



Habitat for Humanity®

Orange County, NC

Annual Report

Fiscal Year 2023



Letter from the CEO

You likely have heard the African proverb: **“If you want to go fast, go alone. If you want to go far, go together.”** When I reflect on the results of this past year, I am inspired by what we accomplished – together. Purchasing a home in Orange County is getting farther out of reach. Yet many people come together each day to build homes, communities, and hope. **I want to take a moment to say thanks.**

Our staff are the foundation of all we do. Now 30 people strong, these team members are deeply committed to fulfilling the Habitat mission. Each day they build homes, raise funds, balance budgets, coach homebuyers, and repair floors. We are incredibly fortunate to have such bright staff leading our efforts. **Thank you.**

The Board of Directors is a volunteer group that helps govern and guide the organization. These volunteers regularly devote time to planning the future of Habitat. They are thought-partners and cheerleaders, supporting the staff at every turn. **Thank you.**

Some of Habitat’s most committed volunteers are on the construction site. From raising walls to building cabinets, painting trim to measuring siding, these folks expand Habitat’s capacity to build more homes each year. Many of these volunteers have been with us for decades. **Thank you.**

The cost of construction continues to increase, making local financial support even more critical. This past year, supporters donated a record amount to our organization – which led to a record number of new homes and repairs throughout the county. **Thank you.**

We know we cannot achieve our vision alone. Our local elected officials, government staff, and other housing nonprofits help support and complement our work, serving the people that we cannot. As Mother Teresa once said, “You can do things I cannot. I can do things you cannot. Together we can do great things.” **Thank you.**

Last but not least, our homeowners are our daily inspiration. Their stories of courage and resilience remind us not to give up. Committed to a brighter future for themselves and their families, Habitat homeowners balance first-time homebuyer classes with raising kids and working full time jobs. It is an honor to partner with them to achieve their dreams. **Thank you.**

2022-2023 was a banner year for our organization. Orange Habitat built a record number of new homes, ramped up our repair program, and served our homeowner families in more intentional and connected ways. **YOU are one of the countless individuals who came together to make this happen.** Alone, we are one drop. Together, we are an ocean.

Jennifer

Jennifer Player

President & CEO, Habitat for Humanity of Orange County



Impact at a Glance

215
hours of homeowner
education

4,246
hours of sweat equity



16
new homes

19
home repairs

1,864
volunteers

21,399
volunteer hours



970
families impacted
since 1984



22
international projects funded

\$100,000
global tithe giving



Advocacy in Action

The Triangle welcomes more than 70 new residents daily. As people continue to flock to the area, housing prices and demand have skyrocketed. Affordable housing options are scarce. **In Orange County, a person earning minimum wage would need to work 166 hours each week to afford the average two-bedroom apartment.** Our community's most vital workers, including hospital and school employees, cannot afford to live in the cities in which they work. This also takes a toll on their families and the broader community.

Habitat advocates at the federal, state, and local levels for policies that support affordable housing. **Orange County has celebrated several major wins over the past year.** The Town of Carrboro and Chapel Hill invested historic levels of funds from the American Rescue Plan Act (ARPA) for new units of affordable housing. An expedited review amendment to The Town of Chapel Hill's Land Use Management Ordinance (LUMO) has reduced both the time and costs associated with building affordable homes. The Chapel Hill Town Council also voted to reserve approximately one-quarter of the 36-acre property the town owns on Legion Road for affordable housing.

Key community partnerships and collaborations are crucial to these efforts. Habitat is a founding member of the Orange County Affordable Housing Coalition (OCAHC). The coalition consists of nonprofit housing developers, service providers, advocacy groups, and local government partners with a common goal of providing housing opportunities for all.

Habitat has also been a leader in The Chamber for a Greater Chapel Hill-Carrboro's Big Bold Ideas initiative. Orange Habitat's CEO, Jennifer Player, chaired a steering committee of community leaders to develop affordable housing strategies. **The goal is to create 1,500 new affordable housing units in our community in the next five years.** The Chamber also recognized Orange Habitat as the 2023 Innovation Award recipient at its annual Business Excellence Awards in June.

Habitat will continue to use our voice for change until everyone in Orange County has a decent place to live.



Habitat's Progress

During this fiscal year, Habitat worked on 20 homes across three construction sites. This represents a 60% increase from our recent average of 11-12 homes per year. **Habitat will maintain this increased rate of construction as we build 20 homes per year at Weavers Grove.** Our Home Repair team is also scaling up to ensure more of our low-income neighbors can stay in their homes. We plan to double the program's impact over the next five years.

