In our previous annual report, we focused on the successful efforts to fortify the organization and the ensuing momentum it generated. We are pleased to report that in FY14, Habitat for Humanity of Northern Virginia (Habitat NOVA) built on that foundation and our momentum is building. Thanks to the hard work of our staff, volunteers and Board of Directors, Habitat NOVA finished FY14 in a stronger position.

In FY14, we:

- Took the Douglass Avenue home from foundation to finishing work.
- Completed several rehabilitations to provide affordable homeownership opportunities to first-time buyers.
- Made exterior repairs on properties for owners unable to do so themselves.
- Began preparing the Clayborne Avenue site for two new single-family homes.
- Purchased property on Stevenson Avenue to prepare for a future multi-family build in the City of Alexandria.

These are just some highlights of our construction accomplishments. We also continued to improve Habitat NOVA’s financial systems and overall capacity, bolstered our outreach and fundraising efforts, and recruited non-construction volunteers to help expand our marketing reach.

These efforts help us serve well-qualified, first-time home-buyers who cannot afford a conventional mortgage due to high home prices in our area.

Stable housing, like that provided by homeownership, promotes stable neighborhoods, more involvement in civic activities and better educational outcomes for children, while building wealth through home equity for hard-working families. Just as important, homeownership provides a sense of security and pride. With your help, we are transforming lives.

Scott Fredericks
Board Chair

Rev. Jon Smoot
Executive Director
New Builds: From Demolition to Drywall on Douglass Avenue, Preparing for Two Homes on Clayborne Avenue

In the summer of 2013, we demolished a dilapidated house on the Douglass Avenue site, near the City of Falls Church, cleared the property and poured the foundation. After the Sandlot Gang (our most dedicated construction volunteers) prepared the site for construction, we welcomed numerous volunteer groups throughout the fall, winter and spring. Thanks to their hard work and the generosity of donors and sponsors, we made great progress on the home, taking it from foundation to finishing work by June 2014.

The new homeowners worked side-by-side with our volunteers to build the three-bedroom, two-bath home. We designed the home to EarthCraft standards to reduce monthly utility costs for the family of six.

Also during FY14, we started preparing for the two-home build on Clayborne Avenue in Groveton Heights (Fairfax County). Volunteers cleaned the yard of debris, trimmed shrubs, pulled weeds, removed a 25-foot fence, moved a shed, removed items from inside the home and performed exterior maintenance tasks.

Rehabilitations: Breathing New Life into Existing Homes

In FY14, Habitat NOVA completed renovations or rehabilitations on two properties, made substantial progress on a third, and began work on a fourth:

• In January 2014, we completed Saguaro Place, in Centreville, for a well-qualified, lower-income homebuyer. It was our sixth rehabilitation through the Neighborhood Stabilization Program (NSP), which focuses on purchasing and repairing foreclosed properties.

• We renovated a three-bedroom, one-bathroom condominium unit on Stevenson Street in the Maple Ridge development, just outside the City of Fairfax. With the help of volunteers, including a group recruited by long-time Habitat NOVA supporter Professor Richard Semmler, we transformed the condo unit built by Habitat NOVA five years ago. We removed and replaced interior doors, carpet and appliances, re-painted the walls and ceilings, and more to prepare the home for a first-time homebuyer. We completed the work in March 2014.

• In early 2014, we started renovating one of the Lockhaven townhomes Habitat NOVA built in 1998 on Lockheed Blvd., in Fairfax County, 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 Habitat NOVA partner family. (They moved into the completed townhome in August 2014.)

• In May 2014, Habitat NOVA brought the first group of volunteers to start rehabilitating a townhome we built in 1999 on Princess Street, in Old Town Alexandria. The volunteers performed initial interior rehab work and landscaping on this property during Women Build week.
A Brush With Kindness: Helping Homeowners with Critical Repairs

Through our A Brush With Kindness (ABWK) program, we completed improvements on four properties in FY14. The ABWK program offers assistance to homeowners unable to make critical exterior repairs due to age, disability, financial or family circumstances. The use of volunteer labor and in-kind donations makes the repairs more affordable. Homeowners pay a percentage of the ‘hard costs’ of the materials, which we pro-rate, based upon their ability to pay. Habitat NOVA enrolls homeowners into payment plans that allow them to repay over time.

In July 2013, we made exterior improvements to two properties in Burke. We partnered with Summit Roofing Contractors, Inc., to replace a leaky roof for a homeowner on Andromeda Drive. For another homeowner, our Sandlot Gang and volunteers from the U.S. Army Chief of Staff’s Strategic Studies Group spent two days improving his property on Raintree Road. The group removed bamboo and other brush, built a deck, installed new weather stripping and made other improvements to make the 81-year-old homeowner’s property livable. The Burke Connection featured an article about the repairs in its July 25-31, 2013, issue.

