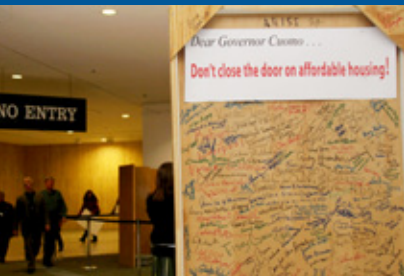


2011

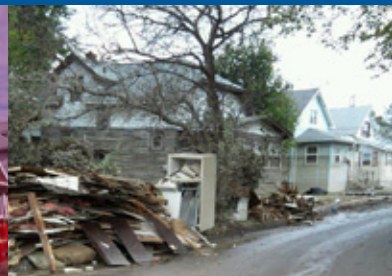
ANNUAL REPORT



ADVOCACY



TRAINING &
TECHNICAL
ASSISTANCE



DISASTER
PREPAREDNESS

RESOURCE
DEVELOPMENT

Habitat for Humanity seeks to eliminate poverty housing and homelessness from the world and to make decent housing a matter of conscience and action.

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Valerie Sherwood, Director, Capacity Building
Carrie Tocheny, Office Manager
Mary Vivona, Director, Grant Programs
Tiah Every, Grant Coordinator*
Karina Leung, Sustainable Building Coordinator*
Christina Rizzo, AmeriCorps Program Coordinator
**AmeriCorps Member*

The layout and design of this report were done by Ashley Livingston, AmeriCorps State Direct member, 2011-2012

LETTER FROM THE PRESIDENT/CEO

It is with enormous pride that we present to you, our partners and stakeholders, our first formal annual report.

The journey to where we are today has been occasionally challenging, always interesting, and undertaken with the fundamental belief that every family in New York deserves a safe and affordable place to live.

We celebrate with our affiliate partners over each new home and partner family served. We are grateful for the opportunity to contribute by providing an AmeriCorps member or a housing grant to support your work.

Where we cannot assist in constructing homes, we have committed to advocating—changing the policies and systems which create housing issues for so many families in our state. Thank you for joining with us to assure that our elected officials continue to consider the least of God’s children while they develop policy.

“...every family in New York deserves a safe and affordable place to live.”

This year has brought devastation to many New York communities. It was heartening to see the communities come together to assist in addressing the needs of families affected by the hurricane and flood. We were pleased to be able to assist in coordinating resources through our membership in Voluntary Organizations Active in Disaster.

