



Annual Report:

Fiscal Year 2015 (July 1, 2014 - June 30, 2015)



25
YEARS
...AND COUNTING

CFC #50781

Building Better Communities
Through Affordable Homeownership



Letter from our Leaders

Thanks to the dedicated work of our staff, volunteers and Board members, FY15 marked another successful year for Habitat for Humanity of Northern Virginia (Habitat NOVA), and we are excited about our future.

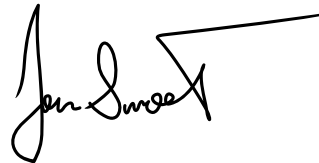
In FY15, Habitat NOVA:

- Dedicated our 80th new-construction home, just outside the City of Falls Church, providing a safe, decent home to a family of six
- Broke ground on the Clayborne Avenue homes, in the Groveton Heights neighborhood of Fairfax County, and started framing in June 2015
- Rehabilitated four homes for first-time, lower-income buyers
- Made substantial progress on pre-development activities for the five townhomes we expect to begin in the City of Alexandria in 2016
- Organized a group volunteer trip to build affordable homes in El Salvador
- Moved both ReStore home improvement re-sale shops
- Celebrated our 25th Anniversary

We are thankful for our supporters, who are helping us provide hope to lower-income families enduring substandard housing. Despite their great credit and work histories, these families struggle to find safe, decent and affordable homeownership opportunities, as prices for even modest homes continue to climb in Northern Virginia. Together, we are providing these deserving families a “hand up” to homeownership and its many benefits and, in doing so, are building better communities.



Adam Chaikin, FY16 Board Chair



Rev. Jon Smoot, Ph.D., Executive Director



FY 2015 Highlights

New Builds: Dedicating Douglass; Breaking Ground on Clayborne

On October 9, 2014, Habitat NOVA staff, volunteers, sponsors and board members celebrated the completion of our 80th new home, alongside the partner family, who no longer has to chase cheaper rents and healthier living conditions for their four daughters. The new homeowners and our volunteers worked side-by-side to build the home on Douglass Avenue, just outside the City of Falls Church. Shortly thereafter, the home earned EarthCraft certification, which recognized our efforts to make the home energy- and water-efficient to reduce the family's utility costs.

Three weeks later, Habitat NOVA held a groundbreaking ceremony for two single-family homes on Clayborne Avenue, in the Groveton Heights neighborhood of Fairfax County. In late 2014, we removed a dilapidated home on the site. After the harsh winter weather receded, we started foundation work in March. By June 2015, we had finished framing the floors of each new home. We expect to complete the homes in summer 2016.



The number of people in FY15 who moved into homes which Habitat NOVA built or rehabilitated.

23



29

exterior repair projects completed for local homeowners in need since 2011





>425

people served in
Northern Virginia since 1990



Rehabilitations: Revitalizing Existing Properties

In FY15, we completed rehabilitations of four homes for first-time, lower-income homebuyers.

- In the summer of 2014, we completed the renovation of one of the townhomes Habitat NOVA built in 1998 on Lockheed Blvd., just south of the City of Alexandria. We replaced major appliances and the HVAC system, renovated a bathroom, upgraded the kitchen and painted to prepare the home for a new partner family. They moved into the updated townhome in August 2014.
- In April 2015, our partner family for Maple Ridge #103 moved into the renovated three-bedroom condo. They appreciate the opportunity to become homeowners. "It's a future for us...for our kids," explained homeowner Nadia.

491

people interested in becoming Habitat homeowners completed prescreening questionnaires in FY15

- In spring 2015, Habitat NOVA finished rehabilitating a townhome we built in 1999 on Princess Street, in Old Town Alexandria. The rehab included installation of new countertops, cabinets, appliances, carpet, interior doors, baseboard, windows and siding. We also repainted the home and re-built a fence. Habitat NOVA sold the townhome with income restrictions to a first-time homebuyer.
- Also in spring 2015, we finished rehabilitating a townhome, generously donated to us, on Garbo Court in Annandale. It required extensive work. With the help of volunteers, we demolished the interior, insulated exterior walls, installed new drywall, baseboard, interior doors and trim work, and repaired/renovated the kitchen and bathrooms. We sold the townhome to a first-time homebuyer with income restrictions.





