



**Habitat**  
for Humanity®  
of Suffolk

*Stronger*  
**TOGETHER**

# ANNUAL REPORT



**Habitat for Humanity®**  
of Suffolk

2020/2021



## *A Message From* **THE CEO**



It is hard to believe that a year has passed since I began my journey as CEO and Executive Director of Habitat for Humanity of Suffolk. In many ways this year flew by and in some ways “what a year the last week has been.” Pre COVID-19, the first 8 1/2 months of our fiscal year (July 1 – March 15) were dominated by laying the ground work for a new invigorated affiliate poised to increase house production by 30%. Then the world changed overnight. Our administrative staff began working from home, construction was shut down for 8 weeks and our ReStore was closed for three months, leaving us with a \$350,000 net deficit.

While the pandemic has presented many challenges for Habitat Suffolk, the need for a decent affordable home has never been greater. COVID-19 shines a spotlight on the affordable housing crisis in our nation, especially in Suffolk County. How can a person shelter at home when he or she does not have a decent shelter to call home? The outbreak has hit the most vulnerable areas the hardest, with an extremely high correlation between the areas with the highest infection rates and the areas where Habitat for Humanity of Suffolk builds. It is gratifying to know that because of the support from our donors, corporate sponsors and local government, Habitat for Humanity of Suffolk has been able to provide over 200 families in Suffolk County a decent affordable home in which to shelter. But there is so much more we can do.

I am proud of how the employees of Habitat for Humanity of Suffolk have stepped up to the challenges. Both ReStore and the new online store are showing a profit, despite “zoom fatigue” our administrative staff has not skipped a beat and the construction staff has demonstrated that even with few volunteers we can keep to aggressive build schedules and complete projects on time and get our Habitat families moved into their new homes.

Our biggest challenge in the year ahead is funding. The uncertainty surrounding the near term economic future, as well as the need to cancel or postpone in-person fundraising events, has put a serious strain on our abilities to raise funds. Our largest revenue stream is our Sponsor for a Day program, where companies provide funding to send their employees to build on one of our work sites. Without the ability to accept volunteer groups for seven months this important source of revenue went to zero.

While we are now accepting limited volunteers, many companies are reluctant to send their employees because of the continuing concerns surrounding COVID-19. We do not expect this to change in a meaningful way until the pandemic is brought under control.

I appeal to you to consider being extra generous this year. By contributing to Habitat for Humanity of Suffolk you are directly helping to solve the local affordable housing crisis and indirectly helping the local economy recover. A dollar donated to Habitat for Humanity of Suffolk leads to over two dollars of economic activity. And who can resist the smile of a little boy or girl when they jump up and down the first time they see their very own new bedroom or the look of joy and pride on the faces of our partner families when they sign the documents for their mortgage and purchase their new home. Imagine a world where everyone has a decent place to call home.

Lee Silberman  
CEO and Executive Director  
Habitat for Humanity of Suffolk, Inc.



Habitat for Humanity makes a tremendous impact on the lives of homeowners. Our work impacts health, environmental and educational outcomes; civic and social engagement; the financial stability of Habitat families; and local economies. This infographic details one component of our economic impact. See below to learn how Habitat's work contributes to our local economy by supporting jobs and purchasing local goods and services, creating a ripple effect that multiplies our investment to generate meaning impact.

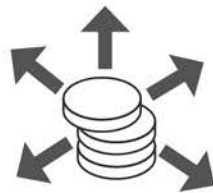
## Beyond the house:

# How Habitat's investments ripple across local economies

An economic impact analysis



Our work  
in 2019



# \$4,998,342

invested in operations, construction, rehabilitation and renovation

Our Impact  
in 2019

# 86



jobs supported,  
generating



# \$3,764,901

in wages paid into  
the local economy



# \$8,314,872

economic impact  
of Habitat's  
investments



# \$1.66

dollars injected into the economy  
for every dollar invested by Habitat



# \$434,122

in local and state  
taxes paid



## Top industries impacted:

1. Community food, housing, and other relief service
2. Construction of new single-family residential structures
3. Owner-occupied dwellings

A black and white photograph of a construction site. In the foreground, there are wooden forms for a concrete foundation. In the background, a group of construction workers wearing hard hats and safety vests are standing and talking. The scene is outdoors with trees and a clear sky.

