



Habitat
for Humanity®
Buffalo

ANNUAL REPORT FY2021

July 1, 2020 - June 30, 2021



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a note from the

executive director

Dear Friends,

Let me first say, thank you. The support of our community has always meant so much to us, and it is even more special that you have continued to support our mission during such a difficult time. From the bottom of my heart - thank you!

The past two years have been challenging for us all. But the reality is, for many neighbors, life was already difficult. To own a home and build a piece of stability for their families was out of reach. The pandemic has undoubtedly made it worse. As a non-profit builder, we are feeling firsthand the lasting effects of the supply chain disruption, labor shortage, and the urgent need among families who are trying to make ends meet. This is why your generous support is so very important.

As you will see in the following pages, we've continued to serve our mission and demonstrate our values despite these obstacles. This report is a testament to the work you've helped make possible. To the volunteers who returned to our build sites, safely and patiently as we navigated the uncertainty of mask mandates and supply shortages. To the shoppers who browsed the ReStore socially distanced and respectful of our staff and volunteers. To the folks who joined us on Zoom each week for our virtual Hammer & Ales. And to those who've entrusted us with a donation - we do not take lightly the faith you've put in our team and our mission during such uncertain times.

It means so much that we've stuck together - even from afar. With your support, we will continue building back and working to meet the urgent need for affordable housing that is before us.

Thank you for supporting our mission. We couldn't do this without you!



Teresa O. Bianchi | Executive Director



OUR VALUES

inclusivity

We embrace diversity and believe in equality for everyone. We work to break down barriers and prejudices by inviting people from all backgrounds to come together in support of a common cause.

our programs

neighborhood revitalization

Through our Neighborhood Revitalization Initiatives (NRI), Habitat Buffalo has adopted a holistic approach to community building. The goal of this initiative is to improve communities through collaboration and to boost the quality of life for its residents. By exploring some of the challenges that families often face - such as lack of access to affordable housing, food insecurity, safety, and economic opportunities - we can seek comprehensive, sustainable solutions.

We piloted this initiative in 2019, focusing NRI efforts in neighborhoods where Habitat homes were already located. Today, we are implementing NRI county-wide and offering the full span of our programming - building new homes, providing repairs and repair classes for current residents, accessibility features for those wanting to age in place, and supporting the formation of neighborhood block clubs. NRI seeks to build a sense of community, security, and stability for whole neighborhoods and their residents.

In FY2021, Habitat Buffalo expanded our programming to meet the growing needs of our community. We've increased the number of families served through our Home Repair Program, added new education opportunities, and increased our advocacy work. As a local leader in affordable housing, we are working to bring a diverse group of community members to the table to tackle our community's history of segregation and disinvestment. We work closely with residents, local businesses, block clubs, elected representatives, and other stakeholders to name challenges, seek solutions, and take action.

construction

Our Construction Program brings together thousands of volunteers each year to build and rehab homes across Erie County. This year, faced with the lasting effects of the COVID-19 pandemic, Habitat Buffalo expanded the Construction Program to include alternative homebuilding methods, including the purchase of factory-built modular houses. This innovative approach allowed our organization to serve more families despite the setbacks caused by the pandemic. In FY2021, 7 homes were completed.

homebuyer

Our Homebuyer Program gives hardworking families an opportunity to purchase a decent, affordable home. Families in the Homebuyer Program are supported in repairing and maintaining their credit, establishing a bank account, and purchasing a Habitat Buffalo house. Homebuyers are required to contribute at least 400 hours of "sweat equity" (a term used to describe volunteer hours working on a Habitat construction site, at our ReStore locations, in our office, attending homebuyer classes, or volunteering with another non-profit), and to repay an affordable, 30-year mortgage. In FY2021, Habitat Buffalo helped 21 people, including 9 children, move into a safe, stable home.

home repair

Through our Home Repair Program, we help neighbors preserve the value and safety of their home by offering access to affordable home repairs. Homeowners who are unable to complete or afford necessary repairs are provided a scope of work and estimate for the projects. They may use this information to find a private contractor and to avoid price-gouging, or they may contract Habitat Buffalo to complete the project. The homeowner repays an affordable loan for the work completed. In FY2021, Habitat Buffalo completed 4 repairs.

