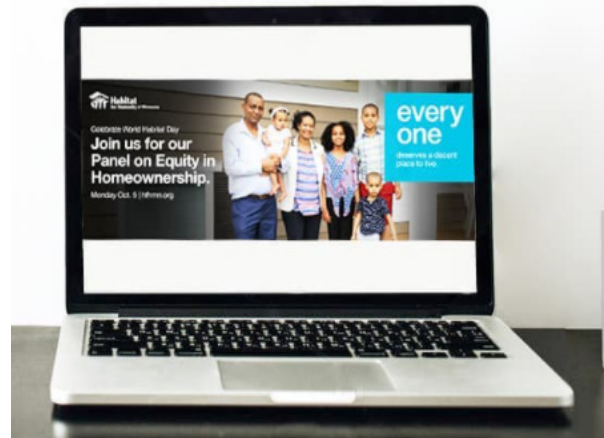


# Fiscal Year 2021 Annual Report



# Habitat in Minnesota

**263** families partnered with Habitat in Minnesota in FY21

**65** Minnesota counties served

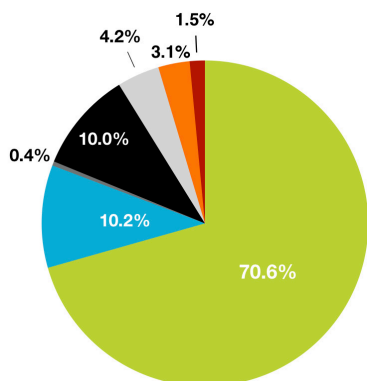
**3,000+** families have partnered with Habitat in Minnesota since 1986

Habitat for Humanity homes improve

- **Education:** Over half of homeowners with children said their children's grades improved after moving into their Habitat home. Nearly two-thirds said their study habits improved.
- **Economic Wellbeing:** Over half of homeowners said they have more money since moving into their Habitat home, and almost 40% said they pay less in housing costs.
- **Life in General:** 92% of homeowners said their lives were better since moving into their home.

"Habitat for Humanity gave me the opportunity to become a homeowner in an environment where the system isn't always fair as to who can become a homeowner. Homeownership has given me wealth, a financial asset, peace of mind and helped stabilize my housing situation."  
— Habitat Homeowner

## FY21 Total Resources Distributed



- Loan Fund: \$1,663,700
- 2020 2nd Mortgage Funds: \$240,000
- Disaster Response: \$10,000
- 2020 Habitat 500 Funds: \$235,149
- FHLB Funds: \$99,000
- Impact Funds: \$73,300
- Owner-Occupied Repair Funds: \$35,350

Open Market  
(34) 13%

New Construction  
(52) 20%

Repairs  
(147) 56%

Recycle  
(11) 4%

Rehabs  
(19) 7%

FY21  
Housing  
Production

## International Impact

In FY21, Habitat Minnesota tithed \$27,025, serving 6 families abroad. Most funding went to the Global Mission Fund, providing critical international funding.

## Economic Impact

Homeowners have **40 times** the wealth of renters.

On average, homeowners who make less than \$50,000 per year spend **10%** less on housing than the average renter.

Data Published By:





# COVID-19 Housing Assistance Program

**Background:** The COVID-19 pandemic disrupted life in so many ways since early 2020. In August of 2020, Habitat Minnesota, nine Habitat affiliates, and other housing organizations stepped up to provide direct financial assistance to homeowners around the state. The COVID-19 Housing Assistance Program (CHAP) began on August 24, 2020.

In partnership with the Minnesota Homeownership Center, Habitat Minnesota worked with Housing Link and Minnesota Housing to provide feedback on program design to ensure as many low and moderate income homeowners were able to access the program as possible.

**Habitat Minnesota's role:** Our role included providing ongoing advocacy and communication with Minnesota Housing, training and support to the participating affiliates, training temporary staff hired through the Minnesota Homeownership Center, and direct service to CHAP applicants throughout the state.

- Habitat affiliates helped approve 37.7% of the total funds distributed to homeowners.

Two Rivers Habitat Executive Director and Habitat Minnesota Board Chair Kevin Worden was one of the Habitat staff members working with CHAP applicants. He received a phone call from an applicant who urgently needing funds, as her home was without a working fridge and had problems with mold. The conversation, shared Worden, reminded him of the “why” of Habitat’s work.

