

Habitat For Humanity South Sarasota County, Inc. (Venice)



SUMMARY

Mission

Habitat for Humanity South Sarasota County is part of a global, nonprofit housing organization operating on Christian principles that seeks to put God's love into action by bringing people together to build homes, communities and hope.

Contact Information

Primary Address	280 Alligator Dr Venice, FL 34293-
Alternate Address	Habitat ReStore South Sarasota County 1400 Ogden Road Venice FL 34293
Phone	941 493-6606 229
Alternate Phone	941 493-0529
Email	ddanmeyer@habitatsouthsarasota.org
Website	www.habitatsouthsarasota.org
Facebook	HabitatSouthSarasota
Twitter	HFH_So_Sarasota

General Information

Nonprofit	Habitat For Humanity South Sarasota County, Inc. (Venice)
Organization Does Business As (DBA)	

Habitat for Humanity South Sarasota County, Inc.

Former Names

Habitat for Humanity Venice Area

Tax Exempt Status

Public Supported Charity

Incorporation Year

1992

State Charitable Solicitations Permit

Yes Apr 2017

State Registration

0

BACKGROUND & NEEDS

Impact Statement

Since 1992, Habitat for Humanity South Sarasota County, Inc. has made great strides towards our mission to build or rehab affordable, safe housing for those in need in south Sarasota County.

Freed from the stress and worry of unaffordable and unacceptable living conditions, families can find firmer footing and follow a path that can lead to improved health, better education outcomes and financial stability.

Needs Statement

1. On-going resources to build new affordable homes - the cost to build a Habitat house from development of lot to finished product is \$140,000.
2. Affordable lots - we need \$20,000 to \$30,000 to purchase each buildable lot.
3. New septic system for the Venice ReStore.
4. Sponsors for our Brush with Kindness program.
5. Hurricane Irma Lost Income Assistance (we estimate a loss of \$25,031 between expenses and lost income):
Due to power loss at our corporate office and both Restore locations, we incurred pre and post storm unexpected expenses that included: two generators, fuel, UPS, USB & hard drive, hurricane supplies (batteries, flashlights, tarps), 22 ballasts, repair to North Port ReStore's security cameras and internet. Total expense was \$3,497. The Venice Restore was closed for 7 days, losing an estimated income of \$17,150.00. The North Port branch was closed 8 days and lost an estimated \$4,384. A total of \$21,534 of Restore income lost to Hurricane Irma.

Background Statement

Since 1992, HFHSSC has been building homes in communities of Osprey, Laurel, Nokomis, Venice, North Port and Englewood Florida. The need for Habitat homes in south Sarasota County has never been greater. Workers in many of southwest Florida's service occupations are now dedicating more of their paychecks toward housing than they can financially afford. According to a study by the Center for Housing Rising Policy, soaring home prices and rental rates have made housing expense for workers in south Sarasota County well beyond average wages during the past two years. Even when home prices were affordable, amassing a sufficient down payment or getting access to credit posed barriers for many working class families" said Bill Russell, ED, Sarasota Housing Authority. The hardest hit with this latest economic home downturn are the families who qualify within the economic guidelines for Habitat for Humanity housing.

As a multifaceted organization operating as a home builder, social services agency and retail store our mission is to build and sell safe, decent, affordable housing for families in need. We all know the impact a new house can have on a family and that impact creates a ripple effect throughout our economy.

Habitat houses are ENERGY STAR certified. Building 'green' helps keep our families within their budgets assuring long term sustainability and stability for the homeowners.

Statement from the Board Chair

The changes that a new house brings a family are a sense of worth, high self-esteem and a sense of belonging to a community.

Newly constructed homes and home renovations have positive economic effects on our community's tax base and business climate throughout our local and state economies.

Sarasota's economic success is dependent upon a large number of service-trade employees, a field in which

the majority of our partner families work. In many occupations, workers do not earn enough to rent a modest apartment or buy their first home. Development plans for Sarasota County include 20,000 new houses in the south Sarasota county area. These housing units will create a demand for additional service workers which will result in an ever-decreasing inventory of available affordable housing.

