



Willamette West
Habitat
for Humanity®



Much to Celebrate - More to Do
2010 Annual Report



From the Board

*Dan Fako,
president*



Last year was remarkable for Willamette West Habitat for Humanity. We dedicated the final four homes at **Vance Place**, and all nine homes are now complete and occupied.

We also started six new homes at **Ramble Glen**, a new 8-lot neighborhood in Aloha.

We also had the opportunity to repurchase two homes from existing Habitat families last year. This is always a welcome occurrence, as it usually means the family has outgrown their home and is ready to move on to bigger and better things. The selling family receives a nice “nest egg” payment from Habitat for the equity they’ve accumulated while living in their Habitat home, and Habitat gets the opportunity to “recycle” a home to another hardworking local family at a fraction of what it costs to build a brand new home.

During 2010, we also acquired four vacant, bank-owned homes thanks to the federal Neighborhood Stabilization Program. This program helps nonprofit affordable housing providers like us acquire vacant, foreclosed houses in certain neighborhoods hit hard by the housing crisis. Renovations are complete on two of our “NSP” homes and they are now occupied by two very appreciative Habitat families.

We were also busy this past year with “prep work” at two future Habitat neighborhoods. At **BraunerBrook** in Hillsboro, the streets and utilities were finished and the site is now ready for nine new homes. And, we just awarded the prep work contract for a 5-lot neighborhood in Beaverton. Named in honor of one family’s remarkable leadership and commitment to Habitat, home construction will begin at **Hunting Park** later this year.

In October, I had the opportunity to participate in the dedication of the 1000th Habitat home built in Oregon. Located in Springfield, the house represents 35 years of steadfast effort by Oregon Habitat for Humanity affiliates that now number more than 30. As I considered the 68 homes that our Habitat affiliate has completed in Washington County, I was extremely proud of the team I represented.

The success of our mission depends on all of us. The demand for decent, affordable housing, and the importance of stable communities, is always with us. To meet the need, we must continue to work together, contributing our time and resources according to our means. Please join with me, our staff, and my fellow board members to hear the calling. Together, we truly can make a difference.



Willamette West Habitat for Humanity’s auditors, Jones & Roth, have expressed an unqualified opinion on our June 30, 2010 financial statements.

Those financial statements included associated notes that are essential to understanding the information presented here. The full set of statements and notes is available at Habitat’s website, www.HabitatWest.org.

Statement of Activities July 1, 2009 – June 30, 2010

Revenue

Contributions and grants	\$ 998,391
Investment	\$ 5,793
Mortgage Discount Amortization	\$ 86,783
In-Kind Services and materials	\$ 174,466
Sales of Houses	\$2,094,662
Net assets acquired from affiliate	\$ 1,664
Other Income	\$ <u>48,261</u>
Total Revenues	\$3,410,020

Expenses

Program Services	\$3,273,335
Management & General	\$ 144,690
Fundraising	\$ <u>39,312</u>
Total Expenses	\$3,457,337

Change in net assets (\$ 47,317)

Statement of Financial Position As of June 30, 2010

Assets

Cash and cash equivalents	\$ 657,106
Property and Equipment	\$ 73,192
Prepaid expenses	\$ 40,027
Investments	\$ 126,644
Mortgages receivable	\$1,931,049
Other receivables	\$ 479
Inventories	\$ <u>1,545,161</u>
Total Assets	\$4,373,658

Liabilities and Net Assets

Accounts Payable and accrued expenses	\$ 89,033
Line of Credit	\$ 478,800
Notes payable	\$1,422,178
Deferred lease incentive	\$ 36,588
Total Liabilities	\$2,026,599
Net Assets	\$ <u>2,347,059</u>
Total Liabilities and Assets	\$4,373,658

68 Families And Counting...

Habitat By The Numbers: (or what we accomplished in 2010)



Vance Place Neighborhood (Aloha):

- 🏠 Began in 2008, completed in 2010.
- 🏠 Nine homes including one 1-story ADA home.
- 🏠 18 adults and 31 children living in neighborhood.

Ramble Glen Neighborhood (Aloha):

- 🏠 Broke ground in 2010, anticipated completion in 2012.
- 🏠 Eight lots for building; six homes currently underway.

BraunerBrook Neighborhood (Hillsboro):

- 🏠 Used Hillsboro Fire Department resources to remove dilapidated home.
- 🏠 Infrastructure and street completed (SE Brauner Pl).
- 🏠 Nine lots ready for construction.

