

# IMPACT REPORT



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The Villages, FL 32159



**FY 2016**

JULY 1, 2015 - JUNE 30, 2016



Building Homes,  
Communities, and  
Hope since 1989

**Because  
of You!**



***“There are three constants in life... change, choice and principles.” Stephen Covey***

In the past few years, Habitat for Humanity of Lake-Sumter has faced constant change from many directions: a struggling economy, mortgage financing laws, and competition for donor attention, to name a few. We’ve wrestled with many choices about how to respond; ultimately, the strength of our affiliate’s staff enabled us to tackle these forces head on. We’ve adapted to new requirements while keeping our eyes fixed on the one unchanging principle we choose to live by: that every family should have a decent, affordable home to live in.

To that end, Habitat of Lake-Sumter has built new partnerships with the community through our Preservation and Repair Program and our Veterans Village – currently under construction, paving the way for a new approach to quality, affordable housing that can be replicated for other groups in any location.

We are your Hometown Habitat, working to make home ownership, and the opportunities it represents, accessible to those in need. And that will never change. Will you join us?

*Lee Owen*  
Board Chair



***Innovation and creativity abound at Habitat of Lake-Sumter.***

First time homeownership is becoming more difficult to achieve. In looking at our community we have identified 4 vulnerable population groups; Elderly, Disabled, Veterans and Millennial’s – all of which are under served in our central Florida market due to affordability barriers. For this reason Habitat of Lake-Sumter is in process of developing a new model for Apartment Sized Homes that will serve the entry level market for homeownership. This new model will need policy changes before it can become a reality, but we believe that such quality housing is a real need. With the median monthly rent in Lake and Sumter Counties running right at \$1,150 Habitat sees the need for affordable entry level housing that is superior in construction, appearance and cost to anything the for-profit market offers.

We recognize that you have a large assortment of organizations to which you can allocate your discretionary charitable dollars. When you consider your allocation it is our desire that you will consider supporting Habitat of Lake-Sumter, your Hometown Habitat. We still believe that the Dream of home ownership is attainable and it is due to benevolent partners like you. Thank You!

*Kent Adcock*  
President & CEO



# ORGANIZATIONAL IMPACT

## BOARD OF DIRECTORS

*Forward-thinking leadership is where it starts*

Lee Owen	Jason Davis	Joe Reyes
Bill Neron	Gerard Lachnicht	Jaret Whitney
William Farmer	John Maze	Zach Zehnder
Misty Clements	Rick Miller	Felix Ramirez
Bud Beucher	Sheri Olson	

## SENIOR STAFF

*Smart execution is key to our success*

Kent Adcock, *President & CEO*  
Wayne Lauterbock, *Director of Construction*  
Carlos Beron, *Director of Volunteer Services*  
Danielle Stroud, *Director of Development*  
Cheryl Conner, *Director of ReStore Operations*  
Laura Sokolowski, *Business Office Manager*  
Harold Williams, *Leesburg ReStore Manager*  
Jennifer Perez, *Eustis ReStore Manager*  
Lucinda Raymond, *Wildwood ReStore Manager*  
Kerry Curtis, *Groveland ReStore Manager*

To date we've served...

**263**  
FAMILIES



With...

**236**  
HOMES



**59.4**  
PERCENT

Amount our average Homeowner saves monthly compared to renting.



**HOUSED 10**  
collegiate challenge groups  
from all over the nation

TOTAL VOLUNTEER HOURS

**25,000**



VOLUNTEER EXPERIENCES

**4,550**



**31**  
PRESERVATION &  
REPAIR PROJECTS  
COMPLETED

**TOP 10**  
US HOMEBUILDER

Volunteers helped make Habitat a top 10 home builder and #1 largest private homebuilder.



**OVER 32,000**  
items donated to

**ReStore**

Furniture is the top grossing item among the 4 ReStores

**Relocated Veterans Village to land off Lake Enola in Umatilla**

**Held our 1st Annual American Heroes Walk and 4th Annual Veterans Golf and Gala in support of Veterans Village**

# THE DAVIES' JOURNEY



This past June, Tom and Jennifer Davies were more than elated to receive the keys to their new home. Numerous hours of sweat equity, education, and baking treats for volunteers – all of these efforts performed with lots of love and anticipation – undoubtedly helped pass the time. As our Habitat team prepared for the closing and home dedication, the Davies shared a bit about their journey.

