



**Habitat for Humanity®**  
Saint Louis

# ANNUAL REPORT 2023



# A LETTER FROM OUR CEO

Habitat for Humanity closed on one house in 2023. But please don't think of that as a failure: let me show you how it's an exercise in tremendous patience towards a much greater goal.

We knew 2023 was going to be an exceptionally busy year. We partnered with several local non-profits and community organizations to expand our reach to more potential homebuyers. These partnerships also helped us qualify for financing through a loan of New Market Tax Credits; but those credits come with an expiration date, so we had to work fast. That meant putting construction ahead of everything else—because ultimately, it means we'll be helping even more families to be able to build and buy their first home in partnership with our mission.

Going into it, we knew we were asking a lot of our staff, volunteers, and especially our partner families who are working their way through our program. We took this leap of faith because I know we can count on others to see the big picture. A focus on building rather than selling in 2023 means that in the next two years, we should be able to close on at least 26 more homes! This is only possible because we are all willing to be patient—to look beyond the optics of a year with just one home sold and to see into the future where we are able to serve more families than if we'd passed on this opportunity.

Patience in the short-term means that we'll be able to build more houses – and close on more houses – in the long-term. Our new partner families are doing their part by working through 250 hours of sweat equity, and taking coursework in finances, budgeting, insurance and home maintenance. This year—and the next two years—we've asked them to be a little more patient than usual because it ultimately means that more people will find permanent shelter by purchasing a first home through our program.

My request for patience extends to you, and to all the good people who entrust us with their financial investment in our mission. Thank you for continuing to support us and for helping us to create a stronger, safer community by building affordable homes for hardworking, low-income families. Together, we're building a better St. Louis for all of us.

It is my honor to present you with our Annual Report for 2023, which outlines how your generosity translates to affordable housing and community development throughout neighborhoods in St. Louis. Once again, thank you for sharing our vision of a world where everyone has a safe, sustainable, permanent place to call home.



**Kimberly McKinney**  
**Habitat for Humanity Saint Louis CEO**

# HOMES UNDER CONSTRUCTION

**LA SAISON**



**LOOKAWAY SUMMIT**



**GRAVOIS PARK\***



**HYDE PARK\***



**OLD NORTH SAINT LOUIS\***



**GATE DISTRICT**



**UNIVERSITY CITY**



Rehabilitated homes as part of a partnership with Dream Builders 4 Equity, & Old North Saint Louis Restoration Group, and St. Louis Art Place Initiative.

# BY THE NUMBERS



**7,250+** -People who called to learn more about our services and our homebuyer program. For those who were ready to take the first-step toward buying a first home, we mailed a pre-screening application to start them on their journey toward homeownership. For low-income homeowners who were interested in our minor home repair program, we provided an application for services to determine if their needs and our offerings were a match. For those who need to do a little work on their credit score before applying for our homebuyer program, we provided referrals to local credit repair resources. All other inquiries were directed to agencies better suited to help them with their needs.



**23** -Houses under construction throughout the year. We partnered with other local non-profits and community organizations to build at a greater capacity this year with the long-term goal of creating as many affordable homes as funds, manpower, and time would allow.



**68** -Low-income homebuyers who were helped through our Minor Home Repair Program. Whether it was fixing a ceiling fan or stabilizing a gutter, home repairs make it possible for people of modest means to continue to live safely and with dignity in their own homes.



**1** -Family who closed on their Habitat Saint Louis home. In a year with so many houses under construction but not quite finished, one family took their first step towards a better life by signing up for a 30-year affordable mortgage through our loan pool, and took possession of their very own home.



**100%** -The amount of your donation that stays in the local economy, building homes throughout St. Louis neighborhoods when you make your gift directly to our affiliate office on Grand Blvd. in St. Louis City. Simply put, local donations given to our local office build local homes.