Women Build

Habitat NOVA's Women Build program provides opportunities for women to build safe, decent and affordable homes for other local women and their families. The program is open to all women, whether or not they have construction experience. Habitat NOVA participated in Habitat for Humanity's National Women Build Week 2015 by inviting groups of women to volunteer on our Clayborne Avenue site, May 8-9. Participants included reporters from WNEW 99.1 FM, our Sandlot Gang, the Habitat NOVA Board, Fairfax County, Leidos, and other members of the community, who insulated the crawlspaces and reinforced the foundation walls.



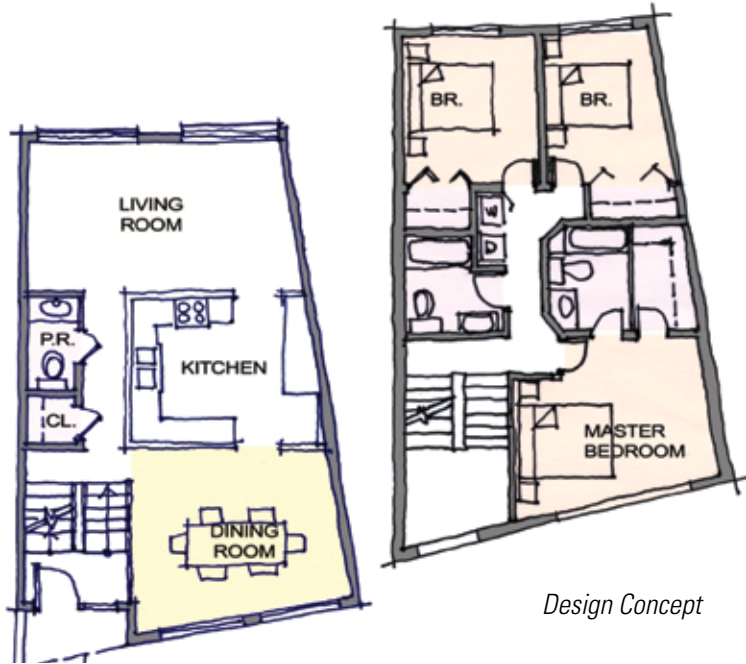
Volunteers

Without the support of volunteers, we would be unable to fulfill our mission of providing affordable homeownership opportunities to lower-income families in need. More than 4,000 people volunteered for Habitat NOVA in FY15 on our construction sites; at our ReStores; in our office; on our committees; and in the community as our ambassadors. Here are a couple of highlights:

- Habitat NOVA staffer Cassidy Weitman accompanied 12 local volunteers on a Global Village trip to help build in El Barrial Community of El Salvador in March 2015. El Barrial Community is an inspiring project. Eighty families came together in the aftermath of the country's civil war to create El Barrial Community. Habitat El Salvador stepped in to help, with plans to build 45 new homes and reconstruct 45 others. The volunteer group from Grace Community Church, which sponsored the trip, worked on a three-room, approximately 400-sq.-ft., concrete home for a family of five. "All week, even in the hardest moments, the family's enthusiasm and the community's spirit drove our group to continue pushing to get more done," Cassidy recalled.
- In March 2015, Habitat NOVA welcomed students from two colleges as part of Collegiate Challenge, an alternative spring break program in which Habitat for Humanity Campus Chapters send students to volunteer with local affiliates. Students from Rensselaer Polytechnic Institute helped us build a new fence at the Princess Street townhome; sanded and painted at the Garbo Court townhome; and lent a hand at ReStore Alexandria. Two weeks earlier, students from Davidson College volunteered at the Garbo Court townhome; visited Habitat for Humanity International's D.C. office; and met with Sen. Richard Burr of North Carolina on Capitol Hill. Thank you to Falls Church Presbyterian Church and First Baptist Church of Alexandria for hosting the teams.

240

The number of families served by Habitat NOVA's title of more than \$670,000 to Habitat El Salvador since 1991.



Design Concept

Future Builds

In FY15, Habitat NOVA worked on pre-development activities for townhomes on Stevenson Avenue in the West End of the City of Alexandria. This development will provide five homeownership opportunities in the city to well-qualified, lower-income families in need. Wiencek + Associates, Dewberry, Tony Beale Engineering and Setty are providing pro-bono design and engineering services for the 1,400-sq.-ft., three-bedroom townhomes, which we plan to build to EarthCraft Gold standards to save water and energy. To further reduce the homeowners' utility expenses, we plan to incorporate solar panels, through a partnership with Grid Alternatives.