“We’ve got of thousands of Minnesotans [who] have been out of work for months. For something over which they had absolutely zero control. We just got to link arms and all come together,” said Worden.

More than 35% of households served were by Habitat for Humanity. Habitat affiliates processed more than 1,000 applications and approved more than \$1.1 million to be disbursed.

## CHAP Data

<i><b>Affiliates</b></i>	<i><b>Total Households</b></i>	<i><b>Total Assistance Applications</b></i>	<i><b>Total Amount Requested</b></i>	<i><b>Amount Approved/Disbursed</b></i>
Aitkin County Habitat	17	19	\$42,804.85	\$35,529.77
Crow River Habitat for Humanity	25	29	\$41,316.97	\$25,640.82
Goodhue County Habitat for Humanity	34	43	\$129,327.40	\$58,697.61
Habitat for Humanity of Itasca County	18	20	\$38,048.28	\$20,808.62
Northwoods Habitat for Humanity	57	64	\$94,330.78	\$26,174.56
Rice County Habitat for Humanity	52	71	\$139,622.29	\$42,602.90
South Central Minnesota Habitat for Humanity	35	43	\$58,423.54	\$27,693.38
Twin Cities Habitat for Humanity	612	716	\$3,119,874.22	\$828,886.48
Two Rivers Habitat for Humanity	61	72	\$135,076.94	\$71,443.09
Habitat ONLY Totals	911	1077	\$3,798,825.27	\$1,137,477.23
Full Network Grand Total	2594	3056	\$9,765,420.20	\$3,016,968.67

\*This data does not specifically note the number of files Habitat Minnesota staff (specifically Becca Seidel) shepherded through the process as they are included in affiliate totals.



# Training & Technical Assistance

Habitat Minnesota offers training for affiliate staff on topics including leadership development and compliance as well as ad-hoc orientations and monthly webinars. Technical Assistance is offered on mortgage origination, fundraising, policy application and adaptation, board development, and more.

## Fiscal Year 2021 Highlights

**Impact Fund Owner-Occupied Repair Training:** 2 online trainings; open to all affiliates

**Qualified Loan Originator Training:** 32 attendees from 22 affiliates

**USDA Trainings:** 2 online trainings, open to all affiliates

**Executive Director Orientations:** 3 sessions for 6 new leaders

**Coaching Sessions:** 5 attendees from 5 affiliates

**Networking Webinars:** 12 webinars

**Technical Assistance:** All 25 affiliates received technical assistance

**Affiliate Visits:** 6 visits to 5 affiliates

*As the pandemic continued, Habitat Minnesota supplemented few in-person visits with multiple one-on-one calls with affiliate staff and board members to provide support through pandemic, supply chain, and other challenges.*



# Public Policy & Advocacy

Elevating the critical role affordable homeownership plays in solving the statewide housing crisis is a critical piece of Habitat Minnesota's work. Our advocacy includes sharing Habitat's work with elected officials, coordinating advocacy efforts throughout the state, connecting affiliates to local leaders, and coalition work with housing advocates.

## Fiscal Year 2021 Highlights

**Homeownership Minnesota (HOM) Coalition:** 14 affordable homeownership nonprofits, including Habitat Minnesota, form the statewide HOM coalition. HOM works to elevate homeownership as a critical component of solving our statewide affordable housing shortage and as a necessary step toward closing wealth disparities and addressing racial inequities. This year, HOM members advocated for increased investments in the preparation, production, and preservation of affordable homeownership. Cristen Incitti, Habitat Minnesota CEO, is a co-chair of the coalition.

**Legislative Wins:** In a bipartisan effort this legislative session, leaders in the Senate GOP and DFL and the House DFL, with much support from members of the People of Color and Indigenous Caucus, demonstrated their commitment to increasing affordable ownership opportunities in our state and working toward closing terrible racial gaps in ownership. Funding this session included \$18.33 million (of \$100 million in Housing Infrastructure Bonds) set aside for new home production and \$3.25 million for the Workforce Homeownership Program, specifically focused on affordable ownership.

## Events:

**October 2020:** Habitat Minnesota hosted the first **World Habitat Day virtual panel**, "Equity in Homeownership", featuring local and national experts on homeownership and racial justice. 142 attended.

