



# Building Outside the Box



HABITAT FOR HUMANITY NEW YORK CITY **2017 ANNUAL REPORT**





**Habitat for Humanity  
New York City**  
transforms lives  
and communities  
by building and  
preserving quality,  
affordable homes with  
families in need, and  
by uniting New Yorkers  
around the cause of  
affordable housing.

**Our vision is a city—  
and a world—where  
everyone has a decent  
place to live.**

# A Message from the CEO

**Habitat for Humanity New York City** is one of thousands of Habitat affiliates around the world. In many ways, we are similar to our sister organizations—we build safe, decent and affordable housing, we build with families, not for them and we engage our neighbors as volunteers. At Habitat NYC, we do all of this...and we do it well.

We have the most robust construction pipeline in our history. This includes single family homes, multi-family developments and the largest single-structure, multi-family Habitat for Humanity project in the world, Sydney House—which broke ground in March of 2018. Our Home Purchase Program helps homebuyers build strength, stability and self-reliance. More than 5,000 New Yorkers volunteer with us each year—an impressive number in a city known for a lackluster volunteer rate.

And yet, we have a saying: “When you’ve seen one Habitat, you’ve seen one Habitat.” Each Habitat affiliate is as

complex as the communities in which they get their boots dirty. It is what has made Habitat great.

And in New York City, this makes us complex. And it makes us truly great.

At Habitat NYC, we really are that classic Habitat model—happy, smiling volunteers raising walls on new construction projects. But working in New York City requires us to think outside of the box, and sometimes to rebuild the box entirely. In New York City we are both the Habitat you know, and the Habitat you may not know...yet!

We know we cannot build our way out way of our affordable housing crisis; instead we must preserve the affordable homeownership units that already exist in low income co-operatives across the city. In order to serve the buildings and families in desperate need of our help, we launched a far reaching Housing Preservation Program. We work as ethical, cost-efficient contractors, stabilizing buildings and the families that call them home.



In an effort to generate economic growth and opportunity in communities that traditionally have trouble accessing capital, we are launching our CDFI, The Habitat NYC Community Fund. This initiative will help to leverage our brand and our balance sheet to help incent affordable housing initiatives around the city and the state. And, with an eye to affordability for future generations, and to keep low-income homeownership a permanent staple in our city, we are a founding partner in the Interboro Community Land Trust.

So while we are true to our roots, we are branching out in newer and bolder directions. New York City requires that our model be flexible, that our vision be

bold and that all New Yorkers find a way to engage—as volunteers, supporters or as future homeowners.

In the following pages, you will learn even more about our work this year, both traditional and ‘out of the box.’

We could not have done any of it without you, our generous supporters.

Oyee!

Karen Haycox  
CEO, Habitat for Humanity  
New York City

THE ‘OYEE’ CHEER, PRONOUNCED ‘OH-YAY,’ IS A HABITAT TRADITION. A CELEBRATORY CHEER IN SWAHILI, HABITAT VOLUNTEERS OFTEN YELL THE WORD BEFORE THE START OF THEIR WORK DAY TO SIGNIFY THAT WE ARE ALL IN THIS TOGETHER.