As we build more homes, we have approved more homebuyers into our Homeownership Program than ever before. Still, fewer than 5% of applicants are approved. With a recent shift to online applications, **we can better analyze applicant data to gain valuable insights into the barriers people face on their path to homeownership.** To address these barriers, we work with trusted community partners, including The Marian Cheek Jackson Center, El Centro Hispano, and the Refugee Support Center. Staff at these organizations received training on how to help prospective homebuyers complete their applications.

Habitat also partnered with UNC's Community Practice Lab on community-building activities. They helped create new ways for homebuyers to connect with each other. This includes **sweat equity hours now being able to be earned through participating in community-building activities.** Committing to the health and well-being of their communities will help them become more successful homeowners. Habitat will continue these efforts to build relationships and connections among the diverse residents at Weavers Grove.

Since 2020, Habitat supporters have contributed more than \$8.1 million to the historic capital campaign for Weavers Grove. The campaign helped make the 32-acre site development and community amenities a reality. The community also donated a record-breaking \$2 million this fiscal year to fund our construction and repair work. Thanks to supporters like you, **we can continue to build homes, communities, and hope in Orange County.**

Where We Are Building

NORTHSIDE, CHAPEL HILL

Habitat is building four new homes at Gattis Court in the historic Northside Neighborhood. These homes are within walking distance of the Hargraves Community Center and a few blocks from the Habitat homes on Cobb Street.

The original homes belonged to long-term Northside residents Stella and William Gattis. After they passed away, their family partnered with the Northside Neighborhood Initiative. This partnership works with the neighbors to decide the future of properties in the community. When Habitat bought the property, it contained only one house. Now, four affordable homes are on the site. **These homeowners will join over 75 other families Habitat has partnered with in Northside.**

One of these homes was made possible thanks to a **significant contribution from the Coastal Credit Union Foundation.** This partnership honored Coastal's newly-retired CEO, Chuck Purvis and his wife Gail.

"My mission as CEO of Coastal has always been to serve our members, and the communities where we work," said Chuck Purvis. **"Gail and I are honored to be a part of giving back to the community in a tangible way."**



FAIRVIEW, HILLSBOROUGH

Odie Street in Hillsborough was Habitat's primary construction site for the past three and a half years. The first volunteer shift was in March 2020. A few weeks later, COVID-19 struck and stay-at-home orders took place. Volunteers did not return for 4 months. Supply chain issues also made it difficult to get materials. Despite these early setbacks, **Habitat completed construction on the 24-home neighborhood in the Fall of 2023.**

Various groups donated volunteer hours and funds toward this site. One of these partners is **Blackfin Real Estate Investors and Iron Fish Construction.** They funded the construction of a home and brought together employees from across the country to volunteer.

"For us, this day means a lot. We strongly believe in putting people first and we care about our team, clients, and the well-being of the community we do business in," said Co-Founder and Managing Partner Andy Buchanan at the dedication. **"We couldn't think of a better partnership than with Habitat to put those words into action."**

Each year, **Habitat partners with Orange County Schools through the "Hands for Habitat" program.** Orange High School students spend part of the school day building a Habitat home in Fairview. Robert (Bob) Therman has taught this construction course, while **Hillsborough based PHE, Inc. funds the materials for the home.**

Bob retired at the end of the 2022-2023 school year after 9 years with Orange County Schools. He began his career as a contractor and dedicated his life to construction. He found the most joy teaching students. Over 14 years of the program, **many graduates have obtained jobs in various trades or pursued higher education.**

"Bob Therman was a true Career & Technical Education teacher. He provided students with 'book lessons' and hands-on practicals to learn a skill in the trades industry," said Shannon Braxton, Director of Cultural Arts and Career & Technical Education at Orange County Schools.

"He brought his own industry-related skills and passion into the classroom and on the job site for students to learn workplace skills. Orange County Schools will miss Mr. Therman."





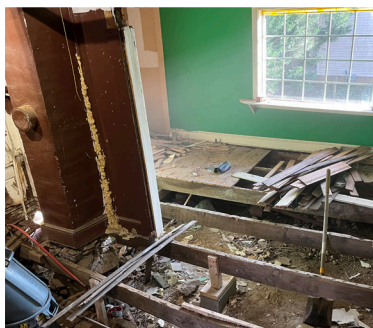
Homeownership

Paw Paw has always had a dream of becoming a homeowner and providing a safe and stable home for her family. Born in Myanmar, she only lived there for a short time. She spent much of her childhood in a refugee camp in neighboring Thailand. Her family, including sister Ree Ree who now serves on Habitat's Board of Directors, moved to Chapel Hill in 2006. **Paw Paw's parents applied to purchase a Habitat home in the Phoenix Place neighborhood in 2010.** She lived there until 2017 when she moved out with her own family.