“Our family has known its struggles – between our housing situation and caring for Tyler.” The Davies learned about Habitat of Lake-Sumter through one of Tom’s friends. After a careful assessment of the family’s current residential conditions, we felt that they proved to be a good match for the program. Not only did their previous rental home have a leaking roof and sagging floor, the home was very tight, making it difficult for Tyler, their wheelchair-bound 13 year old son, to maneuver. All of which, we deemed, were unacceptable conditions for this family to have to live with.

“After being accepted into the program we worked really hard to get to the closing and get into the

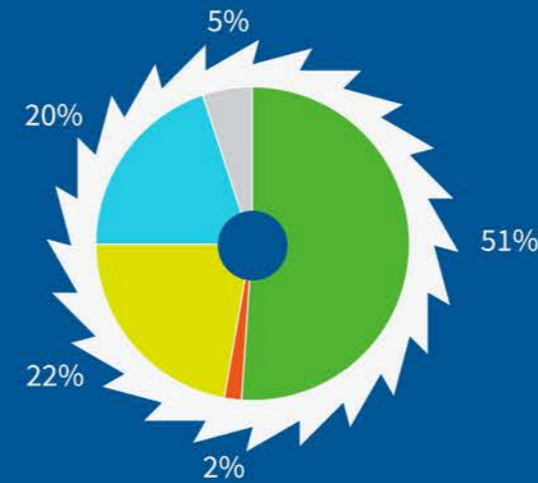
house. Our credit was bad and it took Habitat staff and credit counselor, Geri Taylor, to get us to straighten that up. Without them I’m not sure if we could have done it.” As Tom and Jennifer worked closely with Geri on the internal workings of credit and homebuyer education, the construction staff and our team of volunteers labored away to tailor the home to fit Tyler’s needs – wider hall ways, a larger kitchen and bathroom for a good turning radius, and ramps throughout the property to name a few.

“The most exciting part of owning our new home will be watching Tyler move about the house freely with comfort. We are so grateful, words could never explain how we feel. Moving into this new, wonderful house is a blessing from God himself. Thank You could never cover it. Habitat is a wonderful and gracious part of our lives.”

It is by the hands and hearts of our donors and volunteers that this family’s dreams were able to become a reality.

So THANK YOU for helping through their journey!

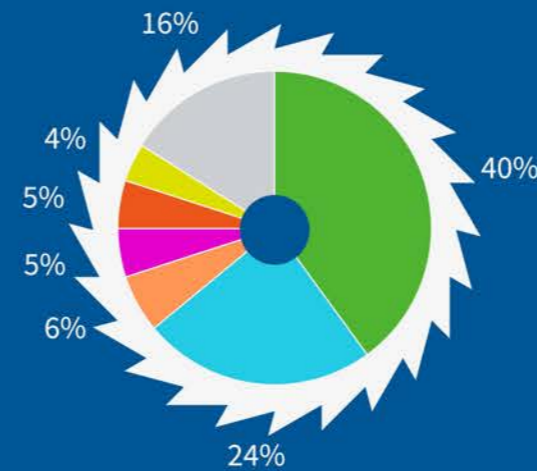
# AUDITED FINANCIALS



## REVENUE:

ReStores	\$1,523,147
Domestic Global Village	\$66,155
Contributions & Events	\$653,954
Mortgages	\$589,746
Other	\$167,808

**Total Unrestricted Revenue, Gains & Support: \$3,000,810**



## FUNCTIONAL EXPENSES:

ReStores	\$1,110,184
Homeownership/Construction	\$663,135
Veterans Housing Initiative	\$166,784
Preservation & Repair	\$140,067
Domestic Global Village	\$137,077

**Total Program Expenses: \$2,217,247**

Fund Development	\$114,769
General & Administrative	\$458,891

**Total Functional Expenses: \$2,790,907**



# THE GIFT OF GIVING: WHY DO YOU GIVE?



"I give because I believe in the power that's unleashed when someone gains access to the tools they need to build a better life."



