Carol Cenci
Robert Cercek
Angela Clem-Skeans
Paul and Denise Collins
Scott and Michele Conway
Sue Cronover
Christina Curtiss

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Up to \$99 *continued*

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Marge Eckert
Jon and Kathleen English
Bill and Truda Fagan
Joseph and Jody Ferry
Linda Fisher
Walter Garchow and Portia McDermid
David and Cheryl Garvin
Michael Gillman
James and Kay Goodall
Karin Gougen
Vicki Graczyk
Krista Haapala
Rolf Hahne
David Hanawalt
Harbor View Farm
James Haveman
Joan and Eugene Homeister
Stephen and Pamela Horne
Georgina and Byron Hosmer
Kim Ison
ITW Foundation
Austin Jenness
Kewadin United Methodist Womens Society
Linda and Phillip Koro
Mary Landry
Lois Lannin

Victor and Nancy Lisabeth
Arne and Judith Lundmark
Jeffrey and Mary Mazure
Barbara Meredith
Sandra Mesenhimer
Cindy and James Monroe
Michael Dodds and Christine Morris
Robert Morrison
Dorothy Nickerson
Ruth Nunnelley
Arlene O'Brien
Anne O'Dell
John and Linda O'Neill
Sandra Pearson
Dennis and Mary Penney
Performance Chiropractic
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Daryl and Catherine Phillips
Ann and Thomas Post
Richard and Clara Purvis
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Mae Sansfacon
Yensen and Jessica Schwab
James Schwantes
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Anita Silverman
Margaret Slawson
Dana K. and Ernest Smith
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Joseph and Carol Spaulding
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Sterling Law Office
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Carl and Eleanor Tacke
Thirby Clinic
Lester Thornburg
Deborah Van Vechten
Jane and Price Watts
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Janine Weatherholt
Donald Weinschenker and Erika Walker
Westlake Construction
Emily Wilson
Bonnie Woolsey

In-Kind Donations

A-1 Advantage Heating and Colling
Advanced Insulations Systems
Attitude & Experience
Bay Waste Services
CBS Solar
Dabias Landscaping and Garden
Earthworks Excavation, LLC
First Class Closets
Halzy Garage Door
Inphastos
Joe's Roofing
Kropp Well Drill LLC
Lakewood Design
Levolor Inc

Northern Drywall Specialists
Pedaling Beans
Preferred Roofing Services
Preston Feather
Rite-Way Heating and Cooling
Schneider Electric/Square D Steamer Co
Strickland Ewing & Associates
Wimsatt Building Materials
Windemuller Electric, Inc.

The ReStore® Reborn!

In August 2019, we moved the ReStore from rented space to its new permanent home in our own building at the southeast corner of Cass at S. Airport. The new building gives us more sales space, an open layout, and increased visibility. The new store also has a dedicated donation entrance separate from the sales area, ample parking, and room for expansion.



The new space is a success. Both customers and donors appreciate the easy access and, as a result, sales have increased every month. **Increased sales at the ReStore means more funds for the Habitat mission.**

In addition to increased sales, the easier to find, and more convenient drop-off access, has resulted in increased donations. Despite the additional donation level, sales have increased so dramatically that additional donations are always needed.

The ReStore move had more unexpected benefits during the 2020 COVID-19 pandemic. As we shifted our administrative staff into work-from-home employees, we were able to end the lease on our administrative space and create an office hub in the ReStore for Remote workers, further reducing our administrative expenses. Future plans for the ReStore site include additional storage space, and possible administrative space.

Priority Home Repair - A New Initiative

In 2019, Habitat – GTRs continued to extend our mission beyond building new homes. We are helping existing homeowners keep their homes safe and healthy. The Habitat GTR Priority Home Repair Program assists with critical repairs for moderate to low income residents of Grand Traverse, Kalkaska and Leelanau counties.

When we keep an existing home safe and healthy, we keep a family in a secure place with a bright future. Habitat facilitates contractors,



volunteers and financial assistance to resolve a variety of problems causing

dangerous or unlivable conditions or limits to accessibility. Priority Home Repairs keep existing homeowners in their own homes, further reducing the need for more housing in the area.

The concept has been met with great support from our community. Cherryland Electric Cooperative has joined us



2019 PHR Sustaining Supporter



as a partner with a three-year sustaining grant.