ReStore

The ReStore Program consists of two socially-conscious home improvement retail outlets. The ReStore sells gently-used furniture, household appliances, building materials, and home accessories. Funds raised through the program are reinvested back into the community and are used to build and rehabilitate Habitat Buffalo houses. In FY2021, the ReStore Program generated the funds needed to construct two homes.

The ReStore is a special asset to the Western New York community. The program provides neighbors an affordable option for furnishing, repairing, and maintaining their homes - a service that has become increasingly valuable as shoppers experience supply shortages and price increases as a result of the COVID-19 pandemic. ReStore inventory changes daily with products donated by businesses and individuals. Items are sold to the community at a fraction of the retail price. Habitat Buffalo also works in collaboration with other non-profit organizations to offer deeply discounted products to support their missions and to help their clients.

By reselling used goods, the ReStore Program diverts thousands of unwanted items from landfills each year. Donating is simple and convenient - items can be dropped off at one of our two ReStore locations, and larger items may be picked up for free by our ReStore staff. In addition to collecting goods to sell, the ReStore hosts annual recycling events, such as e-scrap and paint recycling.

new partnership

In March 2021, Acquest Development (a Buffalo-based real estate and development firm) invited the ReStore to deconstruct an 800,000 square foot office complex before the site was demolished. ReStore staff and volunteers spent two weeks gathering items - such as office furniture, appliances, lighting, and hardware - to be sold in the ReStore. Proceeds from the project funded the construction of a whole house.

deconstruction (n):

a project with the goal of saving as much reusable material as possible by "unbuilding" something or taking it apart.



shop online | give online

During the early days of the COVID-19 pandemic, the ReStore launched its online shop. Today, shoppers can browse products and purchase online for in-store pickup. Making a donation is also easier than ever. Donors can schedule a pickup online through our new scheduling system

locations

501 Amherst Street | Buffalo 14207
1675 South Park Avenue | Buffalo 14220

scan to learn more



special traditions

When our community was first impacted by COVID-19, we reimagined our tradition of house dedications. We began to bring people together virtually to celebrate a finished house. On Zoom, we found a new, more inclusive way to share in the excitement.

As pandemic restrictions loosened, we've updated our tradition of house dedications and now offer a hybrid experience. Family, friends, and volunteers from around the world have signed on to celebrate this special milestone with the homebuyer family.

in FY2021, we completed construction on:

20 Andrews Avenue for Laban Njuguna

41 Guilford Street for Muhammad Salim Bin Abdul Rahman

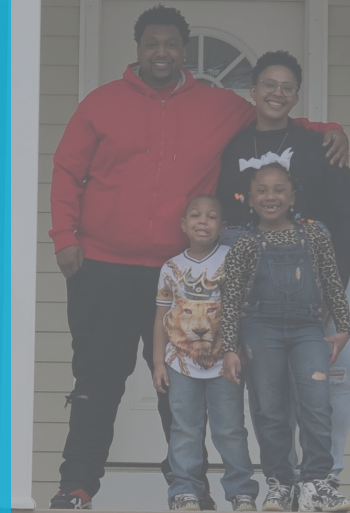
134 Woodell Avenue for Catherine Gassman

148 Laird Avenue for Dah Eh

136 West Ferry for Ndengi "Fifi" Ndombe

162 Rose Street for the Fruit Belt Community Land Trust

166 Rose Street for the Fruit Belt Community Land Trust



Thank You
to our generous supporters



building the future

In FY2021, Habitat Buffalo expanded our footprint into a new “hub” in the Masten Park/Cold Springs community. Three Habitat homes have been completed and six additional homes are underway (located between Best Street and Jefferson Avenue, and East Utica and Best Street). By focusing our work in specific neighborhoods we help build community, encourage greater investment in the area, and increase the efficiency and effectiveness of our building methods. This is Habitat Buffalo’s second major “hub,” modeled after the Bailey Green neighborhood, in which our organization continues to build and revitalize the community.



building “hub” (n):

a specific community or neighborhood that is identified by geographic boundaries in which Habitat Buffalo is committed to making a multi-year, multi-home investment.