"We believe Habitat is a worthwhile charity, and have been supporters for many years. It is great to be part of a program where people are willing to work to improve their situations."



By Charles, a 6 year old recent homeowner family member

"I want to be part of the solution to sub-standard housing."

"When I was young I thought the more I gave the more I would get. It's true in a way. You get to see the joy in others from all you give."

"I grew up in a family that believed in pulling yourself up by your bootstraps – basically, if you wanted your situation to improve, then you'd better lace up your boots and get to work. As I've put a few miles behind me, though, I've learned that some people need help getting access to that first pair of boots in order to get to work on their future."



"I give because I like knowing that I've done my part to support my local community"



"I love seeing the look on the homeowners' faces when they receive the keys"



"I give because I believe in the vision of Habitat – a world where everyone has a decent place to live"

# 17 WAYS TO GET INVOLVED IN 2017



Get  
Involved!



- 1 Tour a Habitat Home**  
Interested in touring a Habitat home or community project? Call 352-483-0434 Ext
- 2 Follow us on social media**  
HabitatLS on Facebook, Twitter, YouTube, Pinterest & Habitatlakesumter on Instagram
- 3 Donate Today**  
Visit us at [habitatls.org](http://habitatls.org) to donate.
- 4 Host a fundraising event**  
Raise awareness & funds to build, homes, communities & hope by naming Habitat of Lake-Sumter as the beneficiary of your next fundraiser.
- 5 Shop at the ReStore**  
With locations in Eustis, Wildwood, Groveland, and Leesburg there are lots of places to find good deals!
- 6 American Heroes Walk**  
Saturday, March 4, 2017 at Veterans Memorial Park in Leesburg. Take a stand for our Veterans by taking a lap around the lake!
- 7 Sponsor a community project**  
Sponsorships change the lives of our neighbors in need and allow Habitat to help more families.
- 8 Volunteer**  
Come dig in and get your hands dirty! ReStore, Office, Events, Construction, or Preservation volunteer jobs offer rewarding opportunities.
- 9 Cars for Homes**  
Did you know that donating your car helps us build homes locally? Learn more at [habitatls.org/cars-for-homes](http://habitatls.org/cars-for-homes)
- 10 Legacy Society**  
Designate a gift in your will or estate plan to ensure our community has access to safe, affordable housing for years to come.
- 11 Advocate for Affordable Housing**  
...at the local, state, and federal level!
- 12 Utilize the CCTCP program**  
The Community Contribution Tax Credit Program is a state incentive available for local businesses who invest charitable dollars in their community. Call 352-483-0434 Ext 133 to see how your business can qualify for a tax credit or refund.
- 13 Plan a Team Build**  
Bring your team together to connect with the community & build brand awareness while demonstrating your company's support.
- 14 Join the Veterans Circle**  
Pledge a gift of \$1,000 or more in support of the construction and maintenance of our Veterans Village community.
- 15 Refer a Veteran**  
Do you know a Veteran, active military member, or spouse of a Veteran? We are accepting applications for homeownership opportunities within the Veterans Village.
- 16 Become a Hope Builder...**  
Help us empower homeowners and build brighter futures with your unrestricted annual gift of \$1,000 or more!
- 17 Bake some treats**  
Do you love to bake? We are always looking to connect individuals with their passion...whether it is for an event, a home dedication or a crew of volunteers - they will love the tasty treats!



*Habitat for Humanity of Lake-Sumter thanks the following donors and community sponsors for investing in the dream that revitalizes neighborhoods and provides families a life-changing opportunity.*

**Developer \$35,000+**

Citizens First Bank  
Publix Super Markets Charities

**Builder \$15,000-\$34,999**

Thrivent Financial

**Crew \$5,000-\$14,999**

American Legion Ladies Auxiliary Unit 35  
American Legion Post 35  
Anonymous  
Lowe's  
Lucille A. Smith Fund  
M. Austin Davis Foundation  
Michael Pape  
Ro-mac Lumber & Supply  
Watson Realty

