



Fauquier
Habitat
for Humanity®

ANNUAL REPORT

FY 2020

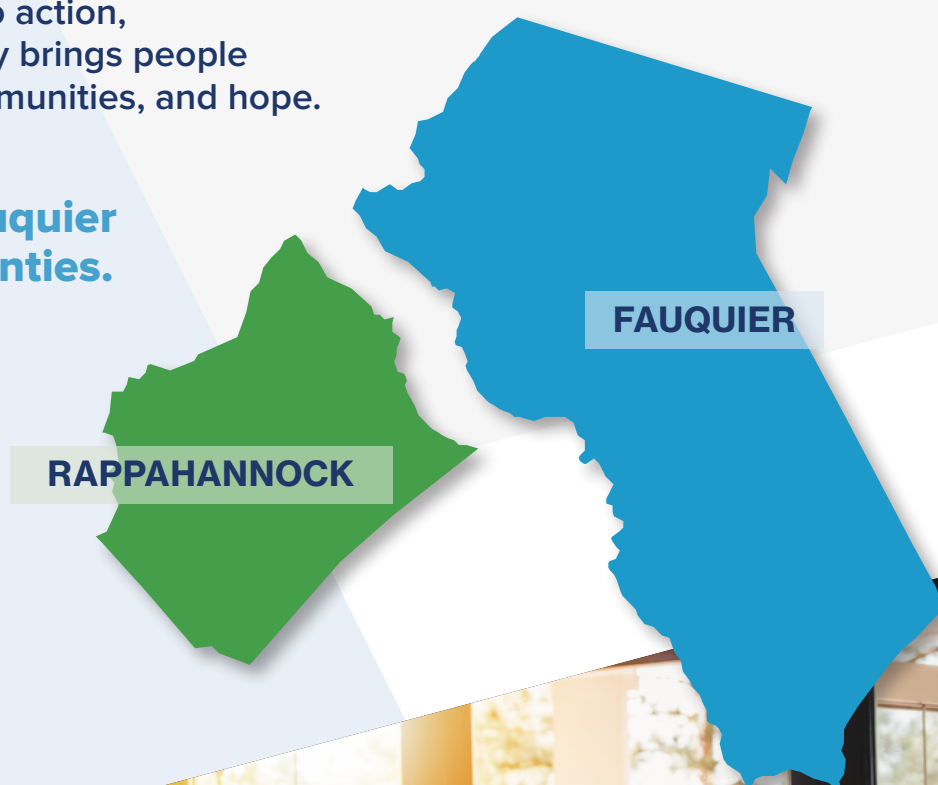


fauquierhabitat.org

MISSION

Seeking to put God's love into action, Fauquier Habitat for Humanity brings people together to build homes, communities, and hope.

We proudly support Fauquier and Rappahannock counties.



VISION

A world where everyone has a decent place to live.



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Message from THE CEO



Darryl Neher

The past year has proven challenging for all of us. A global pandemic. Political and social division. Economic uncertainty. But through all of the turmoil, you helped Fauquier Habitat for Humanity ensure our neighbors have a safe and decent place to live. Your support directly impacted individuals within Fauquier and Rappahannock Counties – as well as positioned Fauquier Habitat for Humanity for even greater impact in the years ahead. During our FY 2019-2020, your financial support allowed us to:

- Launch our Partnership Program, including new educational programming, for three families pursuing their dream of homeownership.
- Acquire nine properties on Haiti Street.
- Relaunch our construction program with a signature home on Haiti Street.
- Recommit to Rappahannock County with a critical home repair partnership with the Rappahannock Benevolent Fund and authorized the creation of a Habitat for Humanity of Rappahannock County advisory board.

We are proud of these accomplishments, but we remain aware of the housing challenges our neighbors face. We live in one of the most affluent and attractive regions in Virginia. Yet, so many of our neighbors continue to live in substandard housing, live in overcrowded conditions, and see their housing costs increase year after year. These families often live in fear and distress, looking for a way to find the safety and stability of a place to call “home.”

We are grateful for your support in making a meaningful difference in our community. But we must continue to work together, as it is only through our collective action as a community that makes combating the affordable housing crisis possible. Fauquier Habitat will continue to challenge ourselves beyond what we could’ve thought possible just years ago. We hope that you will not only join us again- but help us lean into our mission of ensuring everyone has a decent place to live. Help us realize an even greater impact on preserving and building affordable housing families in our region need and deserve.