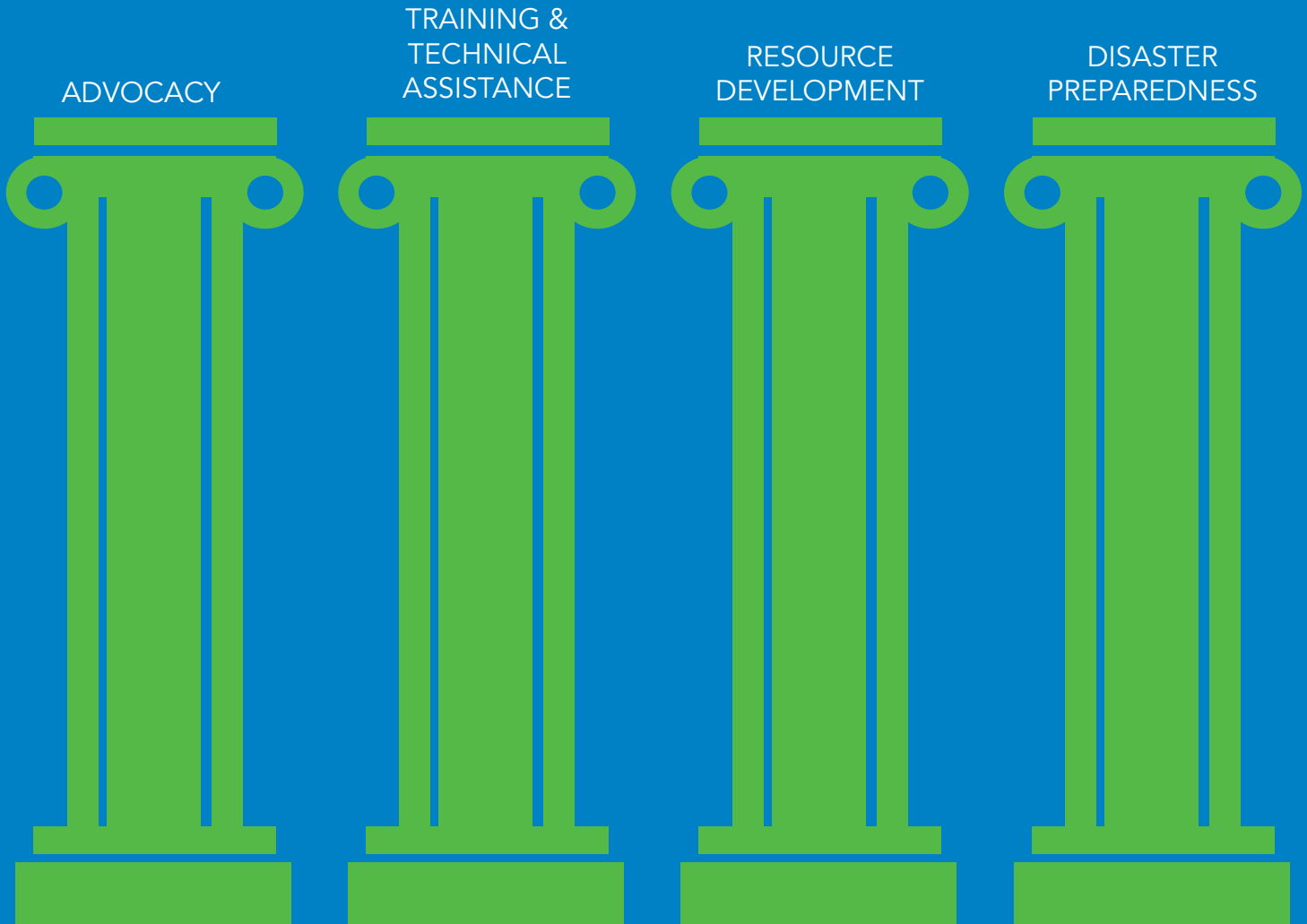
And we look forward to the day when with continued partnership, resource development, and a shared passion for our mission New York Habitat for Humanity affiliates can rise to the challenge of building 200 homes each year. Thanks to each of you who has embraced the question of what more you can do.

For myself and the staff of Habitat for Humanity of New York State, thank you for your continued support as we continue to serve you and thank you for your partnership in addressing the broad housing needs of our diverse communities.

Judith Nelson
President/CEO

ABOUT HABITAT FOR HUMANITY OF NEW YORK STATE

WHO WE ARE AND WHAT WE DO



Habitat for Humanity of New York State was started by a group of affiliates who believed they could be stronger working together as a group. Obtaining funding and providing training that met local needs could be enhanced if the affiliates pooled resources. Habitat NYS has since grown to provide a broad range of programs which might not otherwise be available to individual affiliates.

As a State Support Organization (SSO), Habitat NYS is affiliated with HFHI in much the same way that local affiliates are. The scope of our responsibilities differs from that of local affiliates. The four pillars of an SSO, as defined by HFHI are 1) advocacy at the state level, 2) training and technical assistance, 3) resource development on behalf of affiliates, 4) disaster planning for the state.

These strategic activities define our work in support of our affiliate partners, families in need of affordable housing, and the Habitat mission.

Habitat NYS operates primarily on a fee-for-service basis. However, not all of the programs and services that we offer to affiliates generate revenue. We continue to look for additional opportunities to provide and facilitate the services affiliates need to effectively meet their goals and to make a difference in the affordable housing situation in New York.