# Building Homes: the classic Habitat

## BUILDING IN THE FISCAL YEAR 2017



63

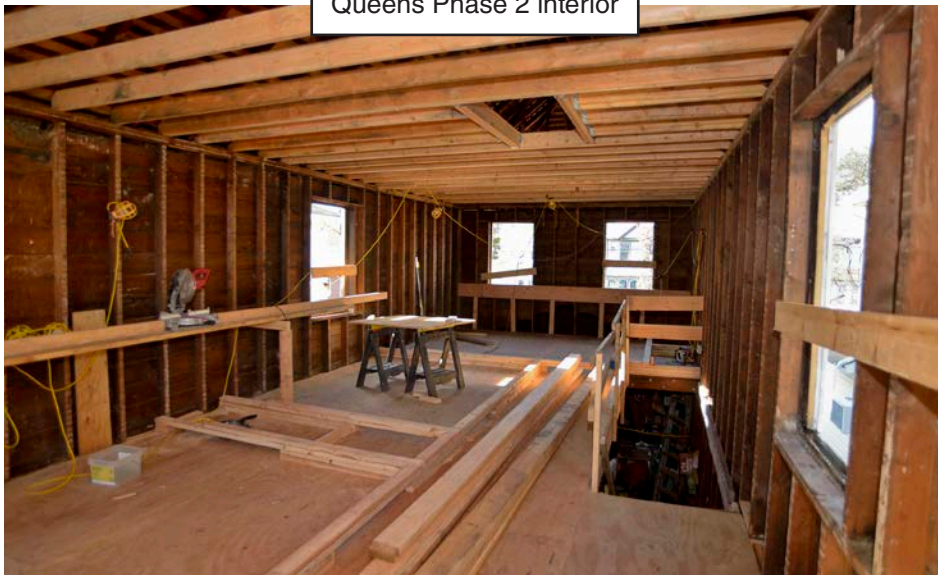
Homes under construction

Dean Street: 15 homes   Queens Phase 2: 23 homes   SEED: 25 homes

117

Homes in pre-construction

Queens Phase 2 interior



It's very quiet here. And we have a big backyard, which my children love. They get to play. Here, they have their own space and their own rooms, which I think is extremely important... to have somewhere to feel comfortable, and be able to decompress. We all need that."

— Selina S., Habitat Homeowner, Queens



## VOLUNTEERING



**5,451**  
unique volunteers



Totalling  
**60,082**  
hours of work



Brightened  
**9**  
community spaces  
across the city



### Volunteer Spotlight



#### Paul Manson, Volunteer of the Year

Paul is a Construction Crew Leader whose dedication to volunteering has impacted countless lives. He began volunteering with Habitat NYC after Hurricane Sandy; jumping straight into action, Paul volunteered with our Critical Home Repair program in Breezy Point, the Rockaways, Staten Island and Coney Island. He now works in Brownsville and Southeast Queens. As a retired school teacher, Paul has the patience and skills to teach and lead volunteers alongside Habitat NYC AmeriCorps and site staff.

## DONATING



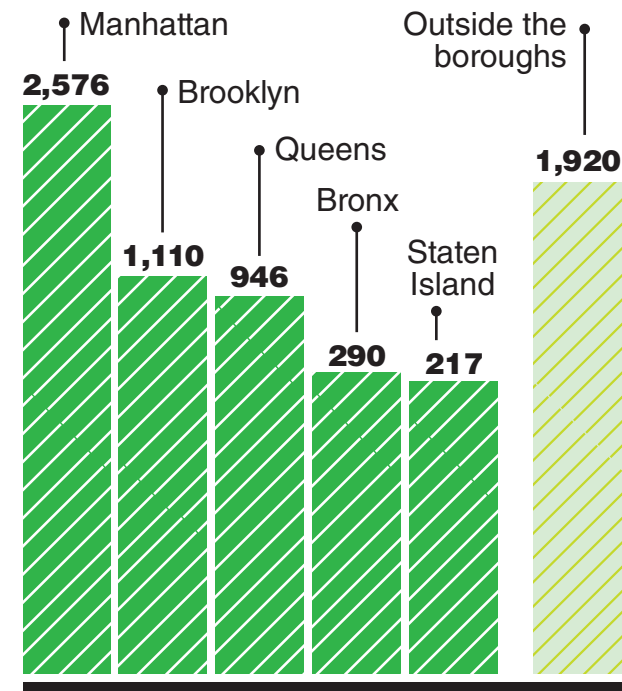
**7,059**

UNIQUE DONORS

**\$25**

MEDIAN GIFT

### Number of Donors by Borough

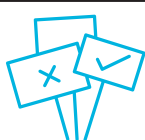






## ADVOCATING

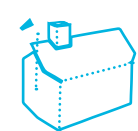
### Habitat at the Hall



**17** City Council-  
members met

**799** digital  
actions  
taken

### Petitions Sent



**2,000**

'paper house' petitions  
sent to local, state and  
federal legislators

### Legislature Wins



- HomeFirst down-payment assistance expanded
- Intro 1269, the CLT bill, passed by City Council