Hunting Park Neighborhood (Beaverton):

- 🏠 Successfully litigated land use challenge by Beaverton resident. Eventual approval by LUBA so work can begin (thanks Andrew Stamp for a multitude of pro bono hours).
- 🏠 Located next to Leadership Row in Beaverton (they'll share a fence line).
- 🏠 Room for five homes.

Purchased Bank-Owned Homes (Washington County):

- 🏠 Using federal grants, able to purchase four vacant bank-owned homes, refurbish them, and sell them to waiting Habitat families.

Into the future:

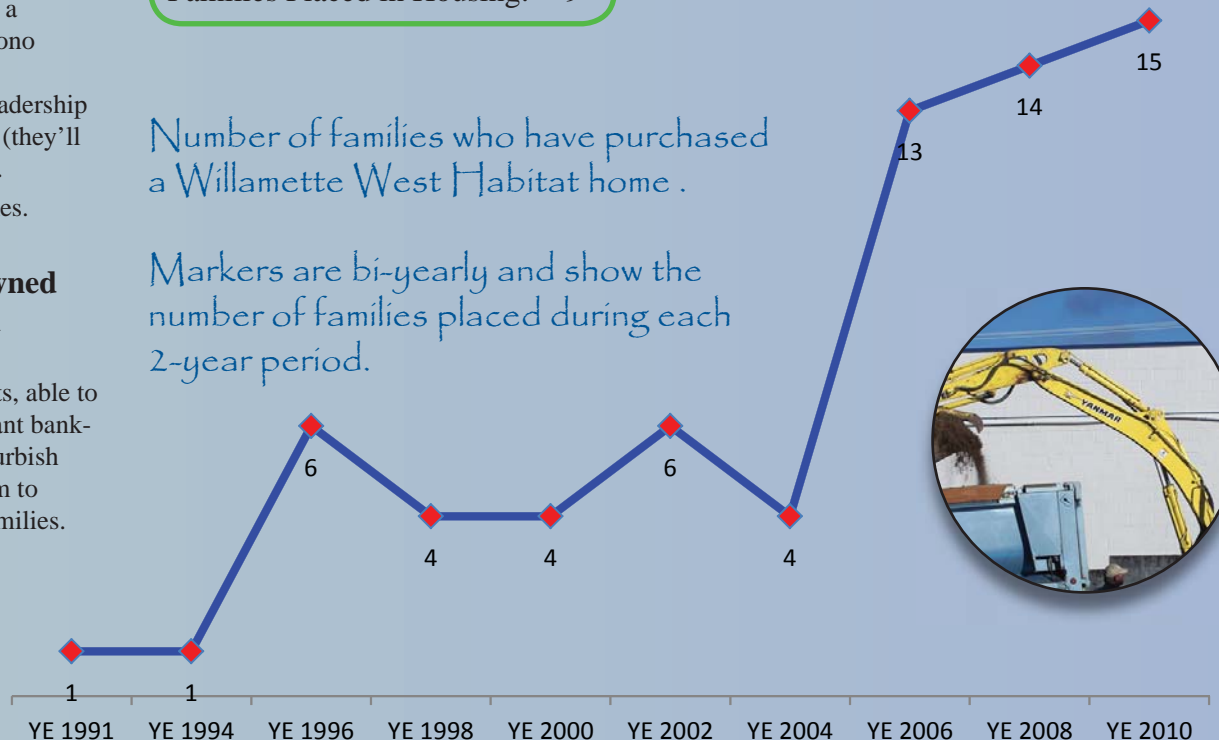
In 2010:

Homes Built:	5
Homes Rehabilitated:	4
New Families Selected:	13
Families Placed in Housing:	9

- 🏠 13 families currently earning sweat equity so they may purchase a home.
- 🏠 Always looking for more land to buy.
- 🏠 family selection meetings scheduled for March 2011 to choose 5-6 more families to begin the Habitat homeownership process.

Number of families who have purchased a Willamette West Habitat home.

Markers are bi-yearly and show the number of families placed during each 2-year period.





From The
Executive Director
Mark Forker



A big part of my job at Willamette West Habitat is to be organized and think ahead. My wife thinks this is pretty funny, since most days I can't even remember my sack lunch when I leave for work in the morning. But while I may go hungry some days, with the help of my board, I think I've done a decent job of helping this affiliate plan for the future.