# 2023 COMMUNITY PARTNERS

## Developer's Circle \$100,000+

- Anonymous

## Architect's Circle \$75,000+

- Wells Fargo Advisors

## Builder's Circle \$50,000+

- United Church of Christ Congregations

## Contractor's Circle \$25,000+

- AAA Missouri
- American Family Insurance
- Bank of America
- Manchester United Methodist Church
- US Bank Foundation

## Carpenters Circle \$10,000+

- Anonymous
- American Direct Marketing, Inc.
- Ameren Missouri Charitable Foundation
- Cisco Systems Foundation
- Estate of Betty Schnorbus
- Michael Heim
- Home Builders Association
- The Integra Group, Inc.
- Ladue Chapel Presbyterian Church
- Linda and John Loewenstein
- Rick and Mary Anne Roberts
- Estate of Katherine Rutter
- Daniel and Sallie Shipley
- Sievers Family Charitable Remainder Trust
- Simmons Charitable Foundation
- Spire
- Stifel Bank and Trust
- To the Glory of God
- Twain Financial Partners
- Raymond R. Van de Riet, Jr.
- Carole A. Voudrie

## Framer's Circle \$5,000+

- Anonymous
- Nancy Bales
- Big League Impact
- Marisa and Nicholas Botta
- The Carreden Group
- Judy Cromer
- The Bob Dempsey Fund
- Patricia Doyle
- Elm Tree Funds
- ESCO Technologies Foundation
- Mark and Peggy Holly
- Philip G. Hulse
- Martha Reitz Kratzer
- MEI Total Elevator Solutions
- Steven and Elizabeth Mills
- Allen L. Piles
- G. Stephen Robins
- Royal Banks of Missouri
- James and Bonnie Stockberger
- St. Johns Evangelical United Church Of Christ
- Travelers
- Edward and Lynn Wakefield



## Crew Member \$1,500+

- Rob Anderson
- Anheuser Busch Employees - Tap Into Giving
- Anonymous
- Anji Mountain
- A. Elaine Barnhill
- Joan and Jim Bates
- Shreve Bentley
- Amy Berg
- Thomas Biermann
- Mark Braun
- Brentwood Congregational Church Legacy Fund
- Jami Boyles
- Priscilla Bustamante Bennett

- Jerry G. and Shirleen G. Brown Charitable Fund
- Barbara Bushman-Goodman
- BRR Architecture
- William F. and Louise C. Bullock
- Jim Del Carmen
- Daniel Cannon
- Collaborative Strategies, Inc.
- Lucy and Eugene Ebersohl
- Enterprise Leasing Company of St. Louis
- General Growth Properties
- Daryl Gourley
- Greater Saint Louis Community Foundation
- Lita and John Hebert
- Marc Hirshman and Karen Handelman
- Gary Howard
- Lynne Johnson
- Abby Kepple
- KPMG Foundation
- Stephen Krchma
- Barbara Land
- Robert W. Lindecke
- Joy Martin
- Anita Daniel Marquitz
- Philip and Jeanne McDermott, Jr.
- S. Lee McMillan Charitable Foundation
- Montgomery Bank
- Edward O'Connor
- Pritchard Sports and Entertainment
- Constance Palmer
- Chris Roetheli
- Don and Nancy Ross
- Charles and Barbara Schrock
- Steven Scott
- John Short
- Floyd and Barbara Simmons
- Jennifer Sprague and Joseph Ippolito
- Suppiger Family Charitable Fund
- Pattye Taylor-Phillips and Matt Phillips Sr.
- Daniel Woltering
- Charlotte Williams
- Veolia

# IN-KIND DONORS

- All Surface Flooring
- Alside Supply Center
- ASER Inc.
- Casper Sleep
- Craftsmen Interiors Inc.
- Ferguson Bath, Kitchen, and Lighting Gallery
- Home Depot
- IBEW/NECA Electrical Connection
- Just Around the Corner INC.
- K&K Supply
- Laclede Groves Lutheran Senior Services
- Levelor
- Lowes
- Metro Lighting
- Mid-Am Build Supply
- Milford Kitchen and Bath
- Milford Plumbing Supply
- Ring Doorbell
- Schneider Electric
- Sherwin Williams
- Simpson Strong Tie
- St. Louis Carpenters Apprentice Program

