Our case for support
Help us help families build strength and stability.
As a global organization delivering local impact, Habitat is uniquely positioned to address the world’s shelter crisis.
Habitat for Humanity’s strategic plan looks at the number of individuals impacted by our work. We report our work as a mix of households and individuals, and so, to present our figures as individuals, we multiply by five the number of households served by our international work, and we multiply by four (or by two for rehabs) the number of households served by our work in the U.S. and Canada. The data presented below have been through this conversion.

### Unaudited combined

The audited financial statements of Habitat for Humanity International reflect only part of Habitat’s work around the world. As autonomous nonprofit organizations, Habitat for Humanity affiliates and national organizations keep their own records of revenues and expenditures.

To better demonstrate the magnitude of the movement, we annually compile combined (unaudited) financial amounts for Habitat for Humanity in total. For the fiscal year that ended June 30, 2019, we estimated the total impact of the entire Habitat for Humanity mission was as follows:

- **Total revenue** of $2.3 billion
- **Total net assets** of $3.2 billion

### FY2021 use of funds

#### In thousands of dollars

<table>
<thead>
<tr>
<th>Source</th>
<th>FY2021 Use of Funds</th>
<th>FY2020 Use of Funds</th>
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</thead>
<tbody>
<tr>
<td><strong>Program—U.S. affiliates</strong></td>
<td>$139,109</td>
<td>$129,109</td>
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<td><strong>Program—International affiliates</strong></td>
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<tr>
<td><strong>Program—Public awareness and advocacy</strong></td>
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<tr>
<td>Fundraising</td>
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<td>$44,309</td>
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<tr>
<td>Management and general</td>
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<tr>
<td><strong>Total expenses</strong></td>
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<td>$280,445</td>
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### FY2021 sources of funds

#### In thousands of dollars

<table>
<thead>
<tr>
<th>Source</th>
<th>FY2021 Sources of Funds</th>
<th>FY2020 Sources of Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
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<tr>
<td>Donated products</td>
<td>$54,946</td>
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<tr>
<td>Government grants</td>
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<tr>
<td>Other income</td>
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<tr>
<td><strong>Total revenue</strong></td>
<td>$361,635</td>
<td>$351,635</td>
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</table>

### FY2020 use of funds

- **Total revenue** of $1.9 billion
- **Fundraising** of $171 million
- **Management and general** of $166 million

### FY2020 sources of funds

- **Contributions and grants** of $746 million
- **Donated product** of $817 million
- **Sales of homes** of $593 million
- **Other income** of $175 million
Habitat Humanitarians are high-profile volunteers recognized for their invaluable contributions. This generous group serves as mission champions, advocates and spokespeople to raise awareness of the need for decent, affordable shelter in the U.S. and around the world.
“In the same way bricks form the foundation of a home for a family, the gift of a Habitat house provides the foundation for community growth and development. A home is instrumental in breaking the shackles of poverty from one generation to the next.

“Sometimes, God looks down on the world, and He says, ‘Why do My children treat each other like this?’ God looks down on the world today and sees you. God smiles because He sees you doing fantastic work.”

The late ARCHBISHOP EMERITUS DESMOND TUTU, patron of Habitat for Humanity South Africa

“When I volunteered on Habitat builds, I saw how readily families contributed their own labor. They worked as hard as the volunteers because they were building their own house. At the house dedication, there was no mistaking the joy and pride on their faces. I’ve heard how parents build on the stability of a Habitat home to enable their children to achieve greater strength and self-reliance. I know these stories are true as I’ve met some of the families myself.”

JACQUELINE FERNANDEZ, Bollywood actress and Habitat volunteer

“When you have a home that you’re able to stay in and constantly be in, you don’t worry about where you’re going next. You don’t worry about changing potential schools, meeting new friends or having to start over. You find security in that, and — without that worry — it allows you to be a kid. It allows you to be you without worrying.”

A.D FRANCH, World Cup champion and U.S. Olympian, who grew up in a Habitat house

Our Habitat Humanitarians are former President Jimmy Carter, former first lady Rosalynn Carter, country music stars Garth Brooks and Trisha Yearwood, and world-renowned construction and real estate experts Drew and Jonathan Scott.
According to UN-HABITAT, by 2030, 2 out of 5 people will live in inadequate housing.

The scope of the problem we address is vast.
More than 37 million households in the U.S. — 31.5% of all households in the country — are paying more than 30% of their income on housing, according to the 2019 *State of the Nation’s Housing* report.

Only 13% of the world's cities have adequate, affordable housing, according to the World Economic Forum.

More than 70% of the world's population — nearly 2 out of every 3 people — lack formal documentation for the land on which they live, according to the World Economic Forum.