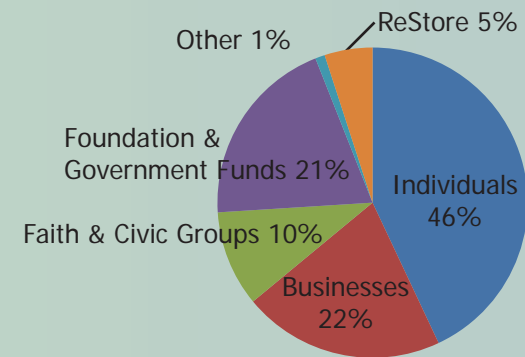
Looking forward, the essence of our new strategic plan is pretty simple: engage more volunteers, and help more families. To be sure, how you go about doing this is complicated. Even though Habitat is a nonprofit, it's still a business. And, like any for-profit business, we must generate revenue while prudently managing our costs. But, at the end of the day, everything has to be measured against these goals.

Engaging more volunteers is the real key to our success. Like the hub of a wagon wheel, everything Habitat does starts with volunteers. And, when our volunteers are busy, good things usually happen.

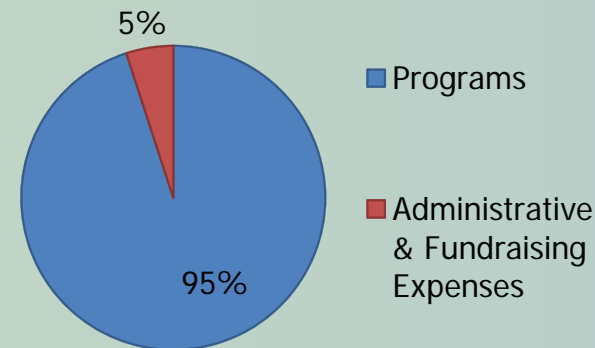
Some of our most generous donors became familiar with our mission as volunteers. Many of our most ardent corporate donors first learned about us after a team of employees spent a day with us. Literally dozens of our homes have been funded by Faith-based groups that learned about our ministry after spending a Saturday working side-by-side with our hardworking partner families. Thousands of dollars of building materials are donated every year by community-minded business owners who spent a few rewarding hours at our construction site. Each spring, volunteers help organize our annual fundraising event. Volunteers design our houses, select and mentor our future homeowners, supervise the work, and build the homes. Very little gets done without them.

And that's exactly the way it's supposed to be. Habitat's first Mission Principle is to demonstrate the love and teachings of Jesus Christ. To that end, we bring people together from all backgrounds, races and religions for a purpose - to build houses in partnership with families in need. When volunteers are serving, the mission is served. I'm excited about the course we've set for ourselves. Thank you for moving us forward.

Sources of Support



Distribution Ratio



Energy Star Certification: Achieved!

Willamette West Habitat's building and design team is constantly on the lookout for new ways to build our homes more energy efficient, utilize the space more efficiently, and ultimately help our homeowners succeed by saving them money. "You should be proud of the homes you build," Dan Saddler, a green building consultant with Earth Advantage, recently told construction manager Mike Wille.

In 2010, we achieved our first **ENERGY STAR** certified home at Vance Place, and all homes at Ramble Glen and beyond will also carry this designation. What does it mean? It means our homes use substantially less energy, they are quieter and more comfortable, have lower utility bills, and help protect the environment by reducing greenhouse gas emissions. It also means we qualify for some federal grants that reimburse us for the cost of land and infrastructure.

Air Sealing and Insulation That Works:

Typical homes have so many leaks, it's like having a window open all year long. Well-sealed and properly insulated walls, ceiling, and floors help maintain even temperatures throughout the house and save up to 20 percent on heating costs, reduce energy use, and increase comfort.

Advanced Windows for Comfort:

Our windows actually exceed Energy Star standards. And, thanks to Milgard Manufacturing, we receive a generous 74 percent discount on the energy window package we buy. This greatly reduces our construction costs and keeps our homes cooler in summer and warmer in winter.



Efficient Heating Equipment:

In addition to using less energy to operate, a 90% hi-efficiency gas heating system can be quieter, reduce indoor humidity, and improve the overall comfort of the home. Lennox Industries donates our gas furnaces to assure our families enjoy the latest in heating technology.