Many service-trade employees have seen little or no effective increase in earnings for many years and rely upon government programs; including housing subsidies to make ends meet. These programs come at great expense to taxpayers, and as the cost of housing increases, as it is in Sarasota County, the demand for these programs and the subsequent cost to taxpayers will increase too.

According to the US Department of Housing and Urban Development, the Fair Market Rent for a three-bedroom, two-bath home is \$1,295 a month. Habitat Partner families' mortgages are between \$650 and \$750 a month.

Whenever decent and affordable housing is an option, hope follows. We build to give families a better future, transform communities and give hope a place to flourish. Together, we will continue to build hope alongside those who need it most.

Statement from the CEO/Executive Director

The ability to offer hope is at the heart of Habitat for Humanity. We partner with families to give them a chance to move out of poverty, to gain assets, and to give their children a chance to have a healthy environment in which to grow. When people feel surrounded by those who want to help them solve their own problems, lasting transformation takes place. This creates dignity and lasting independence.

Hope is growing. In our fiscal year 2014 – 2015, Habitat moved eight more families into safe, decent houses. The financial support *you* provide makes all we do possible.

Some of my favorite moments with Habitat homeowners and volunteers are the house dedication ceremonies that I am so privileged to attend. At the dedication of the Tray home, six year old Ryan was presented with a handmade quilt. He immediately ran to the far corner of the house, placed the quilt in the closet and claimed that bedroom as his own. Shannia Tray and her children had lived with relatives and this is the first time her Ryan and his sister, Shyanne, each have a room of their own.

We believe that both new and improved homes are intricately tied to better opportunities for children and their parents. Our partner families, their futures and the lives of all those who help them achieve homeownership are never the same. *We are grateful for your support.*

Areas Served

FL- Sarasota

Habitat for Humanity South Sarasota County, Inc. serves the south Sarasota County communities of Osprey, Nokomis, Laurel, Venice, Englewood and North Port.

Service Categories

Primary Organization Type	Housing, Shelter
Secondary Organization Type	Housing, Shelter
Tertiary Organization Type	Housing, Shelter

PROGRAMS

Affordable Housing

Description	Habitat builds, with volunteers, new affordable, energy efficient homes and rehabilitates area foreclosures, for local residents whose incomes fall between the 30% and 80% average median income range in Sarasota County. They must have the need for housing, be willing to partner with Habitat for over 300 hours of sweat equity and be able to pay the 30 year no interest mortgage. Families, seniors and veterans that qualify must go through a defined selection process and interview with our Family Services department and an twelve hour trial run at our construction site. They also must attend financial education and first time homebuyers classes in addition to saving a down payment of \$2,150. The program takes our applicants about a year to complete before they purchase their home. Habitat then services the mortgages and provides a mentor for support for the life of the 30 year mortgage commitment.
Budget	Budget below is PER HOME. \$140,000.00
Category	Housing, General/Other Housing Development, Construction & Management
Program Linked to Organizational Strategy	Yes
Population Served	At-Risk Populations Other Economic Level Families
Short Term Success	Building hope for local families through affordable home ownership.
Long Term Success	To eradicate poverty housing in South Sarasota County. To give the dream of home ownership to those that normally would not qualify for a conventional home loan.
Program Success Monitoring	Mortgage collection each month and personal contact with each homeowner.
Program Success Examples	Since 1992 we have to date (4/2017) built, sold and rehabilitated 125 homes in South County.

Habitat ReStore

Description	At our two ReStore locations in Venice and North Port, gently used clothing, furniture, appliance, building materials and home goods are collected and sold to benefit Habitat's affordable housing program. We also collect aluminum cans to recycle. In the last five years the ReStore proceeds have provided the funding to build six new homes for families in our communities.
Budget	\$300,000.00
Category	Environment, General/Other Recycling
Program Linked to Organizational Strategy	Yes
Population Served	Families Children and Youth (0 - 19 years) Adults
Short Term Success	HFHSSC has been successful as a local employer in our community that has not only created local jobs but has encouraged community volunteers to be part of an affordable housing solution in their area. Habitat is also building awareness in the public about recycling more and how Habitat's mission works through partnerships.
Long Term Success	Since the ReStore opening in 2007, the proceeds from the sales of donated items has built six affordable Habitat homes and has recycled tons of metals that have kept many larger materials out of our local land fill.
Program Success Monitoring	Monthly status reports document expenses and revenues. A ReStore committee also meets monthly to discuss strengths and weaknesses.
Program Success Examples	The building of six safe, secure and affordable homes in South Sarasota County from the stores proceeds and the selling of those homes to Habitat partner families.