In Falls Church, we partnered with the City of Falls Church and Falls Church Presbyterian Church to make improvements on the historic 1850s Ives House on Broad Street. For the church-owned property, housing three families, we repaired the siding, painted and re-built a wrap-around porch. The mayor presented Habitat NOVA with a certificate of recognition in April 2013 for the repair work, funded through a Community Development Block Grant.

In April 2014, alumni from the State University of New York (SUNY) Plattsburgh helped secure a vacant home in the Nauck neighborhood of Arlington. We partnered with the home’s owner, Macedonia Baptist Church, to paint, remove a fence, clean up the landscaping, and secure the windows and doors. These maintenance tasks provided time for the church to decide what to do with the property.

Bringing Women Together to Build Affordable Homes

Habitat NOVA participated in National Women Build Week in 2014 by inviting 30 women to volunteer on two construction sites over three days in early May. Participants worked on our Douglass Avenue home and our Princess Street townhome, painting siding at the former and performing interior rehab and landscaping work at the latter.

Habitat NOVA’s Women Build program provides opportunities for local women to build safe, decent and affordable homes for other women and their families in Northern Virginia. The program is open to all women, whether or not they have construction experience.
Mobilizing Thousands of Volunteers

Habitat NOVA could not serve the community without the support of hard-working, dedicated volunteers. More than 3,800 volunteers gave their time and talents in FY14:

- 2,900 ReStore volunteers
- Nearly 900 construction site volunteers
- More than 45 committee and subcommittee volunteers
- 18 members of the Board of Directors

To thank our volunteers, we held a picnic in their honor in October 2013, at Bon Air Park in Arlington. Our volunteers, staff, board members and Habitat partner families enjoyed a warm afternoon of fellowship and food. During the event, which drew more than 100 attendees, we recognized our volunteers and sponsors, and presented awards.

Purchasing Property: Preparing for Future Builds

In April 2014, Habitat NOVA purchased property on Stevenson Avenue in the City of Alexandria, in close proximity to major roads and shopping centers, such as Landmark Mall. Alexandria faces a severe shortage of affordable housing due to sharply increasing real estate costs and regional development pressures. This townhome development will provide five homeownership opportunities in the city to well-qualified, lower-income families.

We plan to demolish the existing, abandoned home on the property to make way for five new townhomes designed by Wiencek + Associates, Dewberry and Setty. We will build the 1,400-sq.-ft., three-bedroom townhomes to EarthCraft Gold standards to save water and energy. We plan to install solar panels, through a partnership with Grid Alternatives, to further reduce the homeowners’ utility expenses.
Thank You, Donors!

Every year, we receive the generous support of more than 1,000 individual financial donors, and 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 donors and those who donate goods to our ReStores. We appreciate your continued support!

GROUNDBREAKERS $150,000+

ExTRADE

ROOF RAISERS $50,000-$99,999

leidos

Stockwell Frase Family Foundation

WALL RAISERS $25,000-$49,999

Capital One
UPIA Inc./Christopher Companies

POWER TOOL PARTNERS $10,000-$24,999

GMU Fraternity and Sorority Life
Gift In Memory of Richard J. & Mary B. Dwyer
John Edward Fowler Memorial Foundation
Richard Semmler, Ph.D.
Scott Fredericks
The J. Willard and Alice S. Marriott Foundation
Virginia Housing Development Authority

WORK DAY SPONSORS $1,000-$9,999

Aldersgate United Methodist Church
Alpha Phi
Amy M. Hansen
Angel Rivera
Artis Senior Living
Bank of America
Barbara Mitchell
Barrett Family Foundation
Behzad Fathi
Blessed Sacrament Catholic Community
Bradford W. Seibert
Brian Halstead
Catriona Macdonald and Doug McCormack
Claire M. Driscoll
Deborah Rosenstein
Donald J. Wheeler