"My parents' Habitat house has been a memory of all the people we know, all the people who helped us. We invite them to all our events," said Paw Paw. **"When we look at photos of my parents' living room or the backyard, I remember lots of memories in that living room.** Birthdays, thank you events, my parents' 25th anniversary, we do a lot in that living room."

Paw Paw blends her two passions of teaching and working in her community through her work as the Youth and Children's Program Coordinator at Transplanting Traditions Community Farm. In this job, she teaches youth about the culture from their home country and how to cook traditional dishes. This love for her heritage shined through on her Habitat move-in day in August. She hosted a housewarming party that featured many of these special dishes shared with friends, family, and neighbors.

"Without Habitat, a family of refugees would never be able to afford a home. It would take them a long period of time. Nothing has ever excited me as much. Something like this, to get the approval, is such a huge step to not have to worry about purchasing a home that you could never afford. **I'm excited to have something that I own and the memories that I can create with my kids."**



Home Repair

Joel has lived in Hillsborough most of his life, except for the time he spent in the US Air Force. **He currently lives in his parent's 100-year-old home in the historic district of Hillsborough.** He raised his children there after their mother passed away.

"My brother and I only ever lived in apartments. **This home was truly our first time living in a house,**" said his daughter Mariah. "Up until college, this is where we were. We always had this place to return and lay our heads."

After one of Joel's legs was amputated in July 2022, his daughters Mariah and Crystal saw that his home needed repairs before he could return home from rehab. They applied for mobility modifications and to fix his sinking floors. **Once Habitat staff assessed the home, they realized that the work needed to preserve the home and make it safe was substantial.** Joel lived with his sister next door for a year during the extensive repairs.

Repairs completed include replacing the flooring and subflooring, updating the plumbing and electrical wiring, and accessibility modifications including bathroom updates and a ramp to his front door. The investment of the repairs came out to more than \$40,000. **Carrboro Plumbing partnered with Habitat in a big way, volunteering hours of expert labor to replumb the whole house and donating materials for the work.**

"I've enjoyed watching them come out and work on the home," said Joel. "This is not the house that I left behind. I just can't believe it."





Volunteer

Sue moved to Chapel Hill in 2009 and hasn't looked back. She lived in the north most of her life and was looking for somewhere else on the east coast to retire. Sue and her husband loved the hospitality of the Triangle area. **"When we moved in, the neighbors showed up with housewarming gifts and welcomed us. We are all still very close friends now,"** said Sue. She spent her career as a software engineer and enjoyed the chance to spend more time outdoors in her garden after she retired.

"I felt like doing something worthwhile. I was hoping to meet new people and find a sense of community, and I definitely found that here," said Sue. **"It's also a great way to learn new skills: applicable things I could then take and put to work at home."**

Since working with Habitat, she's been able to **spend a lot more time outside getting her hands dirty, as well as make connections with people her age.** Not long after she started volunteering, she joined the 'Regular Crew'. She then trained to be a Crew Leader, leading small volunteer groups in specific tasks. Sue has volunteered long enough to see a home on Odie Street from start to finish and is still learning more every day. "I started with zero skills and after a few years I feel quite competent, so I enjoy teaching that to others. But every week I'm still learning something new. The supervisors and experienced volunteers are more than welcoming. I hope I'm still out here in 20 years with them."

While Sue has made a community with her peers, it is spending more one-on-one time with the new volunteers that she enjoys the most. She especially enjoys working with young students. Sue hopes to **inspire other volunteers to deepen their engagement and become crew leaders or donors with Habitat.** "I hope I have some small part in that."

Community Ambassador

Every year, millions of people dedicate their time and talent to supporting nonprofits. Few go as far above and beyond as Betsy Blackwell.

Since Betsy's retirement from financial services, she has dedicated her time to making an impact wherever she lives. Her passions include education and housing, among other social justice issues. **It was during her time living in Europe that she was first connected to Habitat.** She led a number of Habitat volunteer builds to Portugal along with her teenage children.

When she moved back to Chapel Hill, she connected with our local Habitat affiliate. She has since become a pivotal part of the organization and is one of our most active ambassadors in the community. **Betsy represents Habitat as the 2022-2023 Board Chair and a co-chair of the Weavers Grove Capital Campaign** alongside Mimi Hock. She has met with countless supporters to share her passion for Habitat. Betsy and her husband John have hosted special fundraising events at their home in addition to being leadership donors.

"Betsy is a brilliant connector, fundraiser, and advocate who shows up for Habitat in countless ways," said Shanell Smaw, Habitat's Vice President of Development. **"It has been an honor to learn from and work alongside Betsy during this period of transformational growth. The benefits of her leadership will be realized for years to come."**





weaversgrove

Weavers Grove is a first-of-its-kind mixed-income community. It will offer affordable homeownership to Habitat families as well as market-rate buyers. **Of the 225 homes, 102 will be built and sold affordably to Habitat homebuyers.** White Oak Properties and Garman Homes will build the remaining condominiums and single-family homes. Weavers Grove will offer Chapel Hill homebuyers a new 'missing middle' opportunity. On May 20, the community gathered at the site to celebrate the project's ongoing success.