Critical HOME REPAIR

In an effort to fulfill its mission in Rappahannock County, Fauquier Habitat entered into a partnership with The Rappahannock Benevolent Fund to offer essential home repairs to individuals and families in need. In its initial one-day community event, Neighbors Helping Neighbors, the partnership attracted 73 volunteers and completed nine projects throughout the county. Teams of volunteers offered support in community path creation, painting, siding, and accessibility projects throughout Rappahannock County. Fauquier Habitat and The Benevolent Fund formalized their partnership in early 2020, already resulting in the completion of 12 projects helping 16 people. Projects ranged from small projects such as finishing drywall, repairing a front door, and fixing an air conditioning unit to more critical repairs improving the heating system of a home, completing essential plumbing improvements and repairs, and replacing floors decimated by termite damage. Fauquier Habitat looks forward to continuing its partnership with The Benevolent Fund and looks to launch its Critical Home Repair Program by the end of 2020.



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Neighborhood REVITALIZATION

Residents are the center of our Neighborhood Revitalization (NR) program, using Habitat's Quality of Life Framework to strengthen their communities. The program's asset-based model engages residents to identify the issues that negatively impact the neighborhood and work with them to "pull" the needed resources to them. A strategic planning process allows residents of the neighborhood and community partners to co-design the neighborhood's possibilities. Our current neighborhood is on and adjacent to Haiti Street/Eva Walker Park in Warrenton. Since its start in 2016, residents in the NR program have learned to organize and lead monthly neighborhood meetings. They have built relationships and confidence to advocate for themselves and their neighborhood.

In the past year, the Haiti neighborhood residents demonstrated continuous progress of its neighborhood revitalization efforts:

PROJECT ENGAGEMENT

Nine residents of the Haiti Street neighborhood graduated from Project Engagement, a Fauquier Habitat sponsored Resident Leadership Academy facilitated by Sun Consulting and Habitat staff. The diverse, intergenerational group of participants worked together to build personal and group leadership skills, strengthen communication and conflict management skills, organize plans for neighborhood improvement, increase community partnerships, and provide essential community-building tools. Project Engagement also allowed participants to create solutions to the participants' identified community problems and to meet community-defined goals.

Melissa Bland, a graduate of the program, shared:



It encouraged me to be an advocate for my neighborhood, whether anyone is listening or not. It also has given me the will to advocate even more and not to stop until you have been heard."

A COMMUNITY CONVERSATION

Fauquier Habitat and housing development consultant, HDAdvisors, invited the local community to a "community conversation" to discuss the future of housing in the Haiti Street/Eva Walker Park neighborhood. Several Haiti Street residents and recent graduates of the Project Engagement program asked questions. They contributed meaningful input to the discussion to help inform Habitat's path forward when redeveloping parcels in the neighborhood into an array of permanently affordable housing solutions.

POLICE DISCUSSIONS

Meeting with Police Chief to Discuss Race – 20 residents from the neighborhood met with new Police Chief Michael Kochis and Public Information and Community Outreach officer, Chai Fuller, to share their concerns and experiences of police profiling. Several residents shared personal stories of times they or their loved ones felt they had been racially profiled and asked the police department to hinder future incidences like those they experienced.

ROCK THE BLOCK

Residents from the neighborhood partnered with Fauquier Habitat's Women Build to beautify yards and porches. On the day of the event, volunteers and residents worked together to provide minor repairs and new paint jobs, plant fresh flowers, and provide landscaping.



I loved the view standing at the top of the street and looking down, seeing everyone on their porches talking with others, neighbors working on other neighbor's properties, and everyone lending a hand. This event created an incredible feeling of community that I hope continues."

**Emily Stone, chair of the
Fauquier Habitat Women Build Committee**

HAITI STREET COMMUNITY CAT TNR PARTNERSHIP

Residents partnered with Middleburg Humane Foundation to reduce the feral cat population. The coordination consisted of trapping the cats and transporting them to a local veterinary clinic. The cats were spayed/neutered, received dental treatments, rabies vaccinations, and ear-tipped. Once the cats recovered, they were returned to the community to live out their lives under neighbors' care. This partnership helps reduce the feral cat population, preventing up to 116 new births in the spring season alone.