ReStores: Supporting Our Work

Revenue from Habitat NOVA’s home improvement re-sale shops – ReStore Alexandria and ReStore Chantilly – plays a key role in funding our mission. ReStore Alexandria experienced a 3.1 percent increase in gross sales in FY14, while ReStore Chantilly’s gross sales increased 11.6 percent. Fifteen percent of Habitat NOVA’s funding came from our ReStores. Thanks to generous businesses and individuals who donate new and gently used products, dedicated volunteers who assist ReStore staff, and shoppers who save on everything from furniture to fixtures, Habitat NOVA can build more homes. Our Restores also help the environment by diverting tons of re-usable items that may otherwise end up in landfills.
Douglas Smith
Duane J. DeBruyne
Emmanuel Lutheran Church
Exxon Mobil
Factory Mutual Insurance/FM Global
Fairlington United Methodist Church
First Presbyterian Church
Foster Montalbano
Gary E. Long
Genentech
Gerald W. Hopkins
Good Shepherd Lutheran Church
Grace Community Church
Henry Hodor
Herbert W. Ware
Integrity Applications Incorporated
J. Sterling Jones
James and Sylvia Witting
Janice Long
Jay Grossman
JBG Properties
Jeff Mauro
Joanna C. Anderson
Joe Weatherly
John Andelin
John B. White
John D. Mayer
Jones Lang LaSalle Americas
Joseph Davis
Joseph J. Clarke
Kathleen Armstrong
Kathleen Golden
Kelleen and Kenneth Kaye
L. Keith Good
Lane Hoffer
Lewinsville Presbyterian Church
Linda Gaffey
Long and Foster Companies
Lutheran Church of the Redeemer
Marguerite F. Godbold
Martha Trunk
Mary Anne Cummins
Mary Eure
Mary Jane Lee
McLean Baptist Church
McLean Interfaith Coalition
Michael Hagoplan
Mu Mu Chapter of Kappa Alpha Psi
Nan Gollogly
National Postal Forum
Neal James Henderson
Olga Maddox
Paul and Wendy Carothers
Peter Finkel
Ravi Chandra
Red Hat, Inc.
Resurrection Evangelical Lutheran Church
Richard Joseph Hill
Robert A. Noe
Rodney Wilkinson
Rosenstein Research Associates Inc.
Scitor Corporation
Silverwood Homes Inc.
St. John’s Episcopal Church
St. Luke Catholic Church
Stellar Solutions Foundations
Temple Rodef Shalom
The Chadwick Law Firm, PLLC
The Robb Family
Thomas Lemke
Thomas Sanfacon
Timothy Howard
Unitarian Universalist Congregation of Fairfax
Virginia Non Profit Housing Coalition
Wray Sexson
Yorktown High School Crew Boosters

FRIENDS AND FRAMERS $500-$999
Adam Chaikin
Alice Wilder
Alliance for Housing Solutions
Arlington Interfaith Council
Barry Stauffer
Bush Hill Presbyterian Church
Catherine “Celie” Neihaus
Christine A. Coon
COA-FFX, Inc.
Conrad R. Mehan
David Lloyd
Douglas Dickson
Grace Presbyterian Church
Great Falls Ecumenical Council
Gregory M. Cohen
Hardwood Plywood and Veneer Association
HVAC Distributors Inc.
Jean M. Gilbertson
Jon Smoot and Mary Kyle Hobbie
Joseph Facenda
Katherine B. Harlan
Kathy Lee
King of Kings Lutheran Church
Lester A. Kroeger
Lynne M. Bordeleau-Bennett
Mary Paxton
Michael Gelb
Mount Pleasant Baptist Church in Herndon, VA
Nancy Heisel
Nathan Markham
Osamah Saleh
Pamela L. Reed
Patricia G. Dubin
Salvador Guerrero
Sandra Ormsby Wheeler
Sheila Stevenson
Springfield Community of Christ
St. John Neumann Church
Stephen P. Smith
Stephen S. Hufford
Steve Beuttel
Sundial Foundation, Inc.
Susan R. Helder
Suzanne H. Harness
Tamaryn M. Howard
The Islamic Saudi Academy
Thomas R. Taylor
Tina E. Levine
Vance Zavela
Vickie F. Plunkett
Virginia Association of Assessing Officers
Vivek Karandikar
Washington Farm United Methodist Church
William Barnard
Zelma Harris

**Pro-bono Professional Services**
Bean, Kinney & Korman
Cunningham | Quill Architects PLLC
Dewberry
Geier Brown Renfrow
KGD Architects
Sanchez Palmer Architects
Triad Engineering, Inc.
Wiencek + Associates Architects + Planners

**In-kind Donations**
Atlantic Duct Cleaning
Continental Building Products
Easy Bins
Leadership Arlington
Lowe’s
Potomac Disposal Services
Scaffold Resource LLC
Valspar
Whirlpool
Yale

**Major ReStore Donors**
Dominion Tile & Stone Company
Sunroom Construction
Stanley Martin Homes
Tart Lumber Company
Toll Brothers
### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