At this event, **Habitat announced the street names to honor key partners and volunteers.** These include former Executive Director Susan Levy, long-time donor Blanche Clark, former Board Chairs Rich Leber and Elam Hall, site planner the late David Godschalk, and capital campaign co-chairs Betsy Blackwell and Mimi Hock.

A plaque on the entry sign to the neighborhood commemorates the significant contributions of Bruce Ballentine as pro-bono Project Manager. He worked to help with the earliest designs, select our market-rate building partners, and lead donor tours. **Without his help, we could not have brought this community to fruition.** Earlier this year, Governor Roy Cooper honored Bruce with the Governor's Medallion Award for Volunteer Service.

Fundraising for the capital campaign began in the spring of 2020 and was set to continue through December 2024 with an original goal of \$5 million. Due to increased construction costs during the pandemic, the goal grew to \$7.5 million. **As of June 30, 2023, nearly 300 donors had contributed \$8,171,885.** This allowed Habitat to surpass the campaign goal 18 months ahead of schedule. These funds supported site development and community amenities. For the next five years, annual operating support will fund vertical construction of the Habitat homes.



Along with these generous donors, the Town of Chapel Hill made a historic monetary investment. The Town awarded the development \$1.85 million dollars, the largest single contribution to Weavers Grove and in the organization's history. Combined with the previous funds for infrastructure, **The Town of Chapel Hill's total contribution to Weavers Grove exceeds \$3.4 million dollars.**

To date, **Habitat has approved 16 families for homes in Weavers Grove.** One of these homebuyers is Sparkle, a mom of two children, one of whom has special needs. With Habitat, she is building an affordable home with accessibility modifications to meet her family's needs.

"What I am most looking forward to is the mental, physical, and emotional stability for me and my family," said future homeowner Sparkle. **"Sitting in my living room listening to all the memories. Thank you for helping my dreams of owning a home come true."**

Weavers Grove will strengthen the fabric of our whole community. The neighborhood is thoughtfully designed to promote connection between people of all ages, races, and socio-economic backgrounds. **Visit www.weaversgrove.org to learn more.**

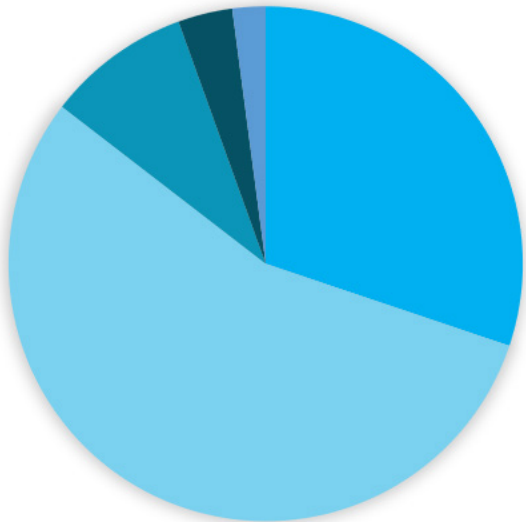


Financials

Revenue

- 55% \$4,955,238 Contributions and Grants
- 30% \$2,703,973 Houses sold and financed
- 9% \$811,219 Mortgage Payments
- 4% \$306,974 ReStore Income
- 2% \$186,803 Other Income

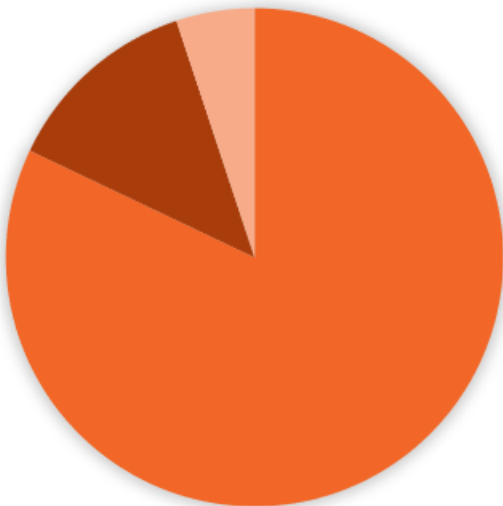
\$8,964,207
Total Revenue



Expenses

- 82% \$4,849,908 Program Services
- 13% \$759,576 Fundraising/Communications
- 5% \$301,272 Management

\$5,910,756
Total Expenses



These numbers are preliminary. Full audited financials will be posted at www.orangehabitat.org once available.

Thank you to our supporters

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