Dear friends,

Our 2020-21 fiscal year was like none any of us could have imagined. By July of 2020, we had all realized that the COVID-19 pandemic would not be going away quickly. Affiliates began to figure out operations without a regular stream of volunteers. Construction resumed and ReStores reopened. We chose to view our challenges as opportunities.

Our first big opportunity came with our annual state conference. As we navigated the logistics of offering a fully virtual conference, we formed a partnership with the New York State Rural Housing Coalition. Habitat attendees learned and networked with Rural Housing attendees in a six-week long conference with over 80 sessions!

Another success that arose from our changed operations was the creation of regular Zoom calls with affiliates. At the start of the pandemic, we were holding daily calls, but these tapered to monthly as time went on. NYS Habitat executive directors now have the opportunity to get together online every month to share best practices, ask questions, and stay up to date on the latest Habitat news. Often executive directors from New Jersey, Rhode Island, Pennsylvania, and Connecticut join these calls to keep in touch with their peers. While we have not been able to meet in person, we are still connected.

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 completed our third and final year of our Rural Community Development Initiative grant through the United States Department of Agriculture. This grant allowed us to provide capacity building technical assistance and scholarship funding to 11 participating rural affiliates. Finally, and most importantly, the work of Habitat for Humanity continued.

In the 2020-21 fiscal year, Habitat affiliates in New York built 88 homes, rehabilitated 20 homes, and repaired 72 homes! At a time when everyone was forced to stay home, Habitat for Humanity affiliates ensured families across New York were able to have safe and affordable places to live. It is our honor to serve our affiliates, and we look forward to seeing what great work they will do in the coming year.

Mary Robinson
Chief Executive Officer
### 2020-2021 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>1,284,650</td>
<td>1,008,000</td>
<td>110,889</td>
</tr>
<tr>
<td>RCDI Grant</td>
<td>61,243</td>
<td>19,100</td>
<td>84,232</td>
</tr>
<tr>
<td><strong>OTHER PROGRAMS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conferences</td>
<td>42,266</td>
<td></td>
<td>29,821</td>
</tr>
<tr>
<td>Training &amp; Technical</td>
<td>10,056</td>
<td></td>
<td>8,857</td>
</tr>
<tr>
<td>Tithe</td>
<td>3,600</td>
<td></td>
<td>3,600</td>
</tr>
<tr>
<td><strong>NON-PROGRAM</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Affiliate Support</td>
<td>66,500</td>
<td></td>
<td>73,575</td>
</tr>
<tr>
<td>Donations &amp; Other</td>
<td>73,927</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management &amp;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Administrative</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1,538,642</td>
<td>1,027,100</td>
<td>310,974</td>
</tr>
</tbody>
</table>

Net Income: $200,568
Direct Resources to Affiliates: $1,027,100
Operating Cost: $73,575

Note: Financials are not audited at time of publication.
impact & achievements

Across New York State, our affiliates worked to further our vision of a world where everyone has a decent place to live.

88 new homes built
20 homes rehabilitated
72 homes repaired

Advocacy Highlight: AHC Bill Advances Through the New York State Assembly and Senate

Over the last several years, affiliates across the state have been actively involved in advocacy efforts at the NYS Capitol. In the first half of 2021, bill A04341A/S03372 advanced through the NYS assembly and senate chambers, and was signed by the Governor in December 2021.

This bill was the first step in strengthening funding from the Affordable Housing Corporation by increasing the per-unit amount that can be granted to a high-cost project. With a greater understanding of the challenges faced by Habitat affiliates across the state, we are delighted by the responsivness of our legislators. We will continue to advocate for a budget increase to bolster this bill and help ensure that both rural and urban, high-cost and low-cost areas will have greater access to the resources they need to affect change in their communities.
As the COVID-19 pandemic put the annual in-person conference out of reach, we formed a partnership with the Rural Housing Coalition of NYS to develop the virtual Stronger Together Housing Conference. Recognizing we did not have the same limitations as an in-person conference, we grasped the opportunity to bring immense value to the Habitat network.

The conference provided more than 80 educational seminars and virtual networking sessions to affiliates presented by experts in housing, fund development, advocacy, and operations over the course of six weeks. Without travel constraints, this unprecedented group of presenters joined from states across the country.

These sessions were recorded and this archive of information remains accessible to Habitat affiliates.
In 2020-2021, Habitat New York State partnered with 39 Habitat affiliates providing services to families in 52 counties across the state.
board of directors

DIANE BROWN, CHAIR
Community Foundation for South Central New York
Executive Director

SCOTT SYDELNIK, VICE-CHAIR
Flower City Habitat for Humanity Board Member
Davidson Fink Attorneys at Law
Partner

DAWN SIGLIN, SECRETARY
Elmira Savings Bank
Vice President/Mortgage Sales Manager

GREG MAY, TREASURER
NY Mortgage Bankers Association
Tompkins Trust Company
Senior Vice President, Retired

KAREN DERKSON
NBT Bank NA
Vice President & Bank CRA Officer

BARBARA DUNN
Paterson Habitat for Humanity
Executive Director, Retired

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

PHILIP SWETZ
NYS Homes & Community Renewal-SONYMA
Western NY Business Development Officer

JAMES WYATT
Visions Federal Credit Union
Vice President/Member Services

staff

MARY ROBINSON
Chief Executive Officer

ALLIE BERNHARD
Grants Administrator

DAVID MORGAN
Chief Financial Officer

ROBBIE SMOLINSKY
Director of Communications

CARRIE TOCHENY
Office Manager

affiliate advisory council

MATTHEW ARBOLINO
HFH of Greater Newburgh

LISA CARACCI
Steuben County HFH

MATTHEW DUNBAR
Habitat for Humanity New York City and Westchester County

NASH BOCK
HFH of Ontario County

MARTHA FLANIGAN
Flower City HFH

AMY WINANS
Broome County HFH