## RESTORE

**13,445**

Number of transactions

**40,335**

Number of items sold

**\$37.93**

Average of sale amount

**\$524,000**

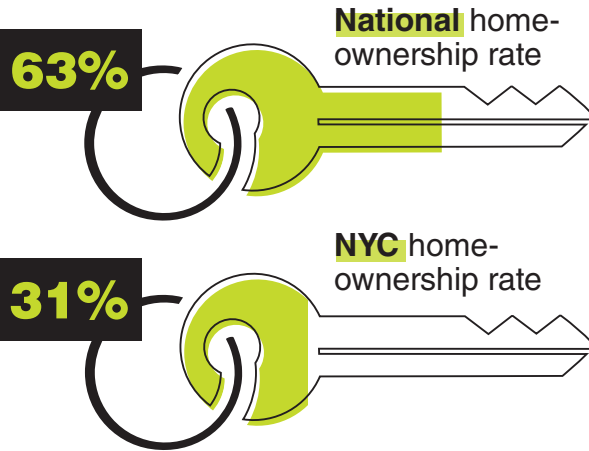
Total sales



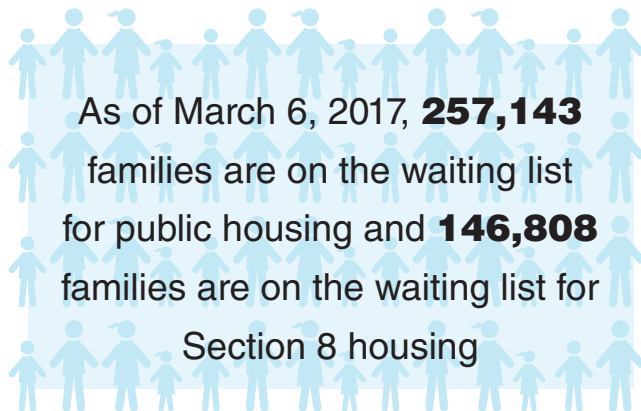
Just this year, the ReStore  
saved more than 340 tons of  
waste from clogging sidewalks  
and ending up in landfills.

# Our unaffordable city

## HOMEOWNERSHIP RATE



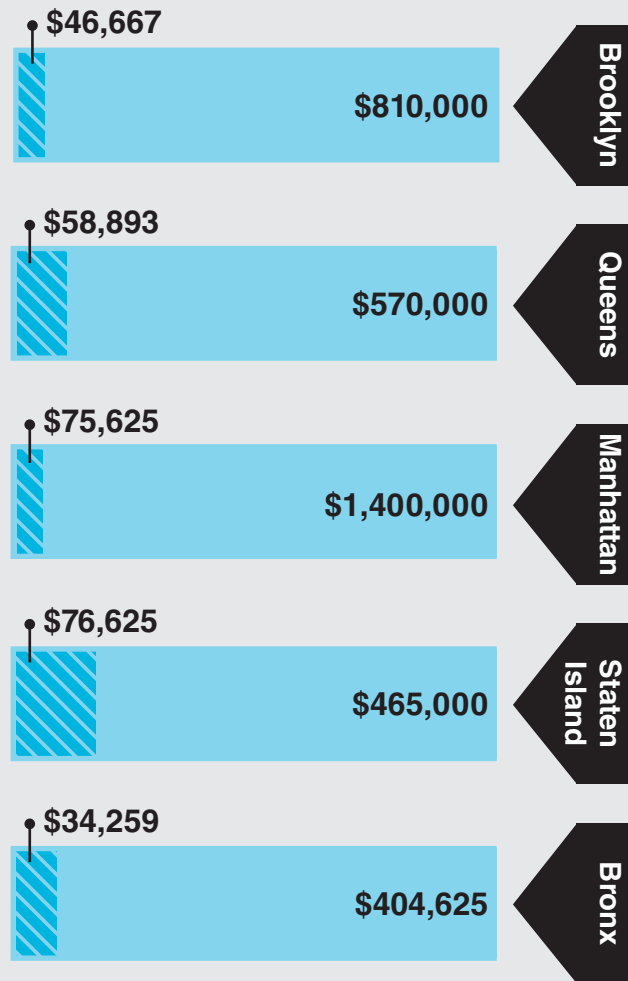
Source: NYU Furman Center/City Report on Homeownership & Opportunity in New York City (2016)