The World Health Organization says those living in poor conditions “are exposed to greater personal and environmental health risks, are less well-nourished, have less information and are less able to access health care, thus they have a higher risk of illness and disability.”

The United Nations estimates that 1 billion people around the world live in informal settlements, and 600 million more do not have adequate housing.
Driven by the vision that everyone needs a decent place to live, Habitat has partnered with families for 45 years to build and improve places they can call home.

We have the unmatched ability to address this need.
Our work focuses on increasing access to homeownership and housing finance, improving housing affordability and quality, helping communities prepare for and respond to natural disasters, and building strong and resilient neighborhoods.

Our work today includes:

- **New construction** where our houses and work processes are designed for their specific local settings and use locally available materials.

- **Improvement and repair of existing houses.** In the U.S., this work is done as part of our neighborhood revitalization efforts. Outside the U.S., we help families build incrementally and help create access to housing microfinance loans.

- **An initiative to advance Black homeownership** in the U.S., which we are co-developing with local Habitat affiliates, and **continuing work in neighborhoods across the U.S.** alongside residents and partner organizations to foster equitable, livable and sustainable communities through neighborhood revitalization efforts.

- **Working alongside the families who partner with us.**

- **Ensuring each family invests their time and effort into building their own home and the homes of others.** This sweat equity can take many forms — from construction to working in a Habitat ReStore — and includes homeowner classes where families learn about their mortgage, insurance, maintenance, safety and more.
We are aided by our volunteer-led model

In FY2021, Habitat mobilized more than 500,000 volunteers to build, advocate and raise awareness about the worldwide need for shelter.
Habitat is a global community, with partners from all walks of life who lift their hands, hearts and voices to move our life-changing work forward worldwide. Volunteers, donors and families together increase our impact.

Hear from our volunteers:

“I’m just very excited to see the impact that our voices as young people – as our young generation – can make in terms of government policy. Later in life, I would like to advocate for the same policy changes as Habitat for Humanity does, because I truly believe that these policies will make a significant impact on families in the future.”

HENRY LU, Habitat volunteer

“I always remind our crew: Look at the families that we’re building with here. Think about the effect our work will have on the homeowners and the next generation and the next generation.”

CLIFF POPEJOY, Habitat volunteer

“It is hard to express in words the true essence of the Habitat build. From giving back and improving lives of others in less fortunate circumstances to teamwork and connecting with local community, it truly is a life-changing experience.”

EMILIA MCNUTT, Habitat volunteer

We are built on a foundation of faith

The idea that became Habitat grew from the fertile soil of Koinonia Farm, a community farm outside of Americus, Georgia, founded by farmer and biblical scholar Clarence Jordan. Koinonia was established to serve as a “demonstration plot for the kingdom of God.”

While personal faith is not always the motivating factor for all Habitat volunteers, our mission has always been based on the idea that we serve God by serving others.

Habitat partners with all people – of different faiths or of no faith – whether they are seeking housing or joining us to help.

Building the Beloved Community

In addition to being a space where people of all races, all faiths and all backgrounds can come together in common cause, we commit to being actively anti-racist and to affirming, through word and action, that Black lives matter and that our communities and systems must further this fundamental truth. We will do the work in our practices, our programs and our networks that brings equity to our efforts and helps bring justice to the communities in which we work. We will, throughout our ministry, connect issues of racial and social injustice with historic barriers to affordable housing and work to eradicate those barriers.

HABITAT’S GLOBAL PRAYER

God, teach us humility so that we may listen, confess and forgive, serve in relationship with the poor, persevere in our mission, unify as one body with many different parts, and act with courage and boldness. Amen.
Through shelter, we empower

Affordable housing is the foundation on which families and communities thrive.
A decent place to live can remove barriers to opportunity, success and health that might have been a part of a family’s life for years, if not generations.

Better, affordable living conditions lead to improved health and stronger childhood development and give families the ability — and financial flexibility — to make forward-looking choices. Proper shelter creates jobs, revitalizes neighborhoods, attracts employers, increases consumer spending and government revenues, and lowers the risk of foreclosure, all while bringing transformative benefits to families and developing resiliency in communities.

Significant economic impact

Habitat for Humanity Canada reports that the 200 families who moved into Habitat homes in FY2019 will return almost $35 million in social benefits to the community through improved health, education and employment outcomes associated with owning a home.