**Framer \$1,000-\$4,999**

American Legion Ladies Auxiliary Unit 347  
AMVETS Post 2006  
Bank of America Foundation  
Community United Methodist Church  
Dorothy Davis Smith  
ERA Grizzard Realty  
Fidelity Charitable Gift Fund  
First International Title  
First Presbyterian Church of Eustis  
First Presbyterian Church of Leesburg  
First United Methodist Church of Clermont  
Good News Church of Central  
Harper Family Foundation  
Home Builders Association of Lake County  
John Corley  
Judith Weigel  
Kay Grant  
Kent and Melanie Adcock  
Lake County Eagles Aerie # 4273  
GraceWay Church  
Lee J. Chaplin Charitable Fund  
Lee Owen  
Lucrecia Marcasoli  
Mike Weston  
Neale Bailey  
Patricia Ford  
RCD Corporation  
Rick Miller  
Skip and Carol Bryan  
Rotary of The Villages Noon  
Sabal Trust Company  
Sam & Priscilla Torrence  
Scott and Barbara Smith  
Sons of the American Legion Post 347  
Suntrust Foundation  
The Villages Parrot Heads Club  
United Southern Bank  
United Way of Lake and Sumter Counties

**Carpenter \$1-\$999**

Adam Wainio  
Age Wave Solutions  
Aixa Nuno  
Al Kelley  
Alice Johnson  
Allison Long  
Alvis Daniel Jr.  
American Legion Ladies Auxiliary Unit 219  
American Legion Ladies Auxiliary Unit 41  
American Legion Post 41  
Ameriprise Financial  
AMVETS Ladies Auxiliary Post 2006  
Art Buddies Club  
Barbara Westbrook  
Beverly Long  
Beverly Lovett  
Bill and Jane Waldron  
Bill Gearing  
Bill Farmer  
Bill Gale  
Bill Neron  
Bill Tucker  
Blake Merrill  
Brad and Paula Shafer  
Brian Patterson  
Bud Beucher  
Buttonwood Buddies Social Group  
Cathy Davis  
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Coldwell Banker Camelot Realty  
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David Scott  
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Dean Easterlund  
Debbie Thomas  
Deirdre Macadam  
Diane Podurgiel  
Dixon Golf  
Dolores Mixon  
Donny Abraham  
EcoBuild Strategies  
Elaine Renick  
Elliot Sussman  
Environmental Composites, Inc.  
Family Christian Center Church  
Felix Ramirez  
First Green Bank  
Florida Community Loan Fund  
Frances Geddes  
Frank Munroe  
Frank Kipp  
Gary Blanchard  
Gary Borders  
Gary Robison  
Genevieve Miller  
George Leonovich  
GFCW Women's Club of Leesburg  
Gloria Corbet  
Golden Triangle Ch. No. 1389 Women of the Moose  
Gregory Stiles  
Gretchen Grocki  
Henry Sur  
Holy Trinity Episcopal Church  
Ileana Bryan Pico  
James and Donna Stephenson  
James Artman  
James Quinn  
James Vogt  
Janice Kovalick  
Jason Davis  
Jeff Dauner  
Jerry Oylar  
Jim and Judy Selock  
Jim and Monica Fischer  
Joan Higginbotham  
Joan McGinnes  
John Moore  
John Maze  
John Thomas  
Judith Tobin  
Karen Battista  
Kathleen Smith  
Kathy Yarbrough  
Kenneth Scott  
Korean War Veterans of Lake County Ch. 169  
Lake County Quilters Guild  
Lake Frances Estate Social Club  
Lake Sumter State College Foundation  
Lakes and Hills Covenant Church  
Larry Bouma  
Larry Earl  
Laverne Jamison  
Lawrence and Carolyn Conway  
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Lisa Cianci  
Lisa Ware  
Louise Murphy  
Lynda DeHart  
Marge Grguric  
Marianne Wiebalk  
Marie Fox  
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Marlene O'Toole  
Mary A. O'Hanlon  
Mary Benton  
Mary Rhodes  
Maryanne Horne  
Melanie Blankenship  
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Michael and Carol Rowan-Yander