Comments

Program Comments by Organization

We build to offer families the opportunity for a better future, to transform communities and to give hope a place to flourish.

Too many families know the worry and wear of not having a decent place to call home. Too many families know the impossible tradeoffs that must be endured to afford acceptable shelter.

When you partner with more needy families, you help us create stability, security and hope for them and renewal, vitality and vision for our communities.

In fiscal year 2015 - 2016, 95% of funds was spent on program.

MANAGEMENT

CEO/Executive Director

CEO/Executive Director	Ms. Deidre L Danmeyer
CEO Term Start	June 2014
CEO Email	ddanmeyer@habitatsouthsarasota.org

Experience

Dee Danmeyer, Executive Director of Habitat for Humanity South Sarasota County is not a new face to the affordable housing industry. Dee has been working with Habitat for Humanity for 15 years, nine were with the Orlando Affiliate.

A native of Maryland, she worked as the Director of a small Habitat affiliate in Frederick, Maryland prior to moving to Florida in 2005. Dee brings to south Sarasota County experience in building energy efficient large Habitat communities.

Dee attended Towson University, has completed Leadership Frederick and Leadership Orlando programs as well as Strategic Perspectives in Non Profit Management at Harvard Business School. Dee is a founding board member of Habitat Florida (the state support organization for the Florida Habitat affiliates) and is a former Chair of the board for that organization. She was appointed to the Orange County Mayor's Sustainable Committee from 2012-2014. Dee was most recently appointed to the Sarasota County SHIP Affordable Housing Council in 2016.

Former CEOs/Executive Directors

Judith H. Wilcox
Oct 2004 - June 2014

Senior Staff

Aimee Holmes
Chief Development Officer
Brian Scott
Director of Family Services
Michael Sollitto
Construction Manager

Staff & Volunteer Statistics

Full Time Staff	15
Part Time Staff	8
Staff Retention Rate %	99
Professional Development	Yes
Contractors	1
Volunteers	860
Management Reports to Board	Yes

CEO/Executive Director Formal Evaluation	Yes
Senior Management Formal Evaluation	Yes
NonManagement Formal Evaluation	Yes

Collaborations

- State of Florida
- Sarasota County Government
- Laurel Community Center
- Goodwill/Goodhomes
- Community Housing Trust of Sarasota County
- Homeless Coalition
- All Faiths Food Bank
- Sarasota County Libraries
- Sarasota Reading Council
- North Port High School
- Venice High School
- American Red Cross
- Publix Supermarkets
- Local Garden Clubs
- Local mission groups

Comments

Management Comments by Organization

The major management challenge is limited funding for additional staff to increase capacity.

GOVERNANCE

Board Chair

Board Chair	Mr. Stephen Long
Company Affiliation	Long, Sparma, Long
Board Term	July 2016 to June 2018
Board Chair Email	mstephen_longjr@ml.com

Board Co-Chair

Board Term	July 0 to June 0
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Board Members

Name	Affiliation	Status
Bill Ahern	Island Time Spirits & Gourmet Market	Voting
Richard Ayers	retired CEO	Voting
Annie Boone	Isphording, Bechtold & Sharrer, P.A.	Voting
Blaise Casellano	Castle Air	Voting
Joe Dalton	Babe's Plumbing	Voting
Joe Justice	retired	Voting
Michael Stephen Long Jr.	Merrill Lynch Financial Advisor	Voting
William Mackay	Coastal Living Remodelers	Voting
Tom Meyn	Community Volunteer	Voting
Elizabeth Natherson	STAR Student	Voting
Susan Rosenbaum	Retired	Voting
Mark Smith	Owner Smith & Waggoner, CPA, PA	
Laurie Sparr	Venice Regional Bayfront	Voting
Jon Steketee	Inn Keeper	Voting
Dennis Stroer	Calcs Plus	Voting
Wayne Welsh	Gulf Shores REalty	Voting
Bill Werdell	Calusa National Bank	Voting