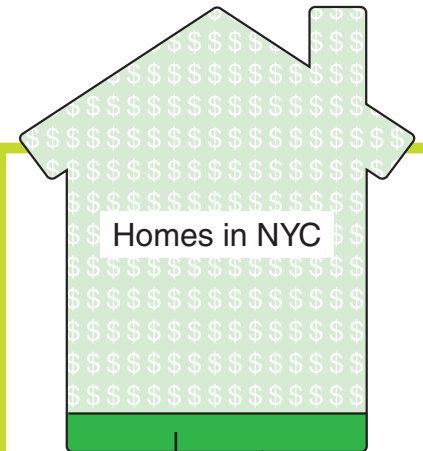
Source: New York City Housing Authority 2017 Fact Sheet (2017)

## COST VS. INCOME

Median annual income | Median cost to buy a home



Source: Trulia.com



Homes in NYC

Only **9%** of homes in NYC were affordable to low- and moderate-income households, which make up 51% of NYC households.

Source: NYU Furman Center/City Report on Homeownership & Opportunity in New York City (2016)

## NYCHA Apartments (2016)

**2.6%**

Turnover Rate

**0.7%**

Vacancy Rate

Source: New York City Housing Authority 2017 Fact Sheet (2017)

**BOLD NEW STEPS:**

# Habitat for Humanity New York City in 2017



Although building new affordable homes is central to our mission, we could never build enough homes to serve the hundreds of thousands of hard-working New York City families in desperate need of safe, decent and affordable housing. In order to serve as many low-income New Yorkers as possible, we must protect and improve the existing affordable housing stock.

This year, **Habitat NYC began three forward-thinking new initiatives** aimed at retaining as much affordable housing in our city as possible, and ensuring that the housing remains affordable for generations.





## PROGRAM HIGHLIGHT

### Housing Preservation Program

Our Housing Preservation Program is creating a stronger, more vibrant New York City. Working holistically with existing affordable housing condos and co-ops, Habitat NYC acts as an ethical general contractor, making necessary repairs and keeping buildings green, healthy, resilient and affordable.

We help communities retain their core identity by allowing low-income residents and seniors to stay in their homes.

**The Housing Preservation Program served 82 families in 2017, with another 90 homes secured for 2018**

#### → 3 Construction Preservation Services projects

Habitat NYC construction staff complete repairs to existing affordable buildings, keeping them up to code and allowing them to retain their affordable status

#### → 5 Preservation Brush with Kindness Projects

Habitat NYC staff and volunteers paint and perform light 'fix up' work to existing affordable buildings, improving quality of life for tenants



[Habitat NYC has] proven that there are young caring individuals who are trying to make this world a better place, one building at a time.”

– Tenants of 470 HDFC, a Manhattan co-op building

# INTERBORO COMMUNITY LAND TRUST

## PROGRAM HIGHLIGHT

### Interboro Community Land Trust

Not only must we protect existing affordable housing, but we must keep it affordable for generations. Community Land Trusts are an innovative, effective strategy for preserving affordable housing and fighting displacement of low-income families.

A CLT is a nonprofit organization that retains ownership of land and sells housing on that land to homeowners or developers. In order to preserve affordability for future generations of residents, CLT owners enjoy the stability and equity-building of homeownership, but, in order to protect the affordability of the housing, must sell their homes to another low-income family if they decide to move. This ensures that families who have historically been unable to purchase a home will be more likely to attain the benefits of homeownership, building a more equitable city for everyone.

This year, Habitat NYC joined with our partner housing organizations The Center for New York City Neighborhoods, the Mutual Housing Association of New York and the Urban Homesteading Assistance Board to found the In-



Interboro's multi-partner structure is the first of its kind nationally, and an innovative, ambitious, and smart approach for New York City. We welcome New York City's efforts to advance new affordable housing solutions that last for generations, providing important opportunities for mobility and wealth building."