For information on the Priority Home Repair Program, or to apply, contact Kathleen English at 231-941-4663 x321 or KEnglish@HabitatGTR.org



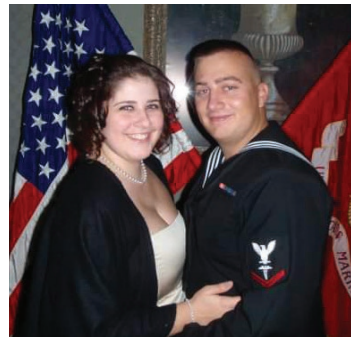
VETERANS BUILD



Marine Corps Veteran Jonathan Reed was facing the Michigan winter with nylon tarps covering the leaky, sagging layers of shingles that were his roof. As a result of one unexpected turn of events, Reed was left living in a partially renovated home with no other option. He needed both expert help and financial assistance to stay in his home. Reed

himself worked alongside Habitat to reinforce and re-shingle his roof.

Navy Veteran Kyle Monteith, his wife Holly, and their two children had no home. They had been home surfing, and the family of four were living in a friend's basement. Kyle had been a navy corpsman, and he works in the medical field, but despite his reasonable income, the



family had no hope of finding a permanent home. Through the Habitat program, with the help of countless volunteers, and with their own 550 sweat equity hours, they purchased their home with a low interest mortgage with a payment less

than 30% of their monthly income. The Monteith family moved into their new Maple City Habitat home in July 2019.

To volunteer with the Veteran Build program, or for more information, contact Kathleen English at 231-941-4663 x121 or KEnglish@HabitatGTR.org

Statement of Financial Position

December 31, 2019

ASSETS

Current Assets

Cash and cash equivalents	\$80,154
Restricted cash and equivalents	296,124
Accounts receivable	6,213
Mortgages receivable	110,139
Prepaid expenses	12,546
Construction inventory	150,096
Investments - restricted	228,169

Total current assets **\$883,441**

Non-Current Assets

Mortgages receivable, net of current portion	\$574,924
Interest in assets held by foundation - restricted	37,080

Total non-current assets **\$612,004**

Property and equipment, net	\$995,012
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Total assets **\$2,490,457**

LIABILITIES

Current Liabilities

Line of credit	\$100,000
Current portion of long-term debt	131,900
Accounts payable	3,552
Accrued payroll and related expenses	42,436
Accrued paid-time off expense	30,751
Accrued interest expense	20,786

Total current liabilities **\$329,425**

Long-term liabilities

Notes payable	\$1,046,937
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Total liabilities **\$1,376,362**

Net Assets

Without donor restrictions	
Undesignated	\$548,293
Invested in property and equipment, net of related debt	-\$8,587
With donor restrictions	
Perpetual in nature	\$37,080
Purpose restriction	\$537,309
Total with donor restrictions	\$574,389

Total net assets **\$1,114,095**

Total liabilities and net assets **\$2,490,457**

Statement of Activities

For the Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT and REVENUE			
Restore sales	\$443,579	\$	\$443,579
Sales of homes constructed	652,850		652,850
Cash contributions	157,664	45,645	203,309
In-kind contributions	140,604		140,604
Mortgage discount amortization	62,952		62,952
Gain from investments, net of investment fees of \$1,174		23,612	23,612
Gain on mortgage disposal	15,008		15,008
Fundraising events		27,465	27,465
Interest and dividend income		5,687	5,687
Late charges	730		730
Increase in interest in assets held by foundation		4,614	4,614
Net assets released from restrictions	19,553	-19,553	
Total support and revenue	\$1,492,940	\$87,470	\$1,580,410
COST OF HOMES SOLD			
Construction costs	450,469		450,469
Depot transfers	238		238
Loan discounts	7,635		7,635
Total cost of homes sold	\$458,342		\$458,342
EXPENSES			
Program services			
General program services	405,595		405,595
Restore	530,294		530,294
Total program services	\$935,889		\$935,889
Supporting services			
Management and general	74,420		74,420
Fundraising	150,802		150,802
Total supporting services	\$225,222		\$225,222
Total expenses	\$1,619,453		\$1,619,453
CHANGE IN NET ASSETS			
Net assets, beginning of year	666,216	486,919	1,153,138
Net assets, end of year	\$ 539,706	\$ 574,389	\$1,114,095

Three New Homeowners in 2019

2019 was a great year for the Monteith, Tincknell and Wieghman families who all moved into their new homes. The Monteiths and their two children had been basement surfing from one friend's house to another, until July 2019 when they moved into their new permanent home in Maple City.

Dan and Melody Tinknell, with their two small children moved into their new home in October. The unique location in Kingsley was ideal for solar panels, and the near net-zero energy home will keep their ownership cost manageable while also reducing the impact on the environment.

The Weighman family of four were living in a three-bedroom mobile home with Shantel's mother most of 2019. They moved into their Fife Lake home just in time for Christmas. After eight months in the new home, their son, Gryffin, who had suffered with chronic breathing issues has had his symptoms almost completely resolved.



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Grand Traverse Region