# OUR MISSION

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities and hope.

## BOARD OF DIRECTORS

**BOARD CHAIRMAN**  
**RAYMOND HOMBURGER**

PSEG LI

**VICE CHAIRMAN**  
**RICHARD JOHANNESSEN**

Johannesen & Johannesen, LLP

**TREASURER**  
**JEFFREY DAVOLI, CPA**

AVZ-Certified Public Accountants

**SECRETARY**  
**MICHAEL LANTIER, P.E.**

H2M Architects + Engineers

LINDA BARRY, People's United Bank

ROBERT BENSON, National Grid

DAVE BRONDOLO, DBR Search

GINA FARESE, Marcor Construction & Roofing

SALVATORE FERRARA, Electrical Training Center

CARLOS HERNANDEZ, Metro-Rep

JEFFREY KUHR, Home Depot

GREGORY MASSI, Henry Schein, Inc.

MICHAEL MCKEOWN, P.E., H2M Architects + Engineers

ALAN SHEINWALD, Ned Stevens

SHARI LEE SUGARMAN, Sugarman Law PC

## OUR VISION

A world where EVERYONE has a decent place to live

## OUR PRINCIPLES

- ◆ Demonstrate the love of Jesus Christ.
- ◆ Focus on shelter.
- ◆ Advocate for affordable housing.
- ◆ Promote dignity and hope.
- ◆ Support sustainable and transformative development.





# DONORS

**\$100K+**

Island Outreach Foundation

**\$50K+**

Bank of America, Corp.  
PSEC Long Island

**\$20K+**

Bethpage Federal Credit Union  
PSEG Foundation  
Sterling National Bank Charitable  
Foundation

Donation statistics fiscal year: July 2019-June 2020

## A 2020 BEST PLACES TO WORK



Adhering to strict social distancing protocols and working remotely, the Habitat team has worked extremely hard pursuing many avenues to move forward our vision of a world where everyone has a decent place to live. The organization had to make modifications to the daily operations and procedures to rise to the challenge, while keeping our focus and commitment on our Habitat families and the community.

We will continue to do what we do best - BUILD & STRENGTHEN COMMUNITIES!





OUR WORK IS THE REPRESENTATION OF OUR COMMUNITIES COMING TOGETHER TO DO GOOD

**\$5K+**

AAA Northeast  
Albanese Organization, Inc.  
Alita Tile  
AVZ & Co PC  
AXIS Construction  
Benjamin & Seema Pulier  
Charitable Foundation, Inc.  
BNB Bank  
Breslin Realty, Corp.  
Dahlquist Foundation, Inc.  
Estee Lauder Inc.  
Fairfield Properties  
Frank J Antun Foundation  
H2M Architects + Engineers  
Isolation Dynamics Corp.  
Johnstone Supply  
Lowe's  
MSC Industrial Supply Co.  
NARI  
People's United Community Foundation  
Super Enterprises  
Teachers Federal Credit Union  
The M&T Charitable Foundation

**\$2.5K+**

American Eagle Outfitters Foundation  
American Regent  
Daniel Demarco & Associates, Inc.  
Investors Foundation  
J. Ratto Landscaping Ltd.  
Jefferson's Ferry  
JP Morgan Chase  
Katz, Zlotnick & Associates  
Long Island Board of Realtors  
Long Island Community Foundation  
Maharam  
Morgan Stanley  
New York Community Bank  
NYCB Foundation  
Smithtown Charitable Fund  
Sheet Metal Workers International  
TIAA Bank  
US Mortgage Group  
Veeco Instruments, Inc.  
VHB Engineering

**\$1K+**

Palermo Paving  
Cassone Trailer & Container Co.  
Gordon L Seaman Inc.  
Charitable Foundation  
Hunter Landscaping  
Ned Stevens Gutter Cleaning

## LOCAL & STATE GOVERNMENT PARTNERS

County of Suffolk  
New York State Affordable Housing Corporation  
State of NY Mortgage Agency (SONYMA)  
Suffolk County Land Bank Corporation  
Town of Babylon  
Town of Brookhaven  
Town of East Hampton  
Town of Huntington  
Town of Islip  
Town of Islip CDA  
Town of Riverhead  
Town of Southampton

Donation statistics fiscal year: July 2019-June 2020



# DOUBLE *your* IMPACT



Now more than ever, we are so grateful for the community that has funded, volunteered, celebrated, and advocated for Habitat Suffolk through the years. At a time when everything feels uncertain, we find comfort and encouragement knowing that you care about our mission.

