



Annual Report FY2020

July 1, 2019–June 30, 2020



Habitat dedicated four homes last year and plans to dedicate 8 homes in 2021. New homeowners included (clockwise from top left): the Lual Family, Salah & Hala, and Esperance & Amani (all Oct. 2019), and Yemi (Apr. 2020).




Top right: Women Build 2020 brought more than 100 volunteers together during an expanded 2-day event.


Top left: Habitat celebrated its 30th anniversary in Sioux Falls in 2019. Festivities included a gala reception and a Celebrity Volunteer Day,

Left: Plans for the Millard Acres development were announced in March 2020 in partnership with the City of Sioux Falls. Construction will start in 2021.



The faces, facts and figures that you see in this report are a testament to what you make possible every day. Though 2020 brought challenges, there were many reasons to rejoice at Habitat for Humanity. We dedicated four homes and celebrated thirty years in the Sioux Empire. We announced a partnership with the City of Sioux Falls to create Millard Acres, a new affordable housing development within our community. We welcomed 904 volunteers throughout the year, including more than 100 volunteers as part of Habitat’s International Women Build event. The reopening of the ReStore after the spring COVID outbreak set a record month for sales. As you look through this annual report, remember that these successes were made possible through your support.



This year has also presented challenges. We know that, for every family who builds with us, there’s another anxiously awaiting that kind of life-changing opportunity. Habitat for Humanity’s operating model and good stewardship provided the financial stability to retain staff while many of our public-facing operations shut down during the COVID-19 pandemic. We reached out to current Habitat homeowners to help them respond to COVID-related challenges, so they could care for their families and stay current on their mortgage payments. When our fiscal year ended in June 2020, there was still uncertainty about when operations could return to normal. We were not, however, without hope. Though we do not know what the future holds, we plan to build eight new homes in FY2021 with your continued support.

when **904** volunteers served 

12,776 hours 

Habitat for Humanity of Greater Sioux Falls

dedicated 4 homes through Home-ownership Program **&** **repaired 10** homes through Neighborhood Revitalization  

so that **36** lives were transformed  

through **817** hours of sweat equity

2 mortgages paid in full **and** **457** tons of usable material saved from the landfill

Habitat for Humanity of Greater Sioux Falls FY2020 Consolidated Financial Information

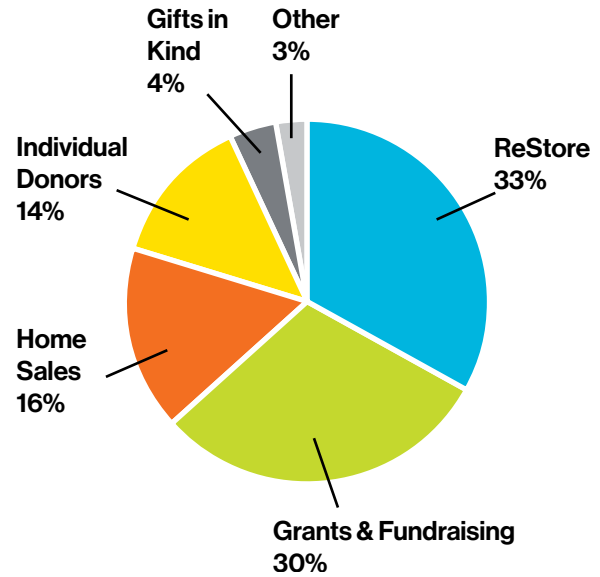
Based on unaudited financials as of June 30, 2020.

FY2020 Source of Funds

ReStore revenue	\$704,960
Grants & fundraising	\$643,553
Home sales	\$349,500
Individual donations	\$288,461
Gifts in kind	\$88,692
Other income	\$53,694
TOTAL REVENUE	\$2,128,860

Other income includes interest, late fee, and second mortgage income.

The pandemic reduced revenue by temporarily closing the ReStore and pausing volunteer shifts for nearly one quarter of the fiscal year.



FY2020 Use of Funds

Construction & programs	\$1,061,262
ReStore	\$406,171
Admin & operations	\$213,112
Fundraising	\$11,269
Tithe	\$8,874
Other expenses	\$85,470
TOTAL EXPENSES	\$1,786,158

Other expenses includes amortization, depreciation, and mortgage discounts.

Even with reduced revenue, Habitat kept expenses low. Our commitment to making every dollar support families and individuals in need of affordable housing continues.