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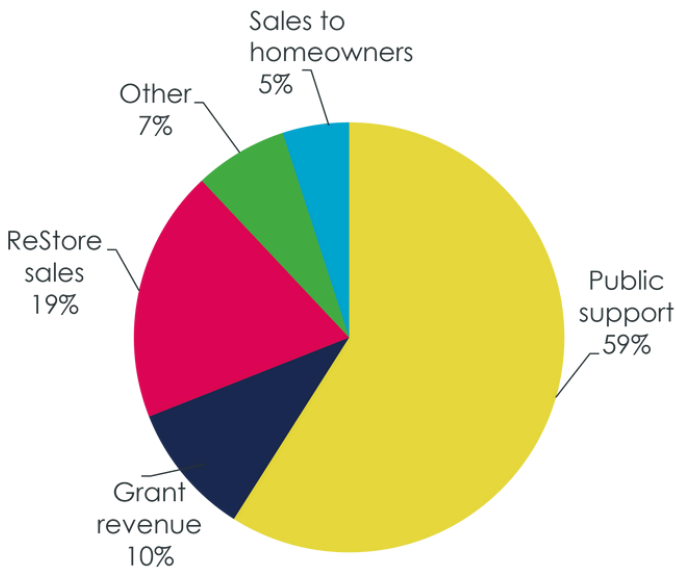
Habitat for Humanity Saint Louis works in partnership with numerous organizations, government entities, subsidy partners, and invested community members in order to keep building and driving community projects forward. We would like to say a special thank you to the following partners for their support of the Habitat for Humanity Saint Louis mission:

- ARCHS
- City of St. Louis Affordable Housing Trust Fund
- City of St. Louis Community Development Administration
- Missouri Department of Economic Development
- Smith NTMC Associates
- State of Missouri
- St. Louis Development Corporation
- St. Louis County Office of Community Development

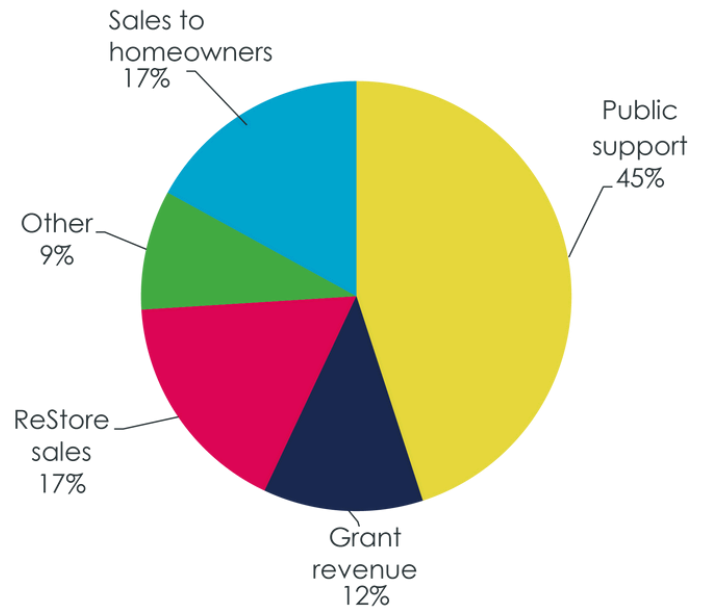
# 2023 EXPENSES AND REVENUE

NET ASSETS: 17,372,920 | SUPPORT & REVENUE: \$4,940,942 | EXPENSES: \$5,825,537

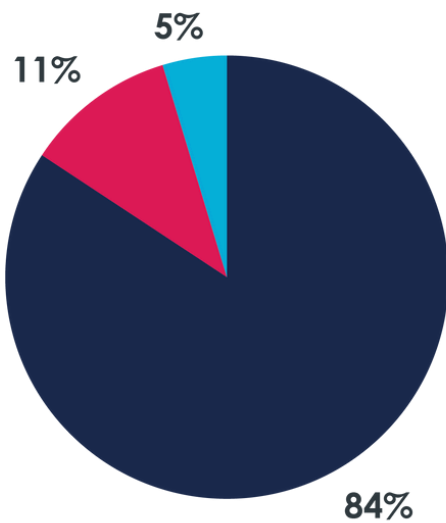
Year ended December 31, 2023 = \$4,940,942