92

The number of homes Habitat NOVA has built or rehabilitated over the past 25 years.

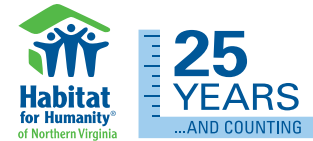


ReStores

Habitat NOVA operates two home improvement re-sale shops, called ReStores, whose net profits support our mission. In FY15, we moved our ReStores, because we could not renew the expiring leases, as the landlords had other plans for the spaces. The Alexandria ReStore, which had been located in Fairfax County, moved about 5 miles northwest to a bigger, brighter space in the City of Alexandria, at **869 South Pickett Street**. The Chantilly ReStore moved to a street-facing storefront at **4311 Walney Road**, just around the corner from the previous store. The ReStores experienced a net loss in FY15 due to a number of factors associated with this dual relocation – moving expenses; temporary closures during the transitions to the new spaces; and fewer customers. In addition, a major road construction project on Walney Road, which started in spring 2015, affected business at the Chantilly ReStore. Despite these one-time challenges, in FY15 we received many donations from generous businesses and individuals, giving new life to hundreds of tons of re-usable items that otherwise would have been sent to landfills.



25th Anniversary



In 2015, Habitat NOVA turned 25! Since 1990, we have built or rehabilitated 92 homes, and performed 29 exterior repair projects on other homes, benefitting more than 425 people in Alexandria, Arlington, Fairfax and Falls Church. We set up a special webpage featuring highlights of our 25 years at <http://habitatnova.org/about/25th-anniversary/>.

Thank You, Donors!

We received the generous support of more than 625 financial donors in FY15. We wish we could thank them all in this report, but due to space constraints the following is a list of our larger donors. We want to thank all of our donors, both financial and ReStore.

We appreciate your continued support!

Legacy \$150,000+



Silver Hammer \$50,000 - \$99,999



Bronze Hammer \$25,000 - \$49,999

Capital One
Leidos, Inc.
Wells Fargo Housing Foundation

Roof Raiser \$10,000 - \$24,999

The Community Foundation for the
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Team Build Day Sponsors \$1,000 - \$9,999

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Friends and Framers \$500 - \$999

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In-kind Donations

Atlantic Duct Cleaning
 Delmarva Trailers
 Easy Bins
 EnviroSolutions, Inc. (ESI)
 Lowe's
 Maid Brigade
 Scaffold Resource LLC
 Valspar
 Whirlpool

Major ReStore Donors

Dominion Electric Supply
 Company Inc.
 Lowe's

Financials

CURRENT ASSETS

Cash and cash equivalents	\$1,024,845
Construction in process inventory	1,403,765
Prepaid expenses	52,067
Investment in timeshare	10,900
Current portion of escrow notes receivable	—
Current portion of non-interest bearing mortgage loans, net of allowance of \$38,637 and \$28,898, respectively	286,908
Current portion of discounts on non-interest bearing mortgage loans	(200,004)
Other receivables	30,572
Total Current Assets	\$2,609,053

OTHER ASSETS:

Escrow notes receivable, net of current portion	—
Non-interest bearing mortgage loans, net of current portion	4,741,797
Discounts on non-interest bearing mortgage loans, net of current portion	(2,327,115)
Deposits	80,510
Net furniture, fixtures and equipment	49,732
TOTAL ASSETS	\$5,153,977

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES:

Accounts payable and accrued expenses	\$179,199
Current portion of deferred rent	—
Line of credit	99,672
Current portion of notes payable	482,286
Total Current Liabilities	\$761,157

OTHER LIABILITIES:

Deferred rent, net of current portion	190,614
Notes payable, net of current portion	692,987
Total Liabilities	\$1,644,758

NET ASSETS:

Unrestricted	\$3,275,941
Temporarily restricted	233,278
Total Net Assets	\$3,509,219

TOTAL LIABILITIES & NET ASSETS

REVENUE AND SUPPORT

Contributions and grants	\$989,545
Sales to homeowners	1,150,400
Mortgage loan discount amortization	196,528
In-kind contributions	448,644