**The mission and vision of Habitat for Humanity of Suffolk becomes more relevant every day.**

While much of the world has stopped, our mission to provide affordable housing in Suffolk County has not been placed on pause. Even before the COVID-19 pandemic hit, Suffolk County was facing extreme housing challenges. For decades, stagnant wages combined with insufficient supply to meet demand have pushed the cost of home out of reach for many families. Now, with wages and jobs cut as a result of the coronavirus, even more individuals are facing housing instability at a time when one's ability to be safely and affordably housed is integral to the health and safety of us all.

With your financial support, families can build strength, stability and independence with Habitat Suffolk by building a **safe and secure place to call home.**

**Give a gift**

Click to make a donation.

**\$100,000** *Grant*  
**OPPORTUNITY**



We are excited to share with you that **Island Outreach Foundation** has presented Habitat for Humanity of Suffolk with a \$100,000 matching grant CHALLENGE! From now until December 31, 2020, your gift will be MATCHED dollar for dollar, having TWICE the IMPACT on our Habitat families and your community! Providing affordable housing opportunities plays a critical role in building strong and stable communities. Your partnership allows us to extend a "hand up" to our Habitat families, empowering them to attain their dream to own a home and stay and flourish in Suffolk County.



# FAMILY *Spotlight*

**22%**

**SATISFIED  
MORTGAGES  
TO DATE**

*Building memories  
together*

## A HOME FOR MY FAMILY

"The first thing that comes to mind when I think about our life before Habitat is how extremely hard we worked to stay and afford a small and expensive apartment in which to raise our first child. I remember waiting impatiently by the phone to find out if we had qualified for the program. It meant the world to us to get approved by Habitat as the youngest family for the homeownership program.

Growing up, my husband and I struggled through school, as we did not have the resources for a good education. We both lost a parent at a young age and my husband did not grow up in the best living conditions.

I will never forget the first day we moved into our new home. We didn't have much to start with, but little by little we filled every room with the things we needed. We were so excited to unpack everything that we could not sleep. Since becoming a Habitat homeowner in 2010, we have had a few major milestones. Our 2nd daughter was born in 2012, our son was born in 2013, and this year we adopted two puppies, Tink and Tank.

I can't imagine life without our habitat home. I don't know where our family would be today if we would not have had this opportunity. Our home is our safe place, a place where we continue to build memories as a family.

By owning an affordable home we have been able to save money and give our family stability and a better future. There is nothing more gratifying than to know that THIS IS OUR HOME, our family's safe place, and it is ours."

- Marissa Q., Habitat Homeowner, 2010

*A brighter future...*





## The Next Generation of Leaders

Each year, nearly 40 high schools, colleges, and youth groups from Suffolk & Nassau Counties participate in our annual Student Build program. Working alongside fellow classmates and the Habitat homeowner family on a Habitat project is a building block of community service for the young people who volunteer their time. The students take pride in helping families move out of unacceptable housing into decent, affordable housing.

In addition to the community service hours students earn and the building skills they obtain, each year over 1,000 Long Island students are provided with the knowledge of how a nonprofit organization works and the impact supporting organizations like Habitat have on their communities.

One of the greatest things about the Student Build program is not just that one

more affordable house is built, but that the students will forever be part of something that has changed the life of another family - a family whose dreams are becoming a reality because of their volunteerism and dedication to making a difference in the world and supporting our mission - **to bring people together to build homes, communities, and hope.**

"Smithtown High School East's Habitat for Humanity Club has been volunteering for Habitat Suffolk since 2006. The mission statement has inspired our students and community to bring people together to build homes, communities, and hope. As advisors, nothing gives us more joy than volunteering with our students on a Student Build.