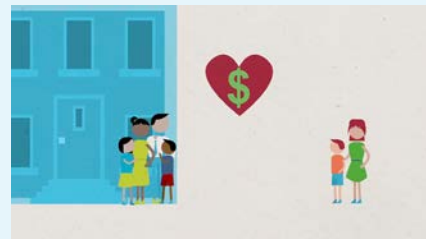
— Melora Hiller, CEO of Grounded Solutions Network

terboro Community Land Trust, along with support from founding corporate investor Citi Community Development. Interboro will become the largest CLT in New York City, making hundreds of homes permanently affordable.

Intro 1269, the CLT bill, passed the City Council in December 2017, directing the City to partner with CLTs and promoting the permanent preservation of affordable homes.



Watch a short video about CLTs at  
[www.habitatnyc.org/advocacy](http://www.habitatnyc.org/advocacy)







Habitat for Humanity New York City

## Community Fund

### PROGRAM HIGHLIGHT

## Habitat NYC Community Fund

Existing affordable housing condos and co-ops often struggle to keep up with bills and maintenance. If the debt becomes overwhelming, residents can be forced to live in substandard, hazardous conditions, or, in the worst case, the building could be sold at market-rate. Homeowners lose their equity, families are displaced and the affordable homes and the subsidies are lost permanently.

One way buildings can dig their way out of this situation is to borrow funds. However, many buildings do not have access to financing, as banks often do not make loans less than a million dollars to resolve debt or to make repairs that they see as not worth their time.

In order to fill this gap in the affordable housing landscape in our city, Habitat NYC recently incorporated our Habitat NYC Community Fund. Loan products from the Community Fund can help buildings resolve debt or make major repairs or upgrades.

If a borrower is not ready for a loan, Habitat NYC offers financial education, counseling, and coaching services to help strengthen the building's ability to repay loans and improve its financial health.



**Ethical lending provides Habitat NYC an additional tool enabling both the preservation of existing affordable housing and the development of new affordable housing.”**

– Father Stephen Mimnaugh,  
Community Fund Board Chair



# Supporter Snapshots



## Deutsche Bank

- Supporters since: 1998
- Financial District, Manhattan
- **Habitat NYC Commitment:**  
Volunteered at Dean Street Residences and Queens single family homes



**WHY WE GIVE:** “Our partnership with Habitat NYC has been gratifying in numerous ways. Over a period of several months, we literally saw their mission come to life as the new construction at Dean Street took shape. To know that our volunteers made a tangible contribution to the project, and to have met and worked alongside one of the future homeowners, made the experience all the more special. We truly feel that our support made a difference.”

—Janet Wong, VP Corporate Social Responsibility, Deutsche Bank

## Edwin Stone

- Supporter since: 2016
- Upper West Side, Manhattan
- **Habitat NYC Commitment:**  
Habitat Young Professionals Board Chair, Habitat NYC Community Fund Credit Committee, Habitat House Party Host Committee





**WHY I GIVE:** “The Habitat build I volunteered with in college was one of the most impacting experiences in my life, and a driving force behind my choice to pursue a career in Public Finance and Infrastructure Banking. While I no longer do public finance, being able to support Habitat NYC through the Young Professionals Board has been a great outlet for me to continue meaningfully giving back to my community.”

—Edwin Stone



## Marble Collegiate Church

- ➔ Supporters since: 1990
- ➔ Flatiron District, Manhattan

➔ **Habitat NYC Commitment:**  
Volunteer every month, major sponsorship of a single family home in Queens



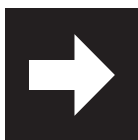
**WHY WE GIVE:** “We give to Habitat NYC because it does what our faith commands: ‘Do unto others as you would have them do unto you.’ Habitat NYC enables volunteers to say an active, participatory “Yes” to that mandate. Also, it enables us to be part of the process of providing housing to those who need a home ... and doing so in a way that is a partnership, not paternalistic but instead honoring their dignity. I’m not always 100% certain if something is ‘of God.’ Habitat, however, is one of those rare occasions when there is simply no room for doubt.”

—Dr. Michael B. Brown, Senior Minister





# Habitat House Party Spotlight



On October 17, 2017, the Habitat House Party rocked the Bowery! We brought together more than 300 influential New Yorkers, including many of our Habitat Homeowners and special guest Clive Rainey, for an evening of conversation and philanthropy. Because of their generosity, we raised \$655,000!