Tankless On-Demand Water Heaters:

Heating water accounts for approximately 15 percent of a home's energy use. Our new tankless water heaters provide energy savings of 45-60% and have a 20-year expected lifetime, saving our families an estimated \$1,800. Thanks to a subsidy from NW Natural, the cost of the water heater is fully covered, saving us money, too. And, because they don't store hot water, these water heaters are much smaller than traditional "tank" water heaters, giving our homeowners even more living space.



Independent Inspection and Testing:

Raters inspect and test our homes during and after construction to verify that the home meets EPA's strict guidelines for energy efficiency. ENERGY STAR qualified homes are inspected and tested by independent Home Energy Raters to verify the energy efficiency measures, as well as insulation, air tightness, and duct sealing details. Inspectors conduct blower-door tests (to test the leakiness of the house), a duct blaster test (to test the leakiness of the duct system), and completion of a thermal bypass checklist.



The results:

Our families save money on utility bills, have a more comfortable living environment, help protect the human environment, and are set-up to be successful from the moment they turn the key to their new home.

Thank You For Your Support! 2010 Donors



Emerald Level

\$50,000 - \$99,000

Habitat ReStores
LBPS (formerly Wilshire Credit Corporation)
Scott & Twylla Smith
Wells Fargo Housing Foundation

Platinum Level

\$10,000 - \$49,999

Bank of America
Cars for Homes - Habitat International
HH Charitable Annuity Trust
The Hunting Family Fund of the Oregon Community Foundation
Patricia Huntting
Intel Foundation
Lake Grove Presbyterian Church
The Merrill Family Foundation
Murray Hills Christian Church
The Madeleine Parish
Thrivent Financial for Lutherans Foundation

Gold Level

\$5,000 - \$9,999

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Genentech
Hubert & Ludmila Schlesinger Foundation
IBM Employees
Lee & Ruth Smith
Melanie St. John
Sunset Presbyterian Church
The Standard

Silver Level

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Yahoo!

Bronze Level

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Subcom Excavation & Utilities
The H Group
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John & Traci Wheeler
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James Woodruff
Sarah Wright
Theresa Zawalski
Mike & Nadine Zimmerlund

Copper Level

\$100 - \$499

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Kathleen Boehme
Michael Bolliger
Pam Bowersox
Larry & Myrna Bowman
Eric Bradford
Tony Brauner
Billy & C. Renee Brewer
Brian Lamson Insurance Agency

The Value of Volunteering: \$625,500



All our volunteers are valuable, but we'd like to take the opportunity to thank especially our 'regular' volunteers who show up every week, on holidays, rain or shine, all through the year, to help build our homes.

- | | |
|-------------------|-----------------|
| Vern Beeson | Rex Morton |
| Jerry Boone | Barbara Munz |
| June Boone | Jim Munz |
| Hal Brockman | Paula Ohland |
| Ryan Carpenter | Vern Schulte |
| Terry Crawford | Larry Scott |
| Bob Fellman | John Selner |
| Carl Hahn | Scott Smith |
| Cliff Hillebrandt | Bob Stadel |
| Bill Huntting | Tom Stringfield |
| Greg Kust | Tom Turner |
| Bruce Miller | Dave VanDyke |
| Bev Mohnkern | Ernie Vance |
| Gary Moknkern | Tom Woolcott |
| | Kathy Zawislak |



"I consider it a privilege to work with Habitat and help others to help themselves advance their families...just the simple thanks you get from the homeowners is priceless" -- Habitat 'regular'

Were you one of the one million volunteers in the State of Oregon last year? Did you know Oregon ranks 11th in the nation for volunteerism?

That's because of the caring and compassion of people like Willamette West Habitat for Humanity volunteers, who logged a record-breaking **30,000 hours** last year. *That's the equivalent of \$625,500 worth of labor!*

Volunteers built homes, served on our Homeowner Selection and Partnering committees, helped us find land, apply for grants, strengthened our relationship with the Faith community, and helped 14 adults and 25 kids find a brighter future right here in Washington County.

In 2011, we hope to increase the number of volunteers by adding to our Homeowner Selection, Homeowner Partnering, and Faith Relations committees, as well as our Board of Directors.