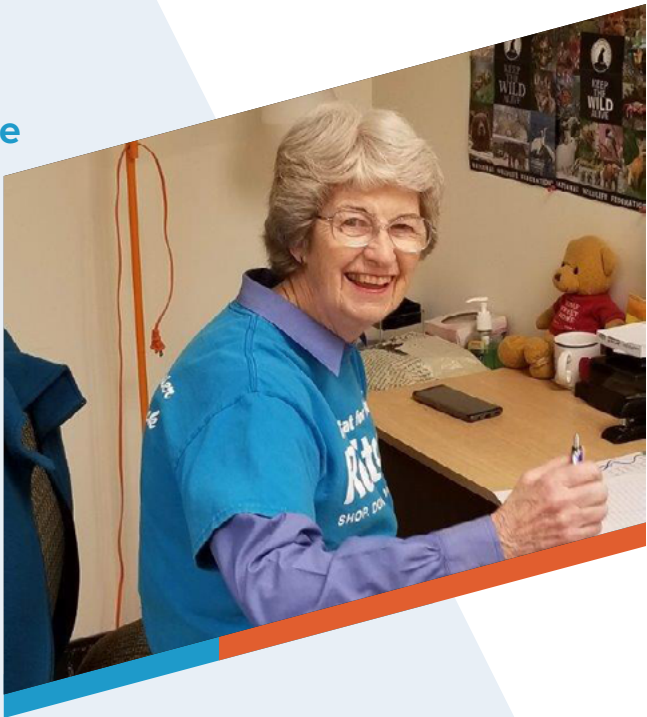
Volunteer PROGRAM

The heart of Fauquier Habitat is our volunteers. Building and repairing homes, selecting and guiding new families in the Habitat program, fundraising, helping run daily operations at our ReStore and office, working alongside residents in neighborhood meetings and cleanup days, and advocating within the community for affordable housing. Our new Volunteer Service Program is a comprehensive volunteer program to engage more community members to execute Fauquier Habitat’s mission’s crucial components and increase affordable workforce housing in Fauquier county.

This program will allow Fauquier Habitat to thoroughly recruit, train, and manage many volunteers necessary to meet these needs without the expense of hiring multiple new employees. The Wise Foundation supported this program’s initiation with a \$10,000 investment, saving the organization the cost of hiring a team of staff to achieve the goals completed by volunteers for this program. Throughout the entire process, the Volunteer Services staff will become a certified Service Enterprise organization with Points of Light, a nationally recognized honor. With these skills and a dedicated volunteer program, Fauquier Habitat will strategically leverage our volunteers to achieve operational efficiency and further our mission.

VOLUNTEER SPOTLIGHT: Margaret Clarke

When Margaret Clarke moved from England to Virginia twenty years ago, she immediately began volunteering in the community, fundraising and educating the public while serving with Fauquier Hospital and Hospice. She also volunteered six years with the local chapter of the Red Cross. She spoke of her time, “I learned a lot over those years...what to do and not do. It was an enlightening experience.” When the Red Cross closed in 2006, she began looking for a new volunteer opportunity. She attended a volunteer orientation, in which she learned about the Fauquier Habitat for Humanity (FHH) mission and met other volunteers, which have become some of her closest friends.



Soon after her introduction to Fauquier Habitat, the Executive Director sent an email to all volunteers asking if they would like to start a committee to discuss the possibilities of opening a Habitat ReStore that would sell donated items to raise funds to build more homes. Margaret, along with Bob Tolle, Linda Stouffer, and a few others, formed the committee. “Bob, Linda, and I worked for a few years to develop it, visiting other ReStores throughout the state to see what they were doing and meeting with the managers to learn as much as possible. Everyone (the other ReStores) was happy to help us. That what I love about nonprofits, everyone is serving the larger mission together.” Habitat secured the location and installed bathrooms and lighting to create the new ReStore on Frost Avenue. Margaret continues to help with ReStore operations.

In addition to the ReStore, Margaret has served in other roles as a volunteer with Fauquier Habitat, such as fundraising and building with Women Build, advocating as a Fauquier Habitat ambassador to the Fauquier Chamber of Commerce. Throughout her many years of service, she helped build many homes. Yet, Margaret says the most impactful experience is meeting the future homeowners and hearing their stories at a home dedication event. She speaks of that experience as “Humbling. You don’t realize how lucky you are after hearing the stories of what the new homeowner has gone through in the past. You realize we take it all for granted, and we shouldn’t. Then, to see someone give the new homeowner a key (to their new home), I don’t think anyone could be unaffected. Attending a dedication is one of the best experiences you can have. It drives you to serve the mission.” Referring to the first dedication that she ever attended, “all neighbors in the small community came together and filled the cabinets with food and bought new cycles for the children. The homeowner was overwhelmed with joy.”