Board Demographics - Ethnicity

African American/Black	0
Asian American/Pacific Islander	0
Caucasian	17
Hispanic/Latino	0
Native American/American Indian	0
Other	0 0

Board Demographics - Gender

Male	13
Female	4
Not Specified	0

Governance

Board Term Lengths	3
Board Term Limits	3
Board Orientation	Yes
Number of Full Board Meetings Annually	11
Board Meeting Attendance %	79
Board Self-Evaluation	Yes
Written Board Selection Criteria	Yes
Percentage of Board Making Monetary Contributions	100
Percentage of Board Making In-Kind Contributions	25
Constituency Includes Client Representation	Yes

Standing Committees

Board Governance
Building
Executive
Finance
Development / Fund Development / Fund Raising / Grant Writing / Major Gifts
Volunteer

Comments

Governance Comments by Organization

There are over 2,000 non-profits in Sarasota County and finding board candidates who aren't over-extended is a challenge.

Every year, Habitat for Humanity International audits our policies and procedures for best practices.

FINANCIALS

Current Financial Info

Fiscal Year Begins	2017
Fiscal Year Ends	2018
Projected Revenue	\$2,725,385.00
Projected Expenses	\$1,932,691.00
Total Projected Revenue includes "in-kind" contributions/ donations	Yes
Endowment Value	\$0.00
Spending Policy	N/A
Spending Policy Percentage	0
Tax Credits	Yes

Capital Campaign

In a Capital Campaign	No
Campaign Goal	0

IRS Form 990s

Form 990
Form 990
990 2013-2014
990 (for Fiscal Year 2012-2013)
Form 990
990 (for Fiscal Year 2010-2011)
990 form
990 form
Form 990

Audit/Financial Documents

Audit
Audit
Audited Financials FY 2013-2014
Audit
audit
audit
audit

Solvency

Short Term Solvency

Fiscal Year	2016	2015	2014
Current Ratio: Current Assets/Current Liabilities	4.25	5.34	20.88

Long Term Solvency

Fiscal Year	2016	2015	2014
Long-Term Liabilities/Total Assets	13%	10%	10%

Historical Financial Review

Revenue and Expenses

Fiscal Year	2016	2015	2014
Total Revenue	\$3,792,431	\$2,758,298	\$3,272,161
Total Expenses	\$3,784,895	\$2,609,746	\$3,271,155

Revenue Sources

Fiscal Year	2016	2015	2014
Foundation and Corporation Contributions	\$0	\$36,933	\$0
Government Contributions	\$0	\$0	\$0
Federal	\$0	\$0	\$0
State	\$0	\$0	\$0
Local	\$0	\$0	\$0
Unspecified	\$0	\$0	\$0
Individual Contributions	\$1,235,798	\$1,259,599	\$1,212,265
Indirect Public Support	\$0	\$0	\$0
Earned Revenue	\$2,367,475	\$1,226,433	\$1,758,970
Investment Income, Net of Losses	\$5,709	\$7,366	\$14,067
Membership Dues	\$0	\$0	\$0
Special Events	\$104,168	\$106,059	\$172,127
Revenue In-Kind	\$508,390	\$499,220	\$422,742
Other	\$79,281	\$158,839	\$114,732

Expense Allocation

Fiscal Year	2016	2015	2014
Program Expense	\$3,653,632	\$2,468,313	\$3,123,747
Administration Expense	\$63,971	\$64,795	\$63,647
Fundraising Expense	\$67,292	\$76,638	\$83,761
Payments to Affiliates	\$0	\$0	\$0
Total Revenue/Total Expenses	1.00	1.06	1.00
Program Expense/Total Expenses	97%	95%	95%
Fundraising Expense/Contributed Revenue	5%	5%	6%