BOARD OF DIRECTORS

Daniel Hartnett, Chairman, 2011 to present
Prudential CNY Realty
Board member since 2007

Robert Bannister, Vice Chairman, 2011 to present
Fannie Mae, retired
Board member since 2006

Les Scheinfeld, Secretary, 2011 to present
Suffolk County HFH
Board member since 2006

Suzanne Williams, Treasurer, 2011 to present
Syracuse HFH
Board member since 2006

Rus Healy, Ontario County HFH
Board member since 2008

Amy Herlehy, Citizens Bank
Board member since 2011

Jacqueline Rose, NYS Association of Realtors
Board member since 2007

MEMBER AFFILIATES

Adirondack
Buffalo
Capital District
Cayuga County
Champlain Valley
Chemung County
Chenango County
Columbia County
Delaware County
Flower City
Fulton County
Genesee County
Herkimer County
Livingston County
Greater Newburgh
New York City
Niagara Area
Oneida County
Ontario County
Raquette Valley
Seneca County
SE Steuben County
Suffolk County
Syracuse
Thousand Islands Area
Tompkins-Cortland Counties
Ulster County
Wayne County
Westchester

Thank you all

Your leadership and steadfast service has enabled Habitat NYS to achieve many goals and substantial growth.

PROGRAMS AND SERVICES

Habitat for Humanity of New York State, in support of the four pillars of a state support organization (advocacy, training & technical assistance, resource development, and disaster preparedness), has identified and developed a series of programs and services designed to assist affiliates in meeting their goals and furthering the mission of Habitat for Humanity.

ADVOCACY

1) LEGISLATIVE AGENDA

Habitat for Humanity believes that every man, woman and child in New York has a right to a safe and affordable place to live. Part of our mission and obligation is to advocate to government representatives for changes to the systems, policies, attitudes and institutional behaviors that lead to inadequate housing and homelessness. Each year we identify the issues confronting our state on which we will focus our resources to change.

2) ADVOCACY IN ALBANY

Each March HFH-NYS hosts an empowering 5 day event where we train our participants (primarily college students) on what advocacy is, why we do it, how it is done, and HFH-NYS legislative agenda. Our participants then lobby state elected and administrative officials in support of our current legislative concerns. March 2011 represented our 5th "Advocacy in Albany" event.

DISASTER PREPAREDNESS

1) DISASTER PLAN

Habitat for Humanity New York State developed a Disaster Plan to assure that the SSO is able to serve as a central communication point for affiliates and statewide networking in the event of a local or multi regional emergency.

2) DISASTER ASSISTANCE

During the recent disasters, Hurricane Irene and Tropical Storm Lee, HFH-NYS played a vital role in obtaining and distributing essential emergency assistance information to affiliates affected by the disaster.

TRAINING & TECHNICAL ASSISTANCE

1) BOARD DEVELOPMENT

This one day long training event addresses training and development needs as identified by local affiliate board members.

2) AFFILIATE GROWTH

The "Capacity Building Seminar" is designed to assist affiliates with increasing their capacity. A wide variety of topics are covered including creating a successful strategic plan as well as the tools necessary to carry out that plan.

3) STATEWIDE CONFERENCE

Affiliates identified statewide training as their first priority for HFH-NYS. The October 2011 conference was the 12th of these events. These conferences include affiliates sharing best practices, experts representing a broad range of topics and partners from the community and HFHI.

4) PROFESSIONAL MORTGAGE SERVICING

HFH-NYS has partnered with AmeriNational to provide affiliates with professional mortgage servicing. AmeriNational has over 30 years of experience and specializes in managing affordable housing loan portfolios.

5) GRANT RESEARCH

HFH-NYS introduced a new program to assist our affiliates in meeting their fund raising goals. FoundationSearch is a fully searchable online database containing over 100,000 US foundations.

6) SUSTAINABLE LANDSCAPING PUBLICATIONS

Two publications, "Growing for Success" geared toward the affiliate and "Growing Your Family Assets: Lawn and Garden Care" for homeowners are available to assist with creating and maintaining sustainable landscaping.

RESOURCE DEVELOPMENT

1) AFFORDABLE HOUSING CORPORATION GRANT

This grant program offers funds to make homes more affordable for low income families. Application for this funding is made by HFH-NYS on behalf of qualified NYS affiliates. The 2011 New Construction Award was \$900,000, and the 2011 **Rehabilitation Award** was \$646,000.