Talk Stoop host Cat Greenleaf interviewed our honorees, our honor-

ees, Melinda Katz, Queens Borough President, and Henry Kuykendall, Senior Vice President of Airport Operations, Northeast for Delta Airlines. During the auction portion of our event, guests bid on stages of a virtual house, from the foundation all the way up to the roof. Our generous supporters completed the house, ensuring that New York City families can one day own a piece of the city we all love.





## Board of Directors

### **Douglas Morse, Chair**

North Lake Capital

### **Father Stephen Mimnaugh, Vice Chair**

St. Francis Friends of the Poor

### **Peter Murray, Vice Chair**

Dolphin Property Services, LLC

### **Martha Parrish, Secretary**

MVP & Company

### **John Alex**

Morgan Stanley

### **Michael Castellon**

SKANSKA WALSH

### **Vimla Black Gupta**

Equinox

### **John Isaacs**

CBRE

### **Brian Lichter**

Davis Polk & Wardwell LLP

### **Christine McGuinness**

Schiff Hardin LLP

### **Anthony Montalto**

Jaros, Baum & Bolles

### **Erika Parkins**

The Estée Lauder Companies

### **Richard Roberts**

Red Stone Equity Partners, LLC

### **Robert Sanchez**

Consolidated Edison Company of New York

### **Brian Smalley**

Amalgamated Bank

### **Zali Win**

Credit Agricole CIB

### **Scott Zucker**

Tradeweb

## Leadership Council

### **Christine McGuinness, Chair**

Schiff Hardin LLP

### **Dr. Debbie Almontaser**

Muslim Community Network

### **Chris Bennett**

S&P Global

### **Emily Bergl**

Actor

### **Assemblywoman Rodneyse Bichotte**

New York State Assembly

### **Liz Blake**

Habitat for Humanity International (retired)

### **Les Bluestone**

Blue Sea Development

### **Contessa Brewer**

CNBC

### **Erica Buckley**

Nixon Peabody

### **Amy Carlson**

Actor

### **Denise Courter**

FiDi Families

### **Ron Darling**

Former All Star Pitcher for the New York Mets

### **Matt Galligan**

CIT

### **Pastor Ziddie Hamatheite**

Wayside Baptist Church

### **Marc Heinrich**

McKinsey & Company

### **Carmen Hughes**

Handel Group

### **Karim Hutson**

Genesis Companies

### **Blair Lichter**

Attorney

### **Keith Mestrich**

Amalgamated Bank

### **Pastor Gilford T. Monroe**

Mt. Zion Church of God 7th Day

### **Lee Olesky**

Tradeweb Markets

### **Blanca Ramirez**

Hudson Housing Capital

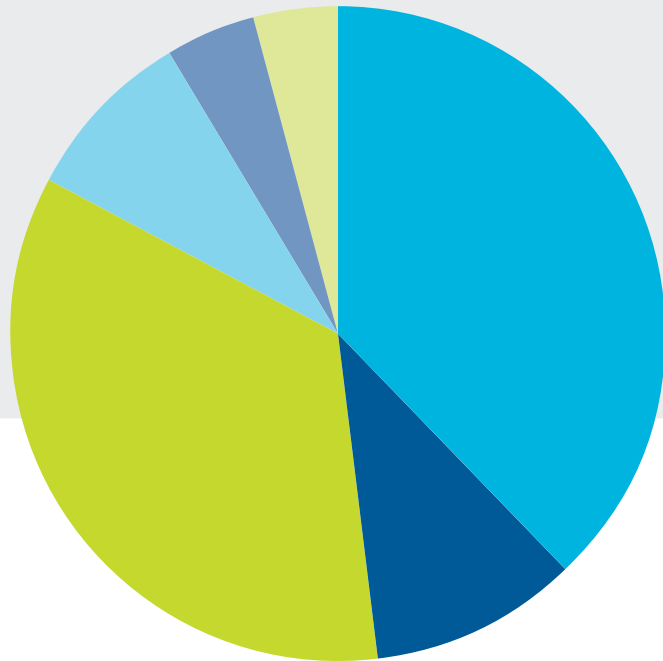
### **Councilman Donovan Richards**







New York City Council Member



# Fiscal Year 2017 Financials

## REVENUE





 Contributions & Grants:	 In-kind: \$962,216
 Home Sales: \$1,150,150	 Earned Income: \$523,598
 Other: \$3,891,957	 Government Subsidies: \$440,000