Michele Fleming  
Mid Florida Lakes Church  
Mike Novak  
Military Officers Association of America  
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Upper Bonita Neighborhood Social Club  
Wayne Ford  
Wesley Brannon  
Wildwood Home Association  
Wildwood Sumter County 44 Lions Club  
William Griswold  
William Cooney  
William Kugelma

**A big thanks to our local sponsors through the Community Contribution Tax Credit Program**



\$151,900

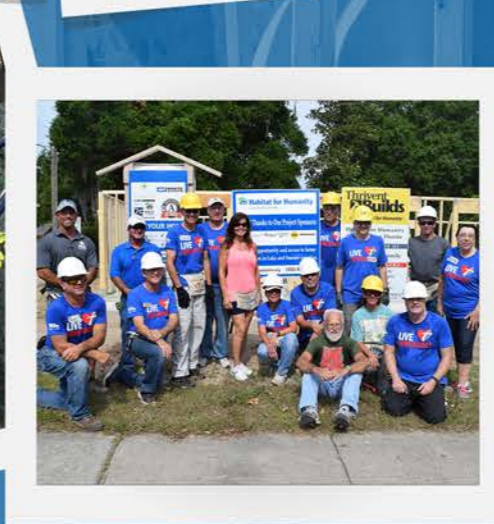
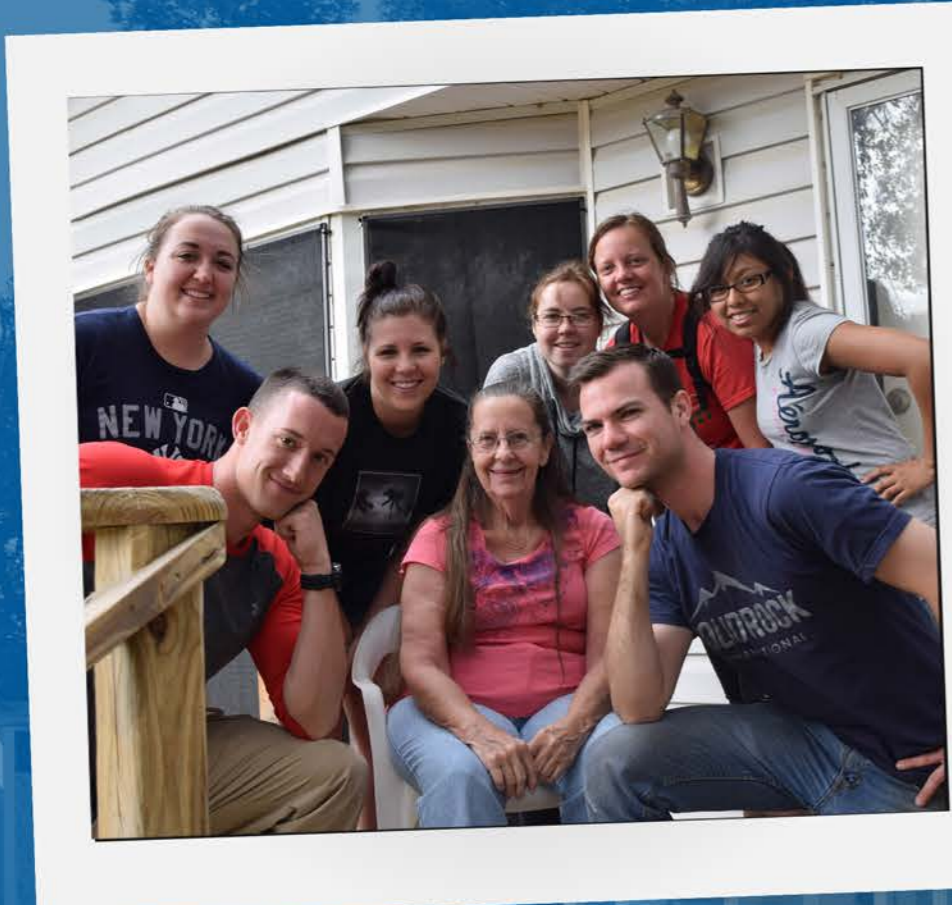


\$50,000



\$50,000

*(List above reflects gifts given July 1, 2015 – June 30, 2016)*



***Thank you for your continued support!***