2) AMERICORPS GRANTS

HFH-NYS's AmeriCorps programs provide Habitat affiliates with full time volunteers to support their efforts in engaging their communities, mobilizing volunteers, building capacity, and increasing their productivity. The **AmeriCorps State Direct** program currently has 12 AmeriCorps Members serving throughout the state. The **AmeriCorps VISTA*** program currently has 8 VISTA Members serving throughout the state.

3) USDA MORTGAGE PROGRAM

The USDA Rural Development and Habitat share the same goal; to provide low-income families with safe, decent, affordable housing. Using this new mortgage program will assist affiliates by increasing their cash flow and enable them to serve more families.

4) RECYCLING PROGRAM

New York State has established a ban on electronics in landfills. HFH-NYS has partnered with Universal Recycling to enable our affiliates to help their communities and generate income by collecting these materials.

5) ASSETS FOR INDEPENDENCE *

HFH-NYS worked with the NY Homes and Community Renewal to offer a savings match program for partner families. 2011 was the final year that NY Homes and Community Renewal supported this program.

COMING IN 2012

1) STANDARD MORTGAGE DOCUMENTS

HFH-NYS received a grant to prepare "Standard Mortgage Documents" for use in the sale of Habitat homes, which meet NYS law and HFHI policy. This project will also provide strategies which can create long term and permanent affordability in the houses we construct.

2) FAMILY SELECTION SYMPOSIUM

Habitat's family selection process is one of the most important tasks an affiliate undertakes. HFH-NYS is coordinating an exciting, comprehensive program for affiliates which will focus on the issues and challenges in family selection and provide a forum for sharing and developing best practices.

3) EXECUTIVE DIRECTOR RETREAT

Taking time away from a busy schedule to refuel, reflect, and network can assist Executive Directors in being more effective in all that they have to do. This year, prior to our annual conference, HFH-NYS will facilitate an ED's retreat to provide a venue for EDs to build themselves and their organizations.

4) ENERGY-EFFICIENCY INCENTIVE TOOLKIT

The "toolkit" provides affiliates with step-by-step instructions on how to navigate and obtain the current New York State incentives available for building energy-efficient homes. Design considerations, performance requirements, and reference material are included to create a comprehensive guide for affiliates to build more efficient, durable, and healthier homes.

5) REGIONAL NETWORKING MEETINGS

HFH-NYS is facilitating a series of regional meetings throughout the state to create opportunities for relationships to be built between neighboring affiliates and to provide a forum for sharing ideas and discussing issues specific to individual communities.