Through weekly action alerts for social media, Habitat for Humanity of Montgomery and Delaware Counties mobilized local housing advocates to help renters and homeowners maintain the roofs over their heads. These efforts, taken in collaboration with health and human service organizations, helped persuade the Pennsylvania Legislature and governor to suspend evictions and foreclosures through the end of August 2020. They also resulted in $175 million of federal CARES Act funding being put toward rental and mortgage assistance for low-income families. The fund is estimated to benefit more than 50,000 Pennsylvanians who have been economically impacted by COVID.

Each year, Habitat Austin's gross regional economic output exceeds $10 million, and Habitat homeowners contribute more than $500,000 in property taxes in the Texas affiliate's communities.

During FY2020-21, Twin Cities Habitat in Minnesota saw 151 people graduate from financial coaching into mortgage readiness, and 36 area homeowners paid off their mortgages.

Greater Green Bay Habitat homeowners pay $314,889 in property taxes each year, adding a total of $12.9 million to the tax base in Wisconsin since 1987.

A study conducted by Washington University in St. Louis, Missouri, found that Habitat East Bay/Silicon Valley has created nearly $900 million in economic activity, including jobs, wages, and local and state tax revenue, since 1986.

Habitat's MicroBuild Fund has disbursed $136.9 million in capital to 55 financial institutions serving low-income households and has helped more than 959,000 people in 32 countries obtain access to better housing.

“There's hope that I'll be able to help the kids get to colleges or buy their first cars — things that never would have been possible before Habitat.”

LORRIE, Habitat homeowner
Long-lasting improvements for families

In Habitat for Humanity of Colorado's 2018 Impact Study, 90% of homeowners reported some type of improvement to their family's health since they became homeowners. About a third of homeowners pursued or are pursuing additional education since moving into their Habitat home.

In a 2019 survey of over 100 homeowners who partnered with Habitat of Metro Denver in Colorado, 75% feel they spend more quality time with their family after moving into their home.

Habitat Nepal secured 150 land titles through its partnership with the government of Nepal. The partnership promoted gender equality by registering the land jointly in the name of husband and wife, or the name of a woman if she is single. 1,500 new homes were constructed.

In a 2019 survey by Habitat for Humanity of Wake County, more than 50% of respondents have pursued further education or training since moving into their Habitat homes. The majority of households with children over the age of 18 have seen them graduate from high school, and another third have gone on to college.

Habitat Cambodia reported that in 2020 it provided 531 water filters, built 116 latrines and served 19,683 individuals through sanitation and hygiene promotion. In all, 10,207 households were served by financial services.

A 2020 survey of Habitat for Humanity Greater Sacramento's first 100 families found that since receiving their Habitat home, 57% of families have more savings, 48% of families feel more connected to the community, and 0% of families previously on food stamps remained on food stamps.

“It's a place where we can stay forever. My kids will be more comfortable and stable. They can focus on their school work and they won’t have to change schools again.”

MINH, Habitat homeowner
Positive impact on communities and society

In fiscal year 2019, land documents were issued to 5,648 households in Cote d’Ivoire, bringing the total number of people with increased land tenure close to 100,000. Globally, Habitat’s Solid Ground campaign, which ran from 2016 to 2020, developed policy solutions that have improved access for more than 3 million people in 12 countries.

Ninety-two percent of children who grow up in a Habitat for Humanity home in Oregon graduate from high school, exceeding Oregon’s high school graduation rate by 17%.

A Habitat project partnering with the Zambian government developed a community of 150 houses with families who had previously been living in a crowded, informal settlement. Most of the families have been touched in some way by HIV and AIDS, leaving many children orphans in the care of other family members.

In 2020, 163 Habitat affiliates reported working alongside 294 communities to implement neighborhood revitalization activities, bringing together residents and partners in communities around the U.S. to collaborate, maximize resources and foster thriving communities.

“We need to think beyond just a single home and really think on a community planning scale and be able to think of financing funding streams that make a difference.”

DR. MEGAN SANDEL, associate professor of pediatrics and co-director at the Boston University School of Medicine and the Grow Clinic at Boston Medical Center.

“The focus must be on empowering people to build resilient communities that are able to absorb shocks.”

SOFÍA SPRECHMANN SINEIRO, Secretary General, CARE International
Habitat’s strategic plan supplies the framework for exponentially expanding our worldwide impact so that we can partner with more families to build or improve places to call home.

Our Global Impact Fund supplies the flexible funding for that expansion, which enables us to build impact at the community, sector and societal levels.

Habitat’s Global Impact Fund moves our mission forward by:

- Leveraging resources to respond to the world’s housing need.
- Building the capacity of our global network.
- Investing wisely to sustain our programs through tough economic times.
- Designing innovative programs that reach ever-growing numbers of families.
- Practicing good stewardship in order to increase our efficiency and ensure the trust of our generous donors.