**February 2021:** More than 700 Habitat supporters gathered virtually for **Habitat on the Hill DC**, including 20 Minnesotans from Habitat Minnesota and 6 affiliates. Attendees had 10 meetings with legislators and their staff.

- Habitat Minnesota staff served as State Coordinator, organizing attendees from all 8 Minnesota congressional districts.

**April 2021:** Several Minnesota affiliates, plus Habitat Minnesota, were among 133 attendees at the virtual **Habitat on the Hill MN**. The event was coordinated by Twin Cities Habitat and Habitat Minnesota.

- Habitat staff coordinated more than 90 virtual lawmaker visits.



# Disaster Recovery & Response

Formed in response to the COVID-19 pandemic, our disaster response program offers calls for Minnesota affiliate leaders to network and share ideas and advice with one another. The Disaster Response and Crisis Recovery Fund offers short-term, medium, and long-term funding.

## Fiscal Year 2021 Highlights

**Staying Connected:** Habitat Minnesota continued hosting calls that originated at the pandemic's onset, providing space for affiliates to discuss challenges and share advice.

- **Executive Director Calls:** 19 calls
- **Networking Calls**
  - Construction: 6 calls
  - Homeowner Services: 8 calls
  - Volunteer Coordination: 8 calls
  - Fundraising: 6 calls

## Disaster Response and Crisis Recovery Fund

- \$10,000 disbursed to 5 affiliates from FY20 fundraising efforts
- The CDFI Rapid Response Program awarded \$1,000,000 to Habitat Minnesota to help fund ongoing Disaster Response & Recovery efforts.



# Fundraising & Lending

Habitat Minnesota applies for and distributes funding, unlocking key financial support. The Loan and Grant Program also offers financial reviews, policy and procedure guidance for Habitat and its funding programs, and staff training in loan and grant program guidelines. Habitat Minnesota coordinates the Habitat 500 Bike Ride, an annual event in which riders raise funds for Habitat affiliates, resulting in over \$5.6 million raised for Habitat since 2002.

## Fiscal Year 2021 Highlights

**Habitat Minnesota Loan Program:** \$1,663,700 was disbursed to 7 affiliates.

**Federal Home Loan Bank (FHLB) Funds:** \$99,000 was disbursed to 7 affiliates and helped fund 10 homes.

**Recycled Impact Funds** (funded by Minnesota Housing): \$73,300 was re-disbursed to 4 affiliates.

**2020 Second Mortgage Fund:** \$240,000 was disbursed to 8 affiliates.

**NEW Owner-Occupied Repair Program:** \$35,350 was disbursed to 2 affiliates.

**The Habitat 500 Bike Ride:** The first-ever Habitat 500: Bike @ Home disbursed \$235,149 across the state, country, and world!

- 17 Minnesota affiliates raised funds, receiving a total of \$153,506.
- The event had 144 riders, our highest number in recent history, and came from as far away as Guatemala!
- Riders raised funds for 37 different Habitat affiliates.



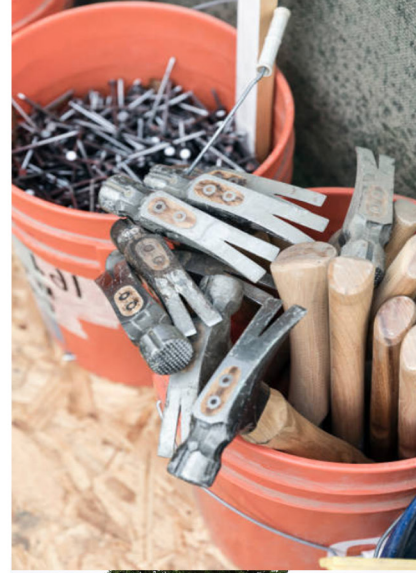
As a Community Development Financial Institution (CDFI), Habitat Minnesota puts the community first and values local economic growth. CDFIs are mission-driven financial institutions. To become a certified CDFI, the financial institution must have a primary mission of promoting community development; provide financial products and services; serve one or more defined low-income target markets; maintain accountability to the community it serves; and be a legal non-governmental entity.



# Our Mission.

Habitat for Humanity brings people together to build homes, community and hope.