We are also adding a new type of volunteer, called the **"Habitat Ambassador"**. These ambassadors will represent Habitat at trade shows, community events, fairs, and festivals. They may even make presentations at service club meetings. If any of these are of interest to you, there are a number of actions you can take:

Call our volunteer coordinator, **Kate Schnurr** at 503-844-7606 x 111, or email her at KateSchnurr@HabitatWest.org and talk to her about your interests and how they might fit with Willamette West Habitat.

Visit our website at www.HabitatWest.org/volunteer to get detailed information on our construction volunteer opportunities OR visit www.habitatwest.org/committees for committee details.

Attend our Volunteer Recruitment Open House and Information Meeting on the 2nd Thursday, bi-monthly, at 6:00pm for an overview of our program and information on all our volunteer opportunities. Committee chairmen are in attendance so you can meet who you will be working with, find out all the details, and ask questions from the people in the know.

Upcoming Open Houses:
April 14
June 9
August 11
October 13

More 2010 Donors:

Maid Brigade
 Mark & Donna Brocker
 Andrew & Virginia Brooks
 Cheryl Brous
 Robert & Mary Brown
 Darlene Brunson
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 Barbara Gasuen
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 Hillsdale Community Church - UCC
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Staff Enjoys “New to Us” Upgrades

A never-ending challenge to any nonprofit is how to keep up with technology, how to make sure employees have a safe and pleasant place to do their work, and how to make sure we are properly staffed and equipped to carry out our mission. All while watching the bottom line and being the best stewards of your generosity. In 2010 we moved, got new furniture, upgraded our technology, added to our staff and added to our fleet. The cost to us? Virtually nothing. A big THANK YOU to the following people:

Lattice Semiconductor: You not only came onto the jobsite to help build homes, you helped move us from one location to another. You also donated enough office furniture to us so that each of our employees has a complete ‘office’ set-up - we also have bookcases and tables - and everything matches!

The Taylor Foundation. & Jackson Foundation: Thanks to a generous grant, we were able to purchase Microsoft Office 2010 software, three ‘new to us’ desktop computers, two ‘new to us’ laptops, some monitors, an actual telephone system, a projector and a camera. The software and hardware came from TechSoup who sells licensed software to nonprofit organizations for a small license fee.

The Al Vance estate: We miss him terribly. Our thanks to his wife Vi for the generous donation of Al’s van and his tools.



Office Workers: Thanks to the **Seniors Make Sense** program, last year we enjoyed a morning and afternoon receptionist; thanks to **Bank of America** we had two wonderful summer interns, and thanks to **NW Natural** who provided us with a loaned executive who served as part-time volunteer coordinator, none of whom cost us any money.

According to executive director Mark Forker, *“Having up-to-date technology and software for the staff to us is so important in today’s world, but for an organization our size, the cost is just prohibitive.”*



Software developers like Microsoft, Adobe, and Symantec donate their products to TechSoup, who then sells them to nonprofit organizations for a nominal licensing fee. Continued Mark: *“Without them, we’d be using software that was so outdated, it is not even being supported any longer!”*

Finding sources like TechSoup keeps board president Dan Fako happy, *“We are proud that 95 cents of every dollar donated goes to building homes. One way we keep this number high is by finding sources like TechSoup, and getting funds from local foundations to cover those important costs.”*



Even More Donors!



Dennis & Mary Lee Saulsbury
Thomas Sawicki
Rosemary Sayre
Samuel & Gerri A. Scheerens
Jacob & Valeria Schmitt
Dick Schouten
Joe & Gayle Schula
Vern J. Schulte
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Nick & Karen Wutzke
Linda Zuckerman

We have made every attempt to be accurate and complete in the compilation of this annual report. If you notice any errors or omissions, please contact Hope Howard at 503.844.7606 x 101 so that we can correct our records.

For a complete listing of all donors, visit our website at www.habitatwest.com/willamette-west-donors

Donations Made In Honor or Memory Of:

Al Vance

Garnet Ascher
Nadene Eichin
Carl & Peggy Hammond
Patricia H. Huntting
Connie May
John & Nancy Moore
JS & KM Russell
Melanie St. John
Piti & Tina Ton
Vi Vance
George & Karen Zounek
Linda Zuckerman

Bill & Becky Hunting

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Sunshine Elliott
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Bill Lindsay