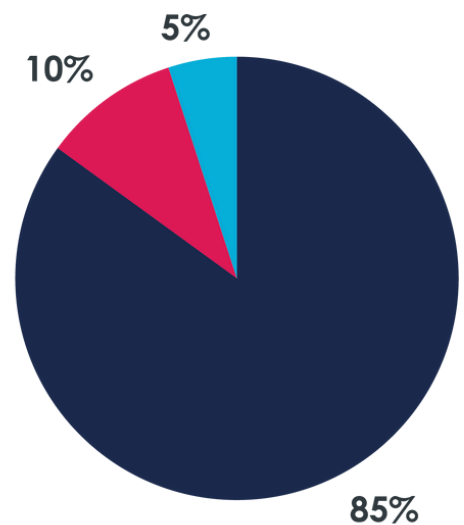
Year ended December 31, 2022 = \$5,275,749



Year ended December 31, 2023 = \$5,825,537



Year ended December 31, 2022 = \$5,811,887



- Program services
- Management and general
- Fundraising

# VOLUNTEERS BY THE NUMBERS

## CONSTRUCTION

Volunteers: 840

Hours: 7,558.25

## NON-CONSTRUCTION

Volunteers: 948

Hours: 2,477

The value of a volunteer hour in Missouri in 2023 was \$31.16 (Independent Sector).

Construction volunteers contributed \$235,515.07 and ReStore volunteers contributed \$77,183.32.





# BOARD MEMBERS

- Subash Alias
- Rob Anderson (EC Treasurer)
- Samantha Arvin
- Kim Batteast-Moore
- Amy Berg (EC President)
- Jared Boyd
- Jami Boyles (EC) At Large
- Keith Brooks
- Priscilla Bustamante Bennett
- Jim Del Carmen (President Elect)
- Judy Cromer
- Angela Eslinger
- Matt Guymon (EC) General Counsel
- Tiffany Harvey-Horton
- Phil Hulse
- LaDawn Ostmann (EC) At Large
- Brian Pratt
- Chris Roetheli
- Steven Scott
- John Short (EC) At Large
- Floyd Simms
- David Stiffler
- Raj Taylor
- Lauren Talley
- Pattye Taylor-Phillips
- Dan Weiss
- Stephen Westbrooks
- Kevin Wilson
- Paul Woodruff

## 2023 Alumni Board

- Marc Hirshman
- Malaika Horne
- Linda Loewenstein
- Howard Smith
- Nat Walsh
- Bob West



# 20 YEAR PARTNERSHIP

For 20 years, IBEW/NECA Electrical Connection has donated labor and materials to Habitat for Humanity Saint Louis homes. We are so proud to partner with IBEW/NECA Electrical Connection to bring union workers to provide electrical services on our new and rehabbed Habitat homes. Our homebuyers always have peace of mind knowing IBEW/NECA Electrical Connection worked on their homes!

“For 20 years, the IBEW/NECA Electrical Connection partnership has donated more than \$2 million in electrical work to Habitat for Humanity. We choose our charitable partnerships very carefully to ensure that the value of our donated services is maximized to deliver the greatest benefits to the community. Habitat for Humanity has always been great stewards of our donated labor and materials ensuring the families they serve have safe and reliable electrical installations.”

—Timothy P. Green, Executive Vice President, St. Louis Electrical Connection





Seeking to put God's love into action,  
Habitat for Humanity Saint Louis brings people  
together to build homes, communities, and hope.  
It is our goal to create a world where everyone has  
access to safe, decent, and affordable housing.

3830 South Grand Blvd. | St. Louis, MO 63118  
[www.habitatstl.org](http://www.habitatstl.org)