OUR VALUES

compassion

We treat others with kindness, respect, and dignity. We seek out the perspectives and values of others. We demonstrate understanding and empathy.



Habitat for Humanity®
Buffalo


Coming Soon

another Habitat Buffalo home

learn about our program, become a volunteer, or apply to be a homeowner

www.habitatbuffalo.org | 716.294.0740

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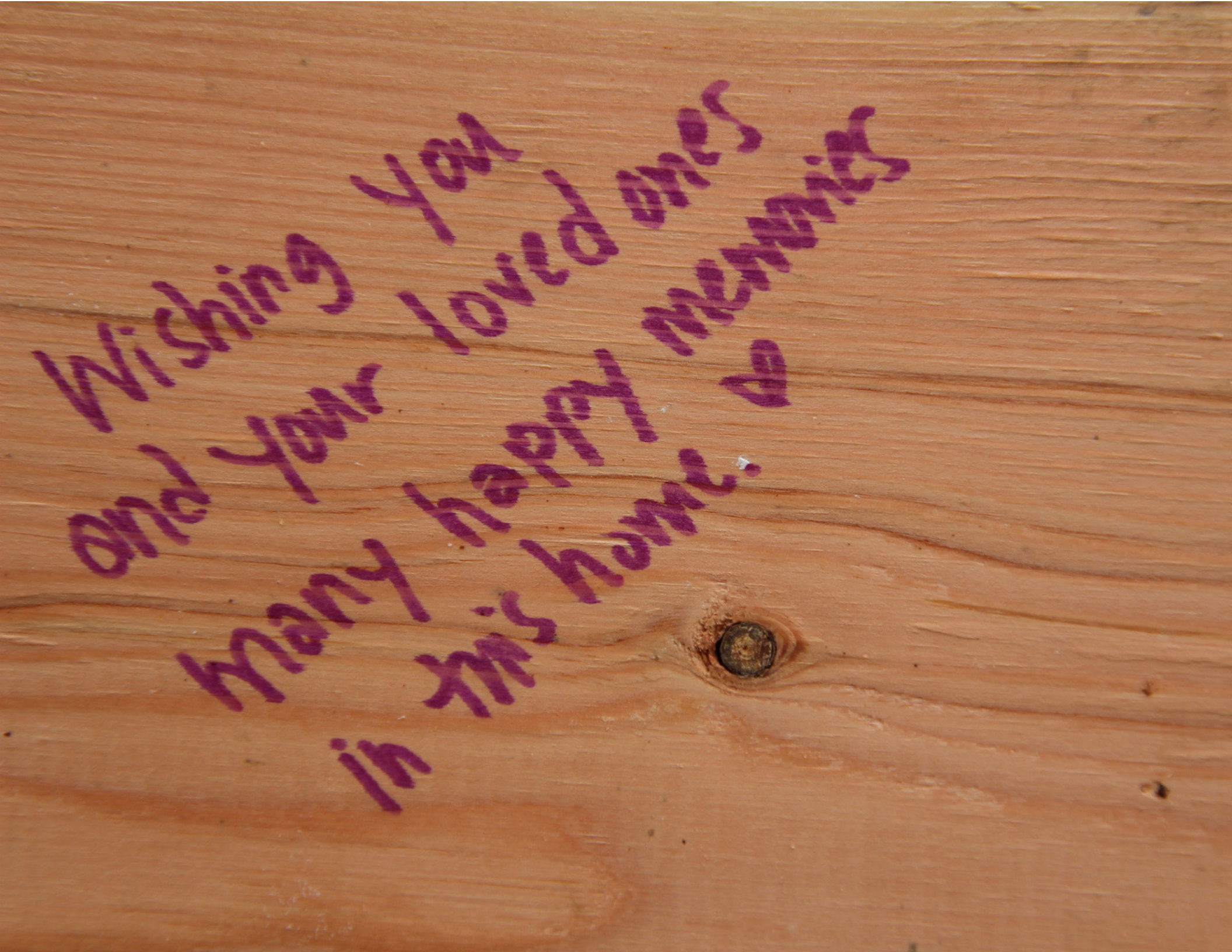


WOMEN BUILD WEEK

Women Build Week highlights the challenges that women often face as homeowners by bringing together diverse teams of women for a day of volunteerism. 15 teams participated in *Women Build 2021*. Following a months-long fundraising competition, each Women Build team spent a day out on site with us, constructing the home that they personally helped fund.