VOLUNTEERS JULY 1, 2019 — JUNE 30, 2020

TOTAL
INDIVIDUAL
VOLUNTEERS

364

TOTAL
VOLUNTEER
HOURS

9,013.85

Break Outs	Individual Volunteers	Hours
Committee meetings/ board meetings	31	297.67
ReStore Volunteers	55	4,909.05
Construction	164	2,718.97
Volunteer Services (meals, recruitment)	18	64.50
Office /other	10	379.37
Women Build	134	644.29

Partner FAMILY

25-year old Jasmine Smith, her two sons; Jeremiah 7 and Matthew 2; and new puppy, Milo, are among the three new families joining our partnership program this fall. Jasmine is one of six children. She was raised by her grandmother, who adopted her and her three sisters from foster care. She recounts, “Living in foster care was a bad situation. My sisters and I kept getting split up. My grandma had to go through a long process to get us (out of foster care). She is a huge person in life. I love my grandma! She knows everything; she’s my person.”



Jasmine became a mother at 18, graduated from high school, got her CNA Certification, insurance license, and is now finishing her Bachelor’s Degree in Psychology at Liberty University. She accomplished all of this while working full-time (and is currently teaching her son virtually as well). While working from home, her sons have dance parties and build forts. In her time away from work, the family likes to get out of the house and enjoy the outdoors. They enjoy taking walks, running with the dog, swimming, and visiting the zoo. The family loves sports. Jasmine and her son, Jeremiah, both play basketball. They are a very athletic family and enjoy running drills at the park. At just two years old, her son Matthew is already showing a music talent. Inspired by his great grandfather’s band, he can dance on the beat and loves playing all musical instruments.

Jasmine discusses how homeownership will create stability that rental housing cannot. She shares that she has moved four times in the past seven years due to increased rent prices and poor housing conditions, “You move in, get all your stuff, get comfortable, just to move out. I am so tired of moving.” She stressed that landlords typically do not take care of their rentals in the same way that she would and looks forward to building and taking care of her home.

Jasmine is looking forward to building homes, sharing, “Honestly, when I found out about Habitat, I just wanted to help other people.” In the Habitat Partnership Program, each adult in the family has to complete 250 “sweat equity” hours volunteering and taking financial and homeowner educational courses through Habitat. At the end of the program, the families will qualify for a low-cost mortgage on a Habitat home. Once she realized she met the qualifications and that this could be a way to build wealth, she jumped on the opportunity. “I’m excited to build and have something that I physically worked on, and it’s mine. I think that’s big!”

Women BUILD

For fifteen years, Fauquier Habitat’s Women Build has empowered women to fundraise and build homes in this community. In the fall of 2019, Women Build revamped their strategy to a “fundraise to play” model. They piloted the model with 15 women, forming three teams to fundraise and participate in the Haiti Neighborhood’s “Rock the Block” community event. In less than a month, the teams raised \$3,250 for Fauquier Habitat and worked alongside the neighborhood residents making porch repairs and sprucing up home exteriors on the day of the event.



Women Build Chairpersons, Emily Stone, and Elizabeth Neher decided to build on that success, hosting a recruitment event where twelve women accepted the challenge of recruiting and leading a Women Build team that would fundraise and build a home in 2020. By January 2020, over 145 women had joined a team, each pledging to raise \$250 and build a new home in Remington. Home depot and Genesis Home Improvement hosted Women Build “Power Hours,” in which the ladies could sharpen their building skills. In just three short months, this amazing group of women raised almost \$40,000!

A few months into 2020, COVID-19 forced Fauquier Habitat to postpone all-volunteer events until we could safely resume construction activity. As for the new home in Remington, we will partner with subcontractors and private developers to complete our construction needs using the money raised in Women Build 2020, guaranteeing one of our partner families a safe and decent place to live by December 2021.