NEW PROGRAMS
RETIRING PROGRAMS*

FINANCIAL REPORTING: INCOME TO EXPENSES 2010 - 2011

FISCAL YEAR 2010 - 2011
PROGRAM EXPENSES &
PASS THROUGH TO AFFILIATES

\$1,012,138

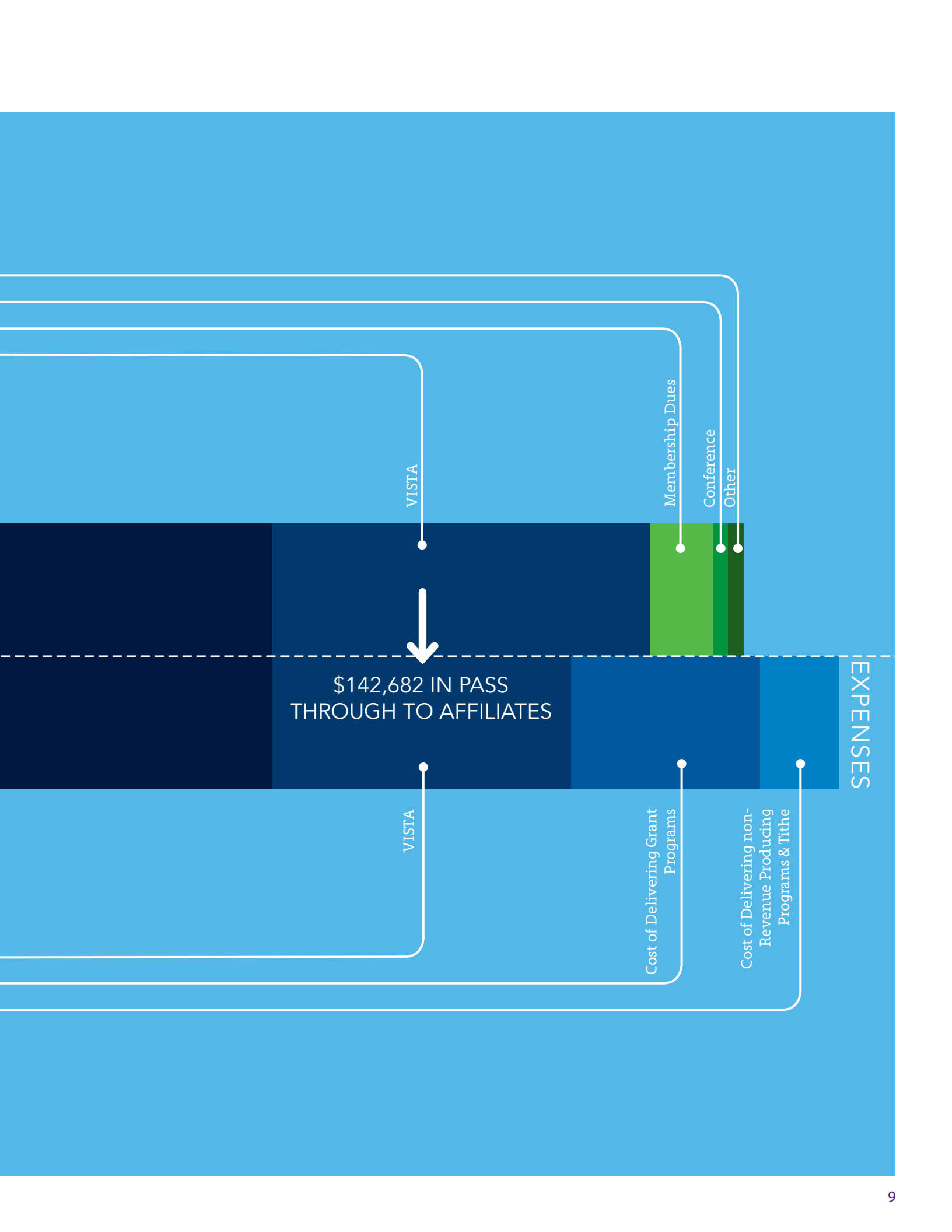
INCOME

AHC

AHC

\$595,875 IN PASS
THROUGH TO AFFILIATES

\$1,033,003



VISTA

Membership Dues

Conference

Other

EXPENSES

\$142,682 IN PASS THROUGH TO AFFILIATES

VISTA

Cost of Delivering Grant Programs