- Mary and Meg, Smithtown High School East Staff



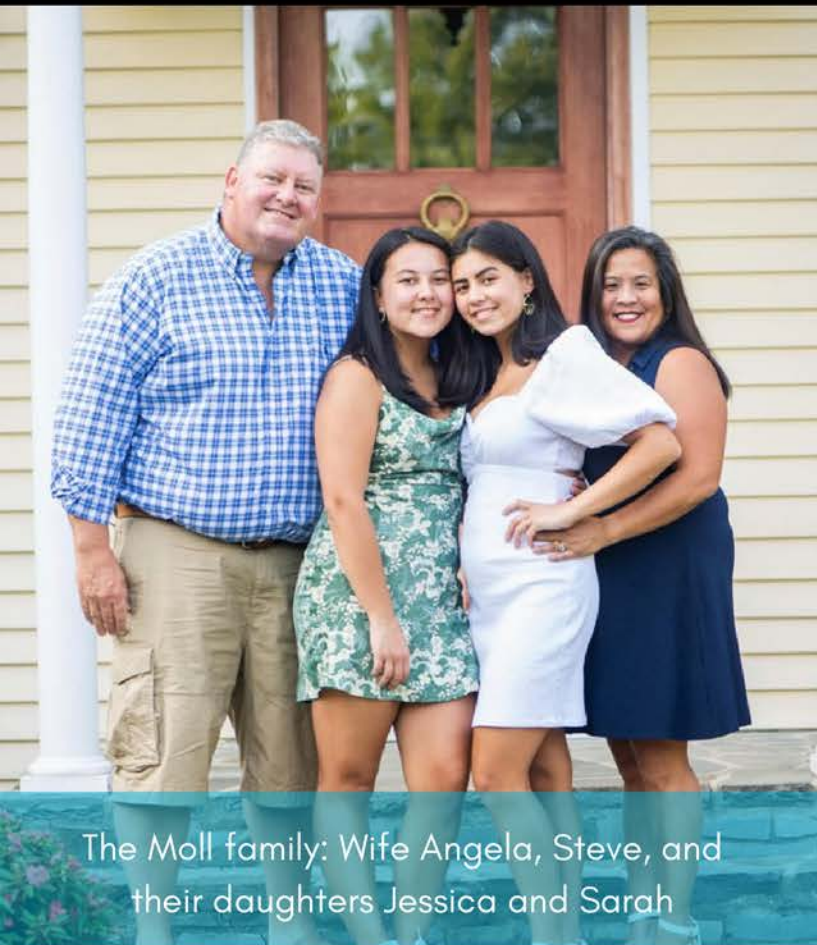
# VOLUNTEER Spotlight

## MEET TIM

"I have been a volunteer with Habitat Suffolk for the past 4 years. I worked as an electrical engineer until my employer went out of business. My electrical engineering skills and interests in construction led me to volunteer at Habitat. My favorite task onsite is climbing up on a ladder and getting to work, but one of the things I enjoy most is meeting the homeowners and working with them onsite to build their forever home. It's a great feeling to see how grateful the homeowners are for the opportunity Habitat has given them to buy their own home"



Volunteers give hours and hours of their time to build a home for someone else.



The Moll family: Wife Angela, Steve, and their daughters Jessica and Sarah

## Remembering STEVE MOLL

Steve was a warm caring soul that would light up a room with his sense of humor and wit. He was a dedicated husband to his wife of 26 years, Angela, and devoted dad to his teen daughters Jessica, 18 and Sarah, 16. Steve was committed to his community and volunteered for many organizations. His desire to help others less fortunate with his wood-working talent, carpentry, and home improvements skills was the driver for volunteering with Habitat Suffolk for the last ten years. He organized numerous volunteer build days with the Rotary Club and enjoyed bringing his family to help on site. His passion to help others made a huge impact in many lives. Steve will forever live in our hearts.



# 2020 CEO BUILD

*You helped make this possible!*

204<sup>th</sup>  
HOME

On October 5th, 30+ executives from Long Island companies were gathered to raise the walls of a new affordable home their companies helped to fund through our CEO Blitz Build program.