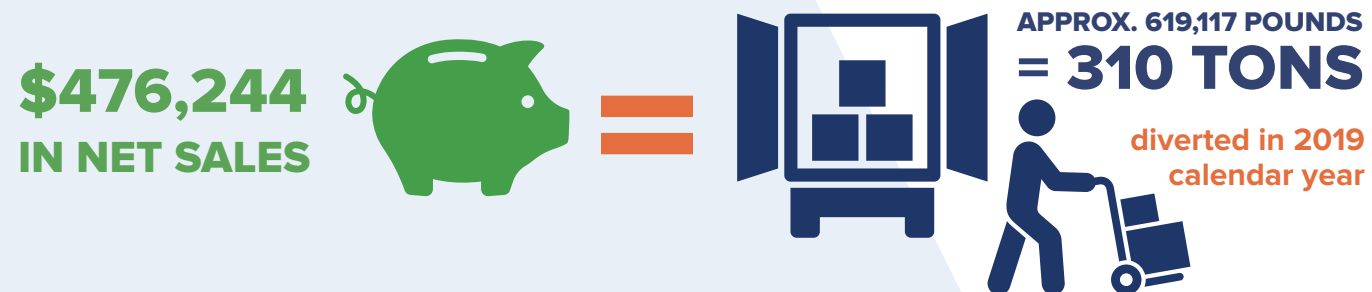
The RESTORE



A Donation to the ReStore is a Donation to the Community

Your donations, time volunteering, and purchases from the Fauquier Habitat for Humanity ReStore, our nonprofit home improvement store, and donation center bring strength, stability, and independence to local families in need of a decent place to live. The ReStore sells new and gently used furniture, appliances, home accessories, building materials, and more to the public. 100% of the net proceeds go towards building a stronger community.

Fauquier ReStore Net Sales January 1, 2019 to December 31, 2019



600 SAFETY GLASSES



960 N95 MASKS



DONATED

The ReStore donated 600 safety glasses and 960 N95 masks to Fauquier County's Hospital, Fauquier Health. The combined donations to Fauquier Health equate to over two thousand dollars' worth of product. To date, the ReStore has donated supplies to 15 organizations. 74 cases of N95 masks disbursed to Hospice Support of Fauquier, Heartland Hospice, Fauquier Health, Warrenton Volunteer Fire Company, Fauquier Free Clinic, Piedmont Family Practice, Piedmont Internal Medicine, Firstlight Home Care, English Meadows Warrenton, The Oaks, Poet's Walk Warrenton, The Villa at Suffield Meadows, Fauquier Senior Center, Fauquier Food Bank and Thrift, and Fauquier County Sheriff's Office. Other donations, such as disposable mop heads and cleaning or maintenance supplies, are donated to local businesses supporting Fauquier and Rappahannock Counties citizens by making food for the local and area food pantries.

The Virginia State COMMUNITY LAND TRUST

The Virginia State Community Land Trust (VSCLT) is a new tool for Habitat affiliates around the state. Community Land Trusts secure the subsidy indefinitely by restricting the home's future sales price, ensuring that it will always be affordable. The VSCLT model allows Habitat affiliates to enhance the work they already do in creating inclusive weather building opportunities through homeownership, amplifying their impact.

How a Community Land Trust Works

A typical community land trust for affordable housing works like this:



- 1 A family or individual purchases a house that sits on land owned by the community land trust.
- 2 The purchase price is more affordable because the homeowner is only buying the house, not the land.
- 3 The homeowners lease the land from the community land trust in a long-term (often 99-year), renewable lease.
- 4 The homeowners agree to sell the home at a restricted price to keep it affordable in perpetuity, but they may be able to realize appreciation from improvements they make while they live in the house.

Who Controls a Community Land Trust?

VSCLT is a nonprofit run by a board, staff, and community members. The community land trust balances its residents' interest, the broader community, and the public interest to promote wealth building, retention of public resources, and solutions for community needs.

FINANCIALS

Fiscal Year 2020 (July 1, 2019 - June 30, 2020)

ASSETS	2020	2019
Cash and cash equivalents	\$1,516,877	\$455,357
Account receivable	\$389,243	\$448,707
Property and equipment, Net	\$2,041,224	\$1,804,665
Other assets	\$311,864	\$138,538
TOTAL ASSETS	\$4,259,208	\$2,847,267

LIABILITIES and NET ASSETS		
Accounts Payable	\$41,097	\$39,114
Other Current Liabilities	\$56,897	\$50,985
Long Term Liabilities	\$866,501	\$752,414
Total Liabilities	\$964,495	\$842,513
Total Net Assets	\$3,294,713	\$2,004,754
Total Liabilities and Net Assets	\$4,259,208	\$2,847,267

SOURCES OF FUNDS	2020
Unrestricted Donations & Grants	4%
Restricted Donations & Grants	67%
ReStore	12%
Property Revenue	18%
Total	100%



You have the power to help us bring meaningful, lasting change to our communities. We need your support as we deliver new and innovative programs and services and to keep our communities connected through affordable homeownership.



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Fauquier
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