#### FINANCIALS

<table>
<thead>
<tr>
<th>Financial Section</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Construction in process inventory</td>
<td>$1,632,553</td>
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<tr>
<td>Prepaid expenses</td>
<td>$60,395</td>
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<tr>
<td>Current portion of escrow notes receivable</td>
<td>$6,091</td>
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<tr>
<td>Current portion of non-interest bearing mortgage loans, net of allowance of $28,898 and $12,920, respectively</td>
<td>$283,280</td>
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<tr>
<td>Current portion of discounts on non-interest bearing mortgage loans ($212,296)</td>
<td>$993</td>
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<tr>
<td>Accounts payable and accrued expenses</td>
<td>$119,935</td>
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<tr>
<td>Line of credit</td>
<td>$100,000</td>
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<tr>
<td>Current portion of notes payable</td>
<td>$78,287</td>
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<tr>
<td>Total Current Liabilities</td>
<td>$300,312</td>
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<tr>
<td>Escrow notes receivable, net of current portion</td>
<td>$8,057</td>
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<tr>
<td>Non-interest bearing mortgage loans, net of current portion ($2,322,797)</td>
<td>$4,620,687</td>
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<tr>
<td>Discounts on non-interest bearing mortgage loans, net of current portion ($2,322,797)</td>
<td>$106,462</td>
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<tr>
<td>Deposits</td>
<td>$106,462</td>
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<tr>
<td>Net furniture, fixtures and equipment</td>
<td>$56,328</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$4,835,010</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

##### CURRENT LIABILITIES:
- Accounts payable and accrued expenses: $119,935
- Current portion of deferred rent: $2,090
- Line of credit: $100,000
- Current portion of notes payable: $78,287
- **Total Current Liabilities:** $300,312

##### OTHER LIABILITIES:
- Deferred rent, net of current portion: $1,217,139
- **Total Liabilities:** $1,517,451

##### NET ASSETS:
- Unrestricted, including board designated funds of $0 and $100,000 respectively: $2,728,748
- Temporarily restricted: $588,811
- **Total Net Assets:** $3,317,559
- **Total Liabilities and Net Assets:** $4,835,010

#### REVENUE AND SUPPORT:
- Contributions and grants: $974,027
- Sales to homeowners
- Mortgage loan discount amortization: $214,545
- In-kind contributions: $107,840
- Special events income (loss): $33,029
- Loss on asset disposal: $(1,150)
- Other income: $8,230
- Interest income: $592
- **Total:** $1,337,113

<table>
<thead>
<tr>
<th>Revenue Support Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resale stores income</td>
<td>$1,528,432</td>
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<tr>
<td>Less direct costs of resale stores</td>
<td>($1,283,247)</td>
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<tr>
<td>Net resale stores</td>
<td>$245,185</td>
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<tr>
<td>Net assets released from restrictions:</td>
<td></td>
</tr>
<tr>
<td>Satisfaction of purpose restrictions:</td>
<td></td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$1,582,298</strong></td>
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</tbody>
</table>

#### EXPENSES:
- Program services: $764,542
- Management and general: $169,429
- Fundraising: $231,985
- **Total Expenses:** $1,165,956

#### CHANGE IN NET ASSETS:
- $416,342

#### NET ASSETS, BEGINNING OF YEAR, as previously reported:
- $2,901,217

#### PRIOR PERIOD ADJUSTMENT:
- $1,165,956

#### NET ASSETS, END OF YEAR:
- $3,317,559

HABITAT FOR HUMANITY OF NORTHERN VIRGINIA · ANNUAL REPORT FY 2014
**EXPENSES**

- Program Services: $764,542 (66%)
- Management & General: $169,429 (14%)
- Fundraising: $231,985 (20%)

**SOURCES OF REVENUE**

- Contributions & Grants: $974,027 (61%)
- ReStores Net: $245,185 (15%)
- Mortgage Loan Discount Amortization: $214,545 (14%)
- Gifts In-Kind: $107,840 (7%)
- Special Events: $33,029 (2%)
- Other Income: $8,230 (1%)
- Interest Income: $592 (0%)
BOARD MEMBERS FY14
Scott Fredericks, Chairman
Gregory Cohen, Vice Chair
Adam Chaikin, Treasurer
Behzad Fathi, Secretary
Angel Rivera, Past Chairman
Barbara Mitchell
Deborah Rosenstein
Fred Taylor
John Wittman
Lester Kroeger
Wray Sexson
John M. Remy
Joseph P. Weatherly
Brian Halstead
Catriona Macdonald

Building Better Communities Through Affordable Homeownership

ANNUAL REPORT: FISCAL YEAR 2014

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