

# we build strength, stability and self-reliance

Fiscal Year 2021  
(July 1, 2020 – June 30, 2021)



Fauquier  
**Habitat**  
for Humanity®

Ernesto and Ivett Mejia Bustos and their daughter Emma Valentina are excited to purchase their Habitat home later this year. After completing nine homeownership and financial education classes and completing 383 hours of sweat equity so far, Ivett and Ernesto are prepared for the responsibilities and opportunities that come with affordable homeownership.

They are relieved knowing the increased stability they'll have once they purchase their home. As Ivett reflects, "Having our own home means that we will all be safe and that Emma will have her own space.

And, our future children will be healthy and well." Ernesto also shares that owning their own home will give their children a better future. And, with another baby on the way, Ivett and Ernesto's journey to homeownership could not come at a more perfect time.

Ivett and Ernesto share their gratitude for all of Fauquier Habitat's generous volunteers and donors: "Without you, many families like us would not be able to buy their own home. Thank you, especially, to all the volunteers who taught us how to build. I thank you with all my heart."



**every home creates  
opportunity and stability**





## neighborhood revitalization

**every neighborhood thrives when empowered**

Residents of a community know their hopes and dreams for their neighborhood – safe streets with decent and affordable homes, a place to buy healthy food, a park for the kids to play, a school where students thrive. Through our neighborhood revitalization work, we partner with residents, community leaders and organizations to address real concerns and improve the lives of the people who live in the neighborhood.

This year marked our fifth year anniversary working with the residents of the Haiti Street neighborhood.

In June, after months of being unable to plan events due to COVID-19, resident leaders of Haiti Street planned and hosted a barbecue with the Warrenton Police department.

The cookout helped foster relationships and deeper understanding between the officers and residents of the neighborhood. Over 40 neighborhood residents attended the barbecue.

# homeownership program

every family deserves a safe and affordable place to call home

108

hours of homeowner readiness classes over 12 months

3

partner families



796

hours of sweat equity completed by our partners at the Fauquier Habitat office, ReStore, and build site



3

permanently affordable homes placed into the Virginia Statewide Community Land Trust to ensure the homes will remain affordable for their lifetime



In an effort ensure Fauquier Habitat homes remain affordable, we partnered with Northern Virginia Habitat and Habitat Virginia to create and launch the Virginia Statewide Community Land Trust. Under the Community Land Trust Model, homes remain affordable in perpetuity using two key strategies: using ground leases that promote shared equity, and targeting eligible individuals and families living at 30% to

80% of annual median income (AMI). These strategies allow homeowners to purchase a home at an affordable price, earn equity with their purchase, and possess the same rights of survivorship. In exchange for the opportunity to purchase an affordable home, a CLT homeowner agrees to pass on the benefit by selling the home at an affordable price to someone who meets the same eligibility requirements.



# ReStore

every workshop raises  
dollars that make a difference



Fauquier Habitat's ReStore accepts donations and sells a constantly changing inventory of diverse, high-quality merchandise to the public at a fraction of the retail price, while diverting reusable household items and building materials from area landfills. Sales of donated items help us partner with local families to build, rehabilitate and repair safe and affordable homes.

In May 2021, the ReStore started hosting monthly workshops: *Redo it at the ReStore: A beginner's chalk paint class* and *Don't Be Shocked: A beginner's electrical class*. In each workshop, members of the community learn new skills in a fun environment while also supporting Fauquier Habitat's work.



# volunteer spotlight: partner advocate

**every volunteer builds stronger communities**

Fauquier Habitat's volunteers build more than homes, they build stronger communities. This is especially true for our Partner Advocates, who play a key role in supporting our partner families in their journey to homeownership. "As a Partner Advocate, we are there to support, listen

and encourage the family we are paired with," says current volunteer Angela Robinson. "We help families set small goals to work toward homeownership one step at a time. It makes a world of difference when they know they have someone in their corner."

This past year, Amber Stewart volunteered as a Partner Advocate alongside our newest Habitat homeowner, Jasmine Smith. "We build trust with our partner family so they are comfortable coming to us with questions or to seek support," says Amber. "Over this past year, I've seen Jasmine grow in her confidence and her ability to speak up and advocate for herself. And, now she's a Habitat homeowner!"