Through advocacy, collaboration, and leadership, Habitat for Humanity of Minnesota advances the work of Minnesota's Habitat for Humanity affiliates to create and preserve affordable homeownership.



# Our Vision.

A world where everyone has a safe, stable, and affordable place to live.



# Our Priorities.

Deepen Habitat's impact in strengthening communities

Optimize the Habitat affiliate network



Be a bold voice for affordable homeownership

Advance organizational resilience and sustainability



## A MESSAGE FROM HABITAT MINNESOTA

Racial Equity, Leadership, Growth and Resilience, and Community: the four core values Habitat Minnesota centers in pursuit of our mission to bring people together to build homes, community, and hope.

This past year, Habitat Minnesota leadership created a new strategic plan to chart our path forward to move these values from words into action throughout our state. We learned a great deal throughout the year about the Habitat network, the needs Habitat for Humanity affiliate leaders have throughout the state, the challenges our communities are facing, and our ongoing ability to innovate and thrive, even during a season filled with challenges we never thought we'd have to overcome.

We achieved great things including securing a historic investment through our state for affordable homeownership, connecting affiliates with every one of Minnesota's federal lawmakers, providing countless trainings and networking opportunities, and, most importantly, producing and preserving affordable homeownership opportunities for 263 families statewide. This year's report highlights the great work of the Habitat Minnesota team. We're proud to celebrate the work with gratitude for the support of our donors, volunteers, foundations, Habitat 500 Riders, and affiliate leaders. Habitat's mission is one that requires every member of the community, and we are thankful for the gifts given to this work.

The successes and learnings of 2021, combined with our new strategic plan for the next four years, set our organization up for success in striving to deepen Habitat's impact in Minnesota. Centered on the values noted above, Habitat Minnesota is focused on ending racial disparities in homeownership, increasing affordable ownership opportunities for low-income households, supporting a thriving and optimized Habitat network in Minnesota, advancing our organizational resilience and sustainability, and continuing to be a bold voice for affordable homeownership. As a colleague shared with us recently, everyone is talking about affordable housing, and Habitat Minnesota is poised to move those conversations into strong, bold action so more families can own a home and our state can close the racial gaps in homeownership. As you read this report, we hope you are inspired to join us in this continued pursuit where everyone has a safe, stable, and affordable place to live.



*Cristen Incitti*      *Julie Gugin*

**Cristen Incitti, Habitat Minnesota President and CEO**  
**Julie Gugin, Habitat Minnesota FY2022 Board Chair**

## Financial Snapshot.

**Fiscal year 2021 ended with a positive net balance. Total revenue, which includes interest income, program fees, and contributions, was \$1,158,378. Operating income exceeded operating expenses by \$189,414. At fiscal year end, Habitat Minnesota showed total assets of \$31.5 million, total liabilities of \$28.6 million, and net assets of \$2.9 million.**

## FY21 Board of Directors

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Aubrey Albrecht, MN Multi Housing Association	Geri Hickerson, Northwoods Habitat
Bret Busse, <i>Secretary</i> , Fathom Consulting	Emma Kasiga, MN Dept of Employment & Economic Development (DEED)
Mary Jayne Crocker, Bridgewater Bank	Jill Kiener, Excelsior Group
Katie Cumming, Winthrop & Weinstine	Cathy Lawrence, Twin Cities Habitat
Deb Flannery, <i>Treasurer</i> , Evernorth	Ruth Lunde, Community Member
Doug Gettle, Community Member	Kevin Pelkey, Lakes Area Habitat
Marjorie Grevious, Temple Within	Grant Piller, Piller Financial Group
Julie Gugin, <i>Vice Chair</i> , MN Homeownership Center	Kevin Worden, <i>Chair</i> , Two Rivers Habitat
Mike Haley, Community Member	
Vincent Henry, Edina Realty	

## Staff

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Dawn Hill, Loan & Grants Coordinator  
Cristen Incitti\*, President & CEO  
Kaitlyn Meyers\*, Communications & Events Project Manager  
Brianna Murphy\*, Events & Communications Associate  
Becca Seidel\*, Loan & Grant Portfolio Director  
Kristin Skaar\*, Advancement Director  
Jon Slock, Accountant  
Susan Thompson, Loan & Grant Program Director  
Diverge Finance Team\*, Vice President of Lending & Finance

\*denotes current staff member

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