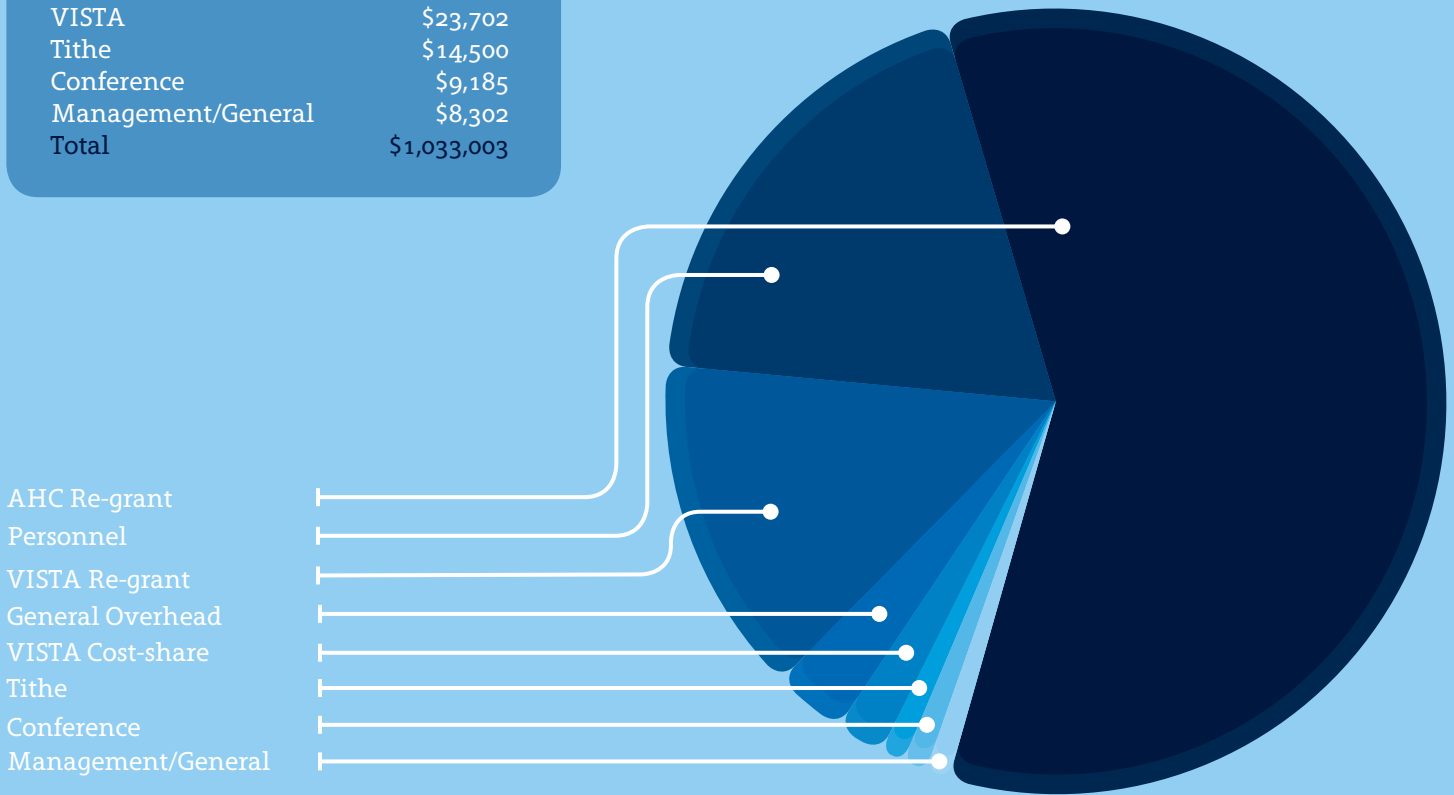
Cost of Delivering non-Revenue Producing Programs & Tithe

EXPENSES

FINANCIAL REPORTING

EXPENSES: FISCAL YEAR 2010 - 2011

Category	Amount
AHC Re-grant	\$595,875
Personnel	\$210,602
VISTA Re-grant	\$142,682
General Overhead	\$28,155
VISTA	\$23,702
Tithe	\$14,500
Conference	\$9,185
Management/General	\$8,302
Total	\$1,033,003

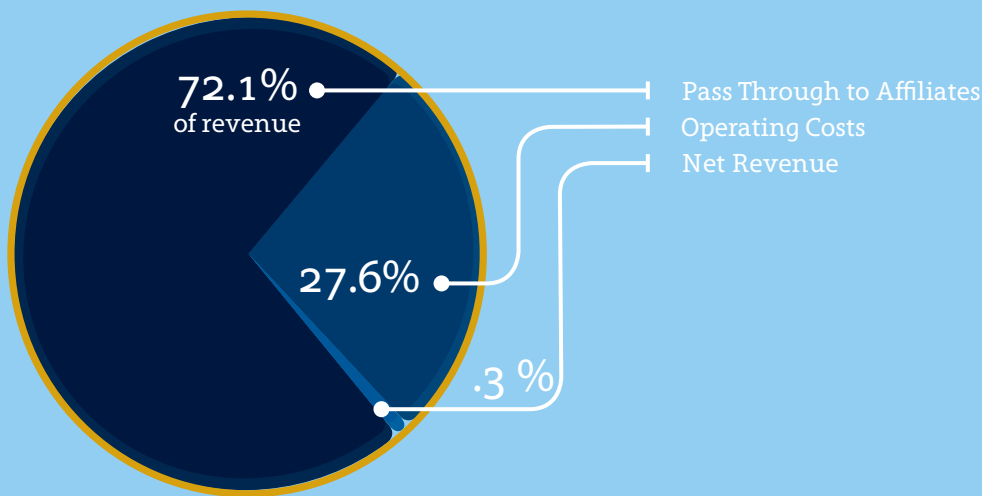


NOTES ON FINANCIAL REPORTING:

- In 2009 we began to include the benefits we obtain for affiliates in our financial reporting. This gives a more accurate picture of HFH-NYS' programs and the costs to produce those programs. The two major sources of "pass through" revenue are the AHC grant and our AmeriCorps programs. A portion of revenue and expenses related to the AmeriCorps programs considered a gift-in-kind. The value of this gift-in-kind is passed through to the affiliate where the AmeriCorps member serves.
- The revenue obtained on behalf of affiliates has steadily increased since HFH-NYS was incorporated. The decrease in annual revenue reported for 2011 reflects a shift in the timing of home completions by affiliates participating in the 2011 AHC grant. Additional revenue from that contract will be reported in 2012.
- The tithe expense reported is a gift of 10% of our unrestricted revenues to support HFHI's efforts in Haiti.

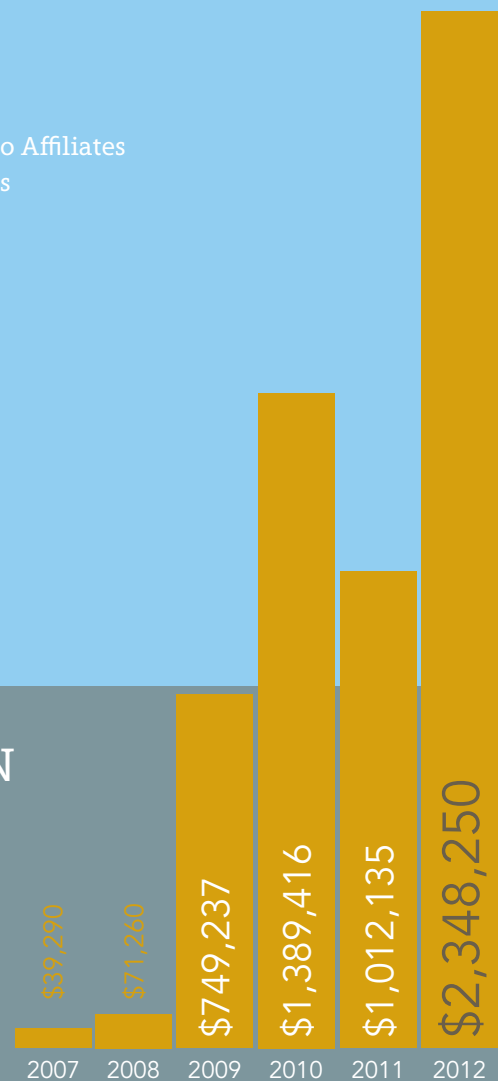
BUDGET: FISCAL YEAR 2011-2012

Budget Category	Revenue	Direct Expense	Pass Through
AmeriCorps Direct	\$459,000	\$269,767	\$175,000
AmeriCorps Vista	\$239,000	\$58,576	\$154,000
AHC	\$1,606,250	\$86,450	\$1,365,000
Training	\$4,000	\$10,000	
Membership dues	\$40,000		
Personnel		\$147,770	
Overhead		\$74,850	
Total	\$2,348,250	\$647,413	\$1,694,000



A HISTORY OF GROWTH & EXPANSION

In just six years, Habitat NYS' revenue jumped from \$40,000 to \$2.4 million. The largest portion of this growth has come from our partnerships with the NYS Housing Finance Administration and the U.S. Corporation for National and Community Services, who administer the AHC and AmeriCorps VISTA programs, respectively. These successful partnerships have enabled us to significantly increase other offerings to affiliates that do not generate direct revenue for HFH-NYS.



“Habitat for Humanity’s goal is to eliminate poverty housing and homelessness from the face of the earth. Furthermore, all of our words and actions are for the ultimate purpose of putting shelters on the hearts and minds of people in such a powerful way that poverty housing and homelessness become morally, socially, politically, and religiously unacceptable.”

Millard Fuller, Founder, Habitat for Humanity