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Brenda Moon

Mark Moon

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Loren & Dottie Waltz

Jerry & Laura Frye

Chris & Patty Clifton

Joan Murray

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Kirsten Goetz

Julie Rajaratnam

Leland Ascher

Garnet Ascher
Cedar Mill Garden Club
Ann Culver
Wako Henjyoji
Larry & Susan Kelly
Willard & Donna Kraker
Arthur & Susan Marshall
Joann Mauritz
Bruna McBride

Charles & Lynne McIntyre

Queen Olson
Betty Robinson
Bernard & Betty Stevens
Brian & Evonne Stoen
Tom & Pat Stoen
Steven & Kathryn Terrell
Wayne & Marlit Thiele
Tualatin Hills Park & Rec
Kenneth & Ann Wesche
Joyce Whorley
Buzz & Diane Wilson

Margaret McKay

Anne Van der Linden

Matt & Becky Lester

Theresa Zawalski

Matthew Crawford

Ken & Betsy Crawford

Matthew Visick

Lois Minson

Maxine Hewitt

Laura Butler
Dee & Carol Peterson
Robert & Ginny Peterson

Nathan Hausman

Jim & Laurel Blanchard

Oak Hills First Grade Parent Volunteers

Cheryl Brous

Guenet & Ermias

Demekech & Seble Lidete

Everyone Living On The Streets

M. Jean Morgan



Patti Hunting
Patton & Karylinn Echols

Peggy Reibe
Charles Smith
Scott & Twylla Smith

Russ & Sara Otte
Roy & Jennifer Chrisop
Michael & Janice Read

Ryan & Nicole Warne-McGraw
Keith & Janis McGraw

Scott & Twylla Smith
Peggy Reibe
Charles Smith

Skip & Kathy Tromble
PC & GR Pierce

Stuart & Anne Frische
Tina Frische

Susan Hanson
Michael Roundtree

Terry Crawford
Ian & Arta Crawford
Ken & Betsy Crawford
Peggy Crawford

Tim Stashin & Family
Barbara Anne Block

Mark Fisher, Gregg Harrod, Amy Frazey, Mike Morey, Scott Robinson, Terri Eisenhaure
Cheryl Ramirez

Team Builder Groups in 2010:

FEI – 3 days
Genentech – 2 days
Hampton Affiliates – 3 days
Wells Fargo – 3 days
Wells Fargo Executive Team – 3 days
Yahoo!

Melanie St. John, 2010 Brauner Award winner, is a tireless advocate for Willamette West Habitat. She served a multi-year term as president of the board, has worked on most committees and events, and is an integral part of the fundraising breakfast. She recently stepped in as an ‘interim’ committee chair when the current chair became ill.



Melanie St. John

Terry Crawford



Terry Crawford’s 13 years as a volunteer site supervisor earn him the never-ending appreciation of Willamette West staff and volunteers, and this year earned him the Brauner Award.

The **Brauner Award** is presented by the Willamette West Board of Directors to recognize volunteer service over an extended period of time. Past recipients include Ed & Ellen Brauner, Les Rink, Cherry Williams, Al Vance and Bill Hunting.

Our Mission:

Willamette West Habitat for Humanity seeks to eliminate poverty housing and homelessness from Washington County and to make decent shelter for all a matter of conscience and action. Through volunteer labor, and donations of money and materials, we build simple, decent, and affordable homes by partnering with low-income families and the community-at-large.

Board of Directors

Dan Fako, President
Brent Warren, V.P.
Sue Karstad, Secretary
Tom Reese, Treasurer
Lindsay Bradstreet
Tony Brauner
Lane Clem
Kirsten Goetz
George Griffith
Lynn Hatfield
Steve Lord
Robert Wood

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Audrey Baker
Leon Taylor, Controller

Emeritus:

Ed Brauner

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Mark Forker, Executive Director
Hope Howard, Development & Communication Manager
Anna Wendt, Homeowner Services Mgr
Mike Wille, Construction Manager

Associates:

Marilyn Palma, Bookkeeper
Kate Schnurr, Volunteer Services Coordinator - AmeriCorps Member
Newsletter Editor: Hope Howard



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www.HabitatWest.org

CHANGE SERVICE REQUESTED

Build a Home

Frame a Future

*4th annual fundraiser
This year choose to attend
the breakfast OR the lunch.*

*Table Hosting
and Sponsorship
opportunities are
available.*

Tuesday

May 17, 2011

Embassy Suites Hotel

Breakfast: 7:30am-8:30am

Lunch: 12:00pm-1:00pm

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