Located on in Springs, NY, in a hamlet of the Town of East Hampton, this home became our first in the Hamptons and the 204th affordable home build in Suffolk County.

We could not be happier to build a home for two local first responders who could not otherwise afford to remain in their community without our help. We are also grateful to our corporate sponsors and proud to partner with Ben Krupinski Builder which is helping us to build this home. We look forward to cooperating with the Town of East Hampton on future projects to increase the stock of affordable housing.

Ray Harden and Stratton Schellinger, principals in the East Hampton firm Ben Krupinski Builder, donated the company's time and skill to oversee the project. Ben Krupinski Builder worked with more than a dozen other companies to secure time and materials for the Springs house.



*Thank you for your support!*

Corporate sponsors: AVZ Certified Public Accountants, Bank of America, BNB Bank, Eagle Business Solutions, H2M Architects + Engineers, Harrison Design, Investors Bank, ITS Environmental, M&T Bank, Palermo Paving, People's United Bank, PSEG LI, SEKO Logistics, Signature Premier Properties and Wells Fargo.

## HABITAT HAMMERS UP THE HAMPTONS

*Habitat Suffolk awards new home to Springs Fire Department Volunteers*



"We are forever grateful to Habitat and the kindness of all those who will help fund and build our new home, allowing us to live in our community, continue to volunteer in the fire department and start a family together."

- Anthony & Cheyenne, Habitat homeowners



# This year **AT A GLANCE**

*We adapted to the challenges presented by the pandemic, prioritized safety, and continued to break ground on new builds and dedicate finished homes...*

## **THE BIG DAY**

A Habitat Home Dedication is a celebration held at the conclusion of the build and before the family moves in their new home. We recognize all the hard work and dedication the family, volunteers, and supporters have put in to get us to this point. On this day the new homeowners are presented with the keys to their forever home.



## Our first **VIRTUAL DEDICATION**

From the start of the pandemic, while working remotely, the Habitat team was hard at work pursuing many avenues to move forward our vision of a world where everyone has a decent place to live. The organization had to make modifications to the daily operations to rise to the challenge, while keeping our focus and commitment on our Habitat families and the Suffolk County community. Covid-19 prevented us from carrying out our traditional dedication ceremony, so we had to get creative. We did not want to delay the Velasquez family the opportunity to move into their new home and start this new chapter together. With the help of our dedicated staff we were able to celebrate our first virtual home dedication, overcoming another challenge during unprecedented times.



Watch Virtual  
Dedication  
Ceremony



## Bay Shore **HOME DEDICATION**

The home dedication and key presentation ceremony for Gerene and her daughter, Nishell, marked the resumption of in-person dedications.

*"Being a part of the Habitat family means that Nishell and I will be surrounded by hard working people that too have shared the same goals and hopes in providing something more for themselves and their families."*

-Gerene, Habitat homeowner



# WALL RAISE *Ceremony*

*Future home for the* **MARCHELEWSKI FAMILY**

## WOMEN BUILD

As part of our mission to strengthen communities by providing quality, affordable homes for families in need of a decent place to live, we raised the walls on a new home through our Women Build program for the Marchelewski Family. Women build provides an opportunity for women to take a proactive step in serving their communities. We continue to transform our homeowners' lives, and it is with this sense of pride and hope that we are ready to continue to break ground on new builds and dedicate finished homes even with the different challenges and disruption from the pandemic.



## MASTIC BEACH HOMEOWNER CHOSEN TO RECEIVE FREE ROOFTOP ENERGY SYSTEM FROM HYTECH SOLAR, IN PARTNERSHIP WITH HABITAT FOR HUMANITY OF SUFFOLK



*"Partnering with Habitat for Humanity of Suffolk is an excellent way to contribute to our community by doing what we do best – promoting cleaner and greener energy to preserve our environment and hold down energy costs. As a local, family-owned business, our interests and those of our community are the same."*

- Valerie Whelan, President, Hytech Solar

Despite eight surgeries and years of rehabilitation, Louis Fata requires a wheelchair and other assistance as the result of a robbery assault in the 1990s that left him with