**TOTAL: \$11,232,103**

## EXPENSES



 Program Services: \$7,956,127
 Management & General: \$2,188,685
 Fundraising: \$1,314,486

**TOTAL: \$11,459,298**





I wish other people understood that when volunteering for Habitat they are not affecting just one family but many generations from that family. The family affects the community and in turn many people are touched.”

– Nadia S., Corporate volunteer with Delta Air Lines



# Donors

Fiscal year 2017: July 1, 2016 to June 30, 2017

HABITAT NYC WOULD BE UNABLE TO TRANSFORM LIVES AND COMMUNITIES IN OUR CITY WITHOUT THE GENEROUS CONTRIBUTIONS OF COMPASSIONATE NEW YORKERS AND CARING CORPORATIONS. THANK YOU TO ALL WHO DONATED TO HABITAT NYC THIS YEAR.

## 250k+

Anonymous

## 100k+

7 West 21 LLC  
Delta Air Lines  
Grace Church in New York  
Habitat for Humanity International, Inc.

## 75k+

Tradeweb

## 50k+

Estate of Catherine E. Clarke  
Con Edison  
Credit Suisse  
Peter and Peg D'Angelo  
Joy Fishman  
Goldman, Sachs & Co.  
Lord & Taylor  
JPMorgan Chase & Co.  
Doug and Claudia Morse

## 25k+

AIG Enterprise Risk Management  
Alta Via Consulting, LLC  
Amalgamated Bank  
Anonymous  
Anonymous  
Assurant Foundation  
Bank of America Charitable Foundation  
Elizabeth and Francis Blake  
Winthrop and Leona Chamberlin  
Deutsche Bank  
Dow Chemical Company  
Curran B. Estreich

The Feil Family Foundation  
Fred Alger Management, Inc.  
Hope For New York  
Kinetic Worldwide  
Laura and Scott Malkin  
Marble Collegiate Church  
Marie Callender's  
Orion Worldwide  
Plymouth Church  
Polo Ralph Lauren Foundation  
Scopia Capital Management LLC  
Standard & Poor's  
David A. Terveen  
Voya Foundation  
Wells Fargo Foundation

## 15k+

1st Dibs  
John L. Alex  
ALC Environmental  
Evan and Joan Bauer  
Citizen Watch Company of America, Inc.  
Neil Clark  
Collegiate Church Corporation  
Constellation, an Exelon Company  
Lionel Croney  
Fidelity National Title Insurance  
Freshfields Bruckhaus Deringer LLP  
Vimla Black Gupta  
John S. Isaacs  
Kushner Companies Charitable Foundation  
Lenox Advisors, Inc.  
MarketAxess  
Martha Parrish  
MasterCard  
New York Mets Baseball Club

Oaktree Capital Management  
Carole L. Pittelman  
Salesforce  
Stillwell Ready-Mix and  
Building Materials, LLC  
Semper Capital Management, L.P.  
Travelers Co Inc.  
Viacom Inc.

## 10k+

Arup Services New York Ltd.  
AvalonBay Communities, Inc.  
Bank of America  
Barclays Capital  
The Bonnie Ward Simon Foundation  
Builders-R-Us Construction Corp.  
Capital One Bank  
Michael C. Castellon  
Citadel  
Citi  
CVC Credit Partners  
Dolphin Equipment Corporation  
Martin E. Elling  
The Esther Simon Charitable Trust  
First American Title Insurance Company  
GIC Asset Management Pte Ltd  
Suzanne M. Halbardier  
The Hyde and Watson Foundation  
Infor  
JetBlue Airways  
KKR & Co LP  
L&M Development Partners Inc.  
Brian and Blair Lichter  
M&T Charitable Foundation  
Marti Speranza and Roderick Wong  
Mega Contracting Group, LLC

