The end of our 2019-20 fiscal year brought major disruptions to all areas of Habitat for Humanity’s mission, and most of our memories of the year focus on the pivots our organization and our affiliates were forced to make due to COVID-19. Habitat for Humanity of New York State brings people together to build homes, communities and hope. Our team worked to incorporate that mission into all we did, as we supported affiliates across the state through training & technical assistance, advocacy, and resource development.

Prior to our shift in operations, Habitat NYS hosted our annual state conference for Habitat affiliates in Binghamton, NY. This 3-day conference included workshops for ReStore employees, executive directors, volunteer managers, homeowner services staff and volunteers. Staff, board members, and volunteers from across the state attended this event. We held an advocacy training in Albany in late January in conjunction with our annual advocacy day where affiliates met with their representatives about policy priorities surrounding affordable home ownership.

We continued our participation in the Affordable Housing Corporation (AHC) grant, a state grant through New York State Department of Homes and Community Renewal that provides funding for affiliates to build new homes and rehabilitate existing homes. We continued our Rural Community Development Initiative grant through the United States Department of Agriculture. This grant allows us to provide capacity building technical assistance and scholarship funding to 11 participating rural affiliates.

In March, when all our operations were shut down or moved to remote, we held daily, then later weekly, calls with affiliates to share updates on our ever-changing environments. These calls provided an opportunity to share ideas and best practices and gave affiliates an outlet for networking with each other that they had never had before. Habitat for Humanity affiliates across the state stepped up to help those in need, offering ReStore trucks to deliver food, sewing homemade masks for essential workers, and transitioning their activities to meet the need in our communities. This report highlights only a few of those stories, but we could publish a book with all the great work that affiliates performed across the state.

While our 2019-20 fiscal year was not what any of us anticipated, we are proud of the network of affiliates and how they responded to the challenges they faced.
## 2019-2020 FINANCIALS

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Direct Resources to Affiliates</th>
<th>Operating Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CONTRACT PROGRAMS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AHC Grant</td>
<td>698,720</td>
<td>559,000</td>
<td>106,130</td>
</tr>
<tr>
<td>RCDI Grant</td>
<td>49,461</td>
<td>4,485</td>
<td>100,996</td>
</tr>
<tr>
<td><strong>OTHER PROGRAMS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conferences</td>
<td>26,529</td>
<td></td>
<td>29,242</td>
</tr>
<tr>
<td>Training &amp; Technical</td>
<td>1,653</td>
<td></td>
<td>53,788</td>
</tr>
<tr>
<td>Tithe</td>
<td>1,900</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NON-PROGRAM</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Affiliate Support</td>
<td>65,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations &amp; Other</td>
<td>68,179</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management &amp; Administrative</td>
<td>88,530</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>909,542</td>
<td>563,485</td>
<td>380,586</td>
</tr>
</tbody>
</table>

- Revenue: $909,542
- Direct Resources to Affiliates: $563,485
- Operating Costs: $380,586
- Administrative Cost: $88,530
- Net Loss: $34,529
- Program Cost to Deliver Direct Resources: $207,126
- Training & Technical Assistance for Affiliates: $84,930

**Net Income**

\( \text{Net Income} = \text{Revenue} - \text{Operating Costs} \)

\( \text{Net Income} = 909,542 - 380,586 = 528,956 \)

**Net Income Percentage**

\( \text{Net Income Percentage} = \frac{\text{Net Income}}{\text{Revenue}} \times 100 \)

\( \text{Net Income Percentage} = \frac{528,956}{909,542} \times 100 = 58.29\% \)
Across New York State, our affiliates worked to further our vision of a world where everyone has a decent place to live.

In 2019-2020, Habitat New York State partnered with 44 Habitat affiliates providing services to families in 54 counties across the state.

40 new homes built
18 homes rehabilitated
53 homes repaired
In February, we joined several affiliates from across New York State in Washington, D.C. to advocate for safe and affordable housing as part of Habitat for Humanity International's annual legislative conference, Habitat on the Hill.

We would like to thank all of the homeowners, staff members, and volunteers from our affiliates that participated:

- Habitat for Humanity of New York City
- Habitat for Humanity of Dutchess County
- Habitat for Humanity of Greater Newburgh
- Habitat for Humanity of Steuben County
- Habitat for Humanity of Suffolk County
- Habitat for Humanity of Ulster County
- Habitat for Humanity of Flower City
- Habitat for Humanity of Northern Saratoga, Warren, and Washington Counties
In June of 2020, Habitat for Humanity Flower City held its 19th annual Framing for the Future Gala. The four day event was successfully conducted in a virtual format for the first time in the event’s history to accommodate COVID-19 regulations.

Habitat for Humanity New York City established the Emergency Housing Response Fund in March of this year with an initial goal of providing $500,000 in services and support for those affected by COVID-19. Hundreds of Habitat homeowners in NYC were provided with opportunities for mortgage relief and financial planning services through partnership with Neighborhood Trust Financial Partners. The fund has also allowed Habitat to assist low-income New Yorkers with tax preparation, public assistance applications, and provided 100,000 meals to homebound and sheltered New Yorkers utilizing their ReStore trucks.

This year Habitat for Humanity Buffalo organized their very first virtual home dedication over the video conferencing platform Zoom. The dedication included a virtual tour of the property and continued the beloved Habitat tradition of singing Amazing Grace to welcome the new homeowners.
board of directors

KERRY QUAGLIA, CHAIR (OUTGOING MARCH 2020)
Home HeadQuarters, Inc. Executive Director

ALEX CASTRO, VICE CHAIR
PathStone Corporation
Chief Housing Officer

LEWIS DUBUQUE, SECRETARY
NYS Builders Association Executive Vice President

GREG MAY, TREASURER (INTERIM CHAIR MARCH-JUNE 2020)
NY Mortgage Bankers Association Tompkins Trust Company Senior Vice President, Retired

DIANE BROWN
Community Foundation for South Central New York Executive Director

DAWN SIGLIN
Elmira Savings Bank
Vice President/Mortgage Sales Manager

JOAN SPILMAN
Retired US Dept. of Housing & Urban Development Field Office Director

JENNIFER STEVENSON
NYS Association of Realtors
Blue Heron Realty—Broker/Owner

SCOTT SYDELNIK
Flower City Habitat for Humanity Board Member Davidson Fink Attorneys at Law Partner

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JESSICA WYLDE-MAHON
Director of Strategic Initiatives

DAVID MORGAN
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CARRIE TOCHENY
Office Manager

affiliate advisory council

MATTHEW ARBOLINO
HFH of Greater Newburgh

LISA CARACCI
Steuben County HFH

AMY WINANS
Broome County HFH

NASH BOCK
HFH of Ontario County

MATTHEW FLANIGAN
Flower City HFH