Carolina Gomez Salgado, a Fauquier Habitat homeowner, board member, and Partner Advocate encourages others to volunteer with Habitat. "I am grateful for Fauquier Habitat's volunteers because

they are helping us achieve homeownership," says Carolina. "When you volunteer, you are helping us build a better future for our families, and you are making a big difference in our community."



# message from the CEO

Dear Friends,

In 2019 & 2020, a small but passionate team of dreamers – comprised of volunteers, donors, and staff – recommitted Fauquier Habitat for Humanity to lean into the core of its mission: ensuring that our neighbors have access to safe, decent, and affordable homes in Fauquier and Rappahannock Counties. To make that dream a reality, a strategic vision took shape, a vision that your support is making a reality.

With your financial support, Fauquier Habitat purchased thirteen properties representing the first step toward a sustainable long-term build plan which stewards resources and ensures maximum impact. We've also created and implemented clear systems for selecting partners for our homeownership and home repair programs. This standardization ensures that everyone who meets the same three basic criteria – a demonstrated need for housing, an ability to pay back a no profit mortgage, and a willingness to partner – has a pathway to improve the place that they call 'home.'

Since last year, six families have successfully enrolled in our homeownership program, one of whom will have completed their

home closing and received their keys by the time you read this letter of gratitude. These successes are made possible because of you.

Thank you for helping us build strength, stability and self-reliance through shelter through your gifts of time, talent and treasure. As we approach 2022, we are finalizing our three-year strategic plan to guide this critical work of building and protecting affordable homes in our communities. We have some tremendous opportunities we cannot wait to share with you in the upcoming year!

With gratitude,

Darryl Neher

Chief Executive Officer,  
Fauquier Habitat for Humanity



Fauquier Habitat for Humanity helps families build and improve places to call home.

We believe improving access to affordable homes plays a critical role in building strong and stable communities.



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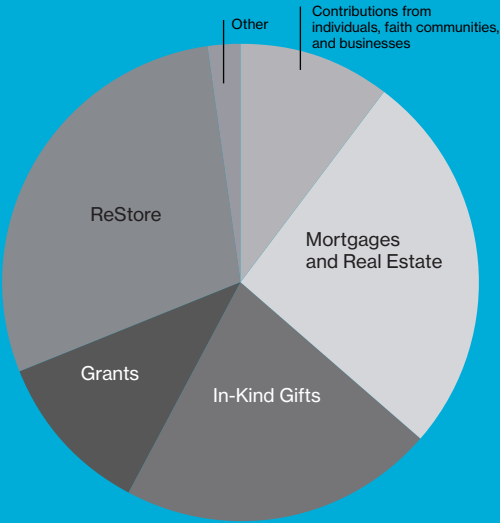
We build strength, stability and self-reliance through shelter.





# financials

## strength in numbers

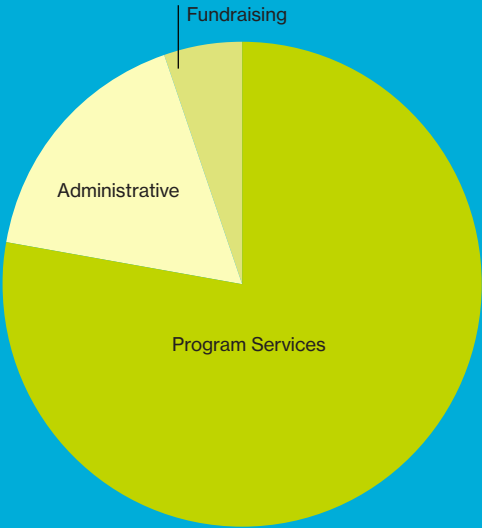


### SOURCES OF CASH

\$173,984	Contributions from individuals, faith communities, and businesses
\$437,867	Mortgages and Real Estate
\$357,640	Grants
\$184,300	In-Kind Gifts
\$481,955	ReStore
\$36,113	Other
<hr/>	
\$1,671,859	Total Sources of Cash

### USES

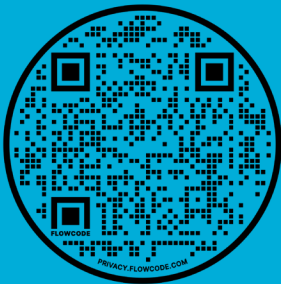
\$1,211,097	Program Services
\$260,190	Administrative
\$80,953	Fundraising
<hr/>	
\$1,552,240	Total Uses



This annual report is a publication of:  
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**every helping hand**  
makes a difference.