*building
together*





Wishing you
and your loved ones
many happy memories
in this home. ♡



OUR VALUES

innovation

We are adaptive, forward-thinking, and flexible. We are constantly learning and working to develop creative, sustainable ways to meet the changing needs of our community.

The background of the entire page is a photograph. On the left, there are several aluminum beer cans. One is green with 'FLYING BISON' and 'Hobo' text. Another is blue with 'FLYING BISON' and 'Paula's' text. A third is white with 'FLYING BEER' and 'Paula's' text. In the background, a laptop screen displays a Zoom meeting grid with several participants. The title 'THE HOUSE BEER BUILT' is overlaid on a dark blue rectangular box in the upper right.

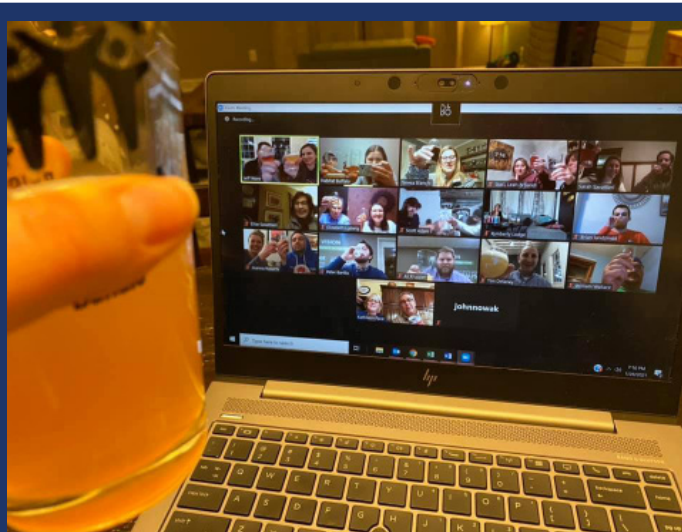
THE HOUSE BEER BUILT

The House Beer Built, Habitat Buffalo's signature fundraiser, typically consists of two parts - our Craft Brew Tour Card and Hammer & Ales. The Craft Brew Tour Card is a punchcard that can be redeemed for beers and spirits at partnering bars, breweries, and distilleries. Hammer & Ales is a tasting event showcasing local food and drinks. Each year, the campaign raises enough funds to build one Habitat house.

During the COVID-19 pandemic, we were able to continue selling the Craft Brew Tour Cards but had to reimagine Hammer & Ales. In January 2021, in partnership with ten brewers and distillers, we unveiled the Hammer & Ales Virtual Tasting Series. Each week, supporters attended a tasting on Zoom led by head brewers, mead-makers, distillers, and brewery owners. Drinking through pre-distributed tasting packs, attendees learned about beer, mead, and spirit making, as well as the challenges faced by small businesses during the pandemic, and how Habitat Buffalo was operating during the crisis. Our Hammer & Ales Virtual Tasting Series was a mutually beneficial endeavor for Habitat Buffalo and our tasing partners - all of the beverages distributed for the event were purchased (not donated, as they usually are). This allowed Habitat Buffalo to pitch in for the generous brewing community during an unpredictable time.