Thomas and Jean Meloro  
MetLife Foundation  
Rémy Cointreau USA, Inc.  
Seneca Insurance Co.  
Bruce and Carolyn Silberstein  
Sterling National Bank  
Venable Foundation, Inc.  
WX New York Women Executives  
in Real Estate

## 5k+

Anonymous  
Bank of Hope  
Bank of New York Mellon  
Community Partnership  
Manuel and Claire Barron  
Susan K. Besse  
Brigade Capital Management, LP  
CapCo  
CapitalSource  
Christopher T. Kraus and Darcy A. Stacom  
Club Managers of the City of New York  
CRC Swett  
David K. Moody and Eileen M. Guilfoyle  
Jennifer Egan  
Experian Marketing Services  
Marc Heinrich  
Hogan Lovells US LLP  
Home Depot  
Karim A. Hutson  
Leslie Goldmann  
Goldstein Hall PLLC  
Glenn and Hillary Krevlin  
McCann-Erickson  
Christine A. McGuinness  
The Michael J. Petrides School



Morgan Stanley Foundation  
 Morris Adjmi Architects  
 Kibbie F. Payne  
 People's United Community Foundation  
 Pepsico  
 Prudential Financial, Inc.  
 Rachel Schnoll and Stephen Yankauer  
 Safra National Bank of New York  
 Schiff Hardin LLP  
 Seyfarth Shaw LLP  
 Square Meals Catering  
 TD Charitable Foundation  
 Toto USA, Inc.  
 United Nations Federal Credit Union  
 U.S. Bank Foundation  
 Vidaris, Inc.  
 Young Men's/Women's Real Estate Assoc.

#### 2.5k+

Barbara A. Abeles  
 ADP Foundation  
 American Express Foundation  
 Madeline and Stephen Anbinder  
 Anonymous  
 Anonymous  
 AXIS Reinsurance Company  
 BankUnited  
 Rajeev Bhama  
 Barbara C. Brody  
 Captivate, LLC  
 The Carlyle Group  
 Clear Channel Worldwide  
 Dominick Cipollini  
 The Community Preservation Corporation  
 Nicole Cox  
 Dynasty Wealth Management, LLC  
 Earthshare  
 Fifth Avenue Presbyterian Church  
 Firstborn  
 John and Gillett Gilbert  
 Givergy Inc.

Joseph and Carson Gleberman  
 Barbara A. Hanlon  
 Hines Interests LP- East Region  
 Intersection Media, LLC  
 The Jane & Frances Stein Foundation  
 Jusko Wealth Management Group  
 Kevin M. Jusko  
 John Kassotis  
 Laura Davidson Public Relations  
 Jack Loconsolo  
 Loring Consulting Engineers, Inc.  
 The Margot Sundheimer Foundation  
 Mark E. Almeida and Theresa Galvin  
 Andrew W. Mathias  
 David J. McCabe  
 Nanell Foundation, Inc.  
 National Australia Bank  
 Edward Nelson  
 One Beacon Insurance Group  
 Lisa P. Orberg  
 Ozone Lumber  
 Premier Tourist and Landmark  
 Association, LLC  
 Valerie Ann and John Rowe  
 Kendra Scott  
 Securit  
 Beatrice Spillane  
 St. John's University—Student Government  
 TD Bank  
 Valerie Tootle  
 Tulnoy Lumber  
 Time Equities, Inc.  
 Annie L. Torres  
 Travel and Transport  
 USTV Corporate  
 The Laura B. Vogler Foundation  
 Doryn Wallach and Ty E. Wallach  
 West End Collegiate Church  
 Zegar Family Foundation  
 Zurich in North America



Owning a home means being  
able to plan my future.”

– Janet R., Habitat  
 Homeowner in the Bronx





[WWW.HABITATNYC.ORG](http://WWW.HABITATNYC.ORG)

111 John Street, 23rd Floor • New York, NY 10038 • 212.991.4000



[Habitat.for.Humanity.NYC](https://www.facebook.com/Habitat.for.Humanity.NYC)



[@HabitatNYC](https://twitter.com/@HabitatNYC)



[@habitatnyc](https://www.instagram.com/@habitatnyc)