Consolidated Statements of Financial Position

Special events income	7,019
Loss on asset disposal	(9,664)
Other income	9,785
Interest income	1,630
Total	\$2,793,887

Resale stores income	\$1,325,693
Less direct costs of resale stores	(1,506,962)
Net resale stores	\$(181,269)

Net assets released from restrictions: Satisfaction of purpose restrictions

TOTAL REVENUE & SUPPORT	\$2,612,618
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EXPENSES

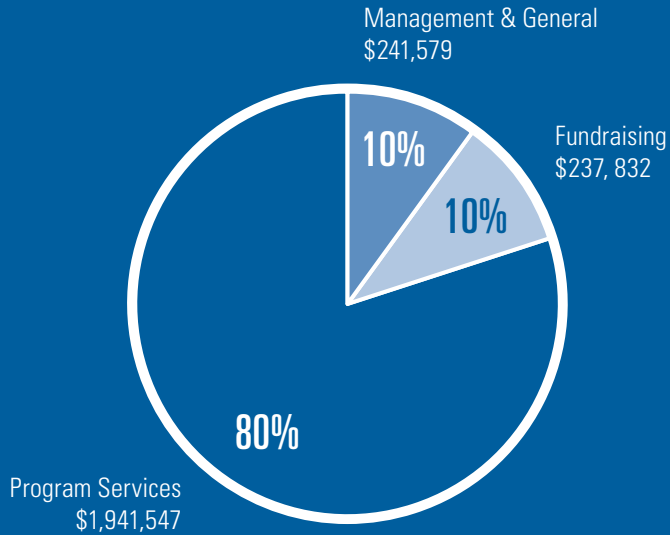
Program services	\$1,941,547
Management and general	241,579
Fundraising	237,832
Total Expenses	\$2,420,958

CHANGE IN NET ASSETS

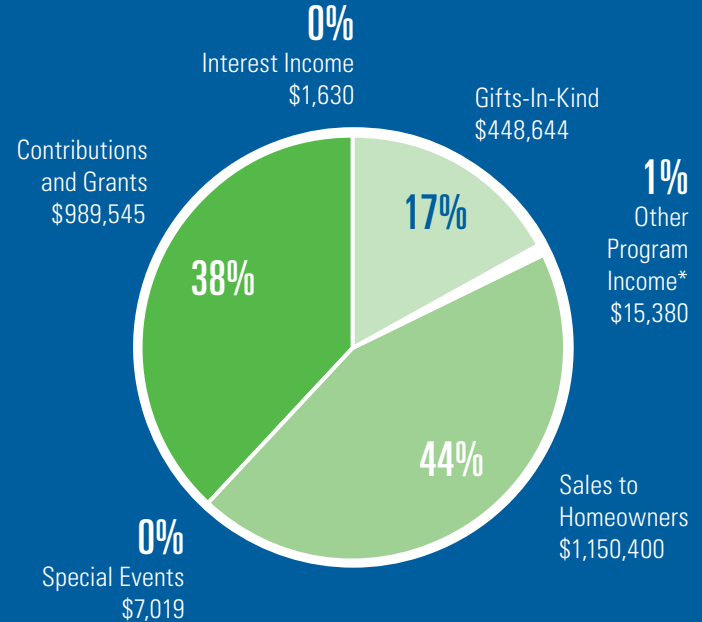
NET ASSETS, BEGINNING BALANCE ..	\$3,317,559
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NET ASSETS, END OF YEAR	\$3,509,219
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Expenses



Revenue



*Includes mortgage loan discount amortization and other income, offset by Restore loss and loss on asset disposal.

Board Members FY15

Scott Fredericks, *Chairman*

Adam Chaikin, *Treasurer*

Behzad Fathi, *Secretary*

Angel Rivera, *Past Chairman*

Barbara Mitchell

Deborah Rosenstein

Fred Taylor

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Brian Halstead

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Edward Bade

Rod Williams



25
YEARS
...AND COUNTING

6295 Edsall Road, Suite 120 | Alexandria, VA 22312

703-521-9890 | info@habitatnova.org | www.habitatnova.org

ReStore Alexandria | 869 S. Pickett St. | Alexandria, VA 22304

ReStore Chantilly | 4311 Walney Rd. | Chantilly, VA 20151

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