Assets and Liabilities

Fiscal Year	2016	2015	2014
Total Assets	\$5,417,377	\$5,189,925	\$5,067,174
Current Assets	\$1,194,771	\$921,886	\$3,736,776
Long-Term Liabilities	\$682,081	\$523,627	\$500,089
Current Liabilities	\$280,825	\$172,671	\$178,968
Total Net Assets	\$4,454,471	\$4,493,627	\$4,388,117

Top Funding Sources

Fiscal Year	2016	2015	2014
Top Funding Source & Dollar Amount	Home Sales \$1,489,482	Contributions, gifts, grants \$1,259,599	Home Sales \$1,325,960
Second Highest Funding Source & Dollar Amount	Contributions, gifts, grants \$1,235,798	ReStore \$844,719	Contributions, gifts, grants \$1,212,265
Third Highest Funding Source & Dollar Amount	Fundraising \$104,168	Home Sales \$374,545	ReStore \$294,826

Comments

Financial Comments by Organization

As with many non-profit organizations, securing sufficient funding to achieve the mission is an on-going challenge. As stated earlier, there are over 2,000 non-profits in Sarasota County. Many of our donors are "seasonal" and, therefore, we have a short window of opportunity to host fundraising events. We are trying to spread our efforts over three or four different events and placing less emphasis on one big fundraiser. We will participate in the Giving Challenge sponsored by the Community Foundation of Sarasota. Statistics show that most individuals still give more at yearend, therefore, we will focus on a more creative yearend appeal. I think three or four smaller "asks" is more appealing to our donors than one big ask.

In addition, we are always searching for more support from local and national foundations.

Financial Comments by Foundation

Financial figures taken from IRS Form 990 and audit documents. Assets & liabilities on 990s and audits reconcile. Total revenue per audits: \$2,236,595 (2011), \$2,577,980 (2010); \$1,299,260 (2009). Total expenses per audits: \$931,888 (2011), \$878,825 (2010), \$478,327 (2009). The value of donated merchandise is included as revenue in the financial statements. .

PLANS, POLICIES & LICENSES

Plans

Fundraising Plan	Yes
Communication Plan	No
Strategic Plan	Yes
Strategic Plan Adopted	May 2016
Years Strategic Plan Considers	3
Management Succession Plan	Yes
Continuity of Operations Plan	Yes

Policies

Organizational Policies and Procedures	Yes
Written Conflict of Interest Policy	Yes
Nondiscrimination Policy	Yes
Directors and Officers Insurance Policy	No

Risk Management Policy

Builders Risk
Automobile Insurance
Risk Management Provisions
Commercial General Insurance
Commercial General Insurance
Commercial General Liability
General Property Coverage
Workers Compensation and Employers' Liability
Business Income
Computer Equipment and Software

Whistle Blower Policy	Yes
Document Destruction Policy	Yes

Affiliations

Affiliation	Year
AFP (Association of Fundraising Professionals)	2012
National Association of Home Builder	2010
North Port Chamber of Commerce	2008
Venice Area Chamber of Commerce	2007
Southwest Florida Estate Planning Council	2010
	0
	0
Englewood-Cape Haze Area Chamber of Commerce	2012

	0
Economic Development Corporation of Sarasota County	2012
National Association of Home Builder	2012

Awards & Recognition

Award/Recognition	Organization	Year
Non Profit of the Year	North Port Chamber of Commerce	2010
Nominated 3 years in a row for Non Profit of The Year	Venice Area Chamber of Commerce	2012
Finalist for Non Profit of the year	Herald Tribune Group	2011
Sustainable Building Partner	Habitat for Humanity International	2011
Affiliate in Good Standing	Habitat for Humanity International	2012
Platinum Rated Energy Star Builder	Department of Energy	2012
Aura Award	Florida Green Building Coalition	2011
Best of 2014	Venice Gondolier	2015
Housing Innovation Award	US Department of Energy - Zero Energy Ready Home	2014
Housing Innovation Award	US Department of Energy - Zero Energy Ready Home	2015

Government Licenses

Is your organization licensed by the Government? Yes

Planning & Policies Comments

Planning & Policies Comments by Organization

Planning & Policies Comments by Foundation