CHEERS TO OUR PARTNERS:

12 Gates Brewing Company | Aurora Brew Works | Aurora Cider House | Bar Cultivar | Belt Line Brewery & Kitchen | Big Ditch Brewing Company | BlackBird Cider Works | Black Button Distilling | Buffalo Brewing Company | Buffalo Distilling Company | Buffalo Roadhouse Grill | Community Beer Works | Ellicottville Brewing Company | Fat Bob's | Flying Bison Brewing Company | Hamburg Brewing Company | Hartmans Distilling | Hofbrauhaus | The Irishman | Keglers Sports Bar & Grill | Lakeward Spirits | Lilly Belle Meads | Lockhouse Distillery | New York Beer Project | Nickel City Brewz | Pizza Plant | Pressure Drop Brewing | Prosper Brewing | Resurgence Brewing Company | Roycroft Inn | Sato Brew Pub | Schnitzel & Co. | Southern Tier Brewing | Steelbound Brewery and Distillery | Tavern at Windsor Park | Windy Brew



building in partnership

Through volunteerism, financial support, and community collaboration, thousands of people come together each year to make our mission possible. During such uncertain times, it is the hearts and hands of thousands of volunteers, donors, and community partners that have allowed us to continue building back a better Buffalo.

supporters

funders who contributed \$10,000 or more:

AARP Foundation
Affordable Housing Corporation
Aquest Development
Charles and Mary Bauer Foundation
East Hill Foundation
First Niagara Foundation
Five Star Bank Foundation
Gross Polowy LLC.
Hamlin Park Community Taxpayers Association
Harmac
HSBC Foundation
IUE-CWA Housing Corporation
John R. Oishei Foundation
Local Initiatives Support Corporation
M&T Foundation
Northwest Bank
Patrick P. Lee Foundation
State Employees Federated Appeal Niagara Frontier

partners

we are proud to work in collaboration with :

AmeriCorps
BENLIC (The Land Bank)
Baily Green LLC
City of Buffalo
Town of Cheektowaga
Erie 1 BOCES
Erie County
Federal Home Loan Bank
Lackawanna Housing/Community Development Corp.
Orleans/Niagara BOCES
WNY Law Center

volunteer impact

volunteers support every part of our mission - they build homes, plan our events, work in our ReStore, and support the families in our program.

total
number
of volunteers

7,322

total number
of hours
volunteered

28,765

total number
of Home Team
volunteers

143

Home Team Volunteer (n):

a person who regularly donates their time to Habitat Buffalo, working a consistent schedule on the build site, on a committee, and/or in the ReStore. This person gains and/or perfects a skill to benefit the organization, and helps teach new volunteers the ropes.





OUR VALUES

service

**We work selflessly to uplift each other
and to better our community. We use our
passion, enthusiasm, and expertise to
inspire others to take action.**



OUR VALUES

integrity

We are responsible stewards of our community's support. We are honest and transparent with our community and stakeholders, and uphold high ethical standards.

consolidated financials

	2021	2020
assets		
mortgages	\$3,027,024	\$3,022,953
real estate & construction in progress	2,442,065	2,885,861
cash & equivalents	1,054,985	592,944
receivables	560,378	160,082
property & equipment	389,361	420,342
other assets	333,129	278,757
total assets	7,807,212	7,360,939
liabilities		
current liabilities	963,710	622,131
net assets	6,843,502	6,738,808
total liabilities & net assets	7,807,212	7,360,939
revenue		
contributed	1,425,905	1,499,671
transfer to homeowners	2,000,172	417,000
mortgage discount amortization	342,322	314,775
ReStore income	650,397	665,842
sale of mortgages	277,080	231,996
other income	111,170	115,471
total revenue	4,807,046	3,244,755
expenses		
program	4,277,538	2,240,544
administration & fundraising	471,384	407,982
total expense	4,748,922	2,648,526
change in net assets	58,124	596,229

our mission

Seeking to put faith into action, Habitat for Humanity Buffalo brings all people together to build homes, communities, and hope.

our vision

A world where everyone has a decent place to live.

our values

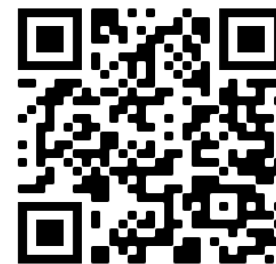
compassion | inclusivity | innovation | integrity | service

we build strength, stability, and self-reliance through homeownership.

*thank
you*

You make our
mission possible.
Thank you for your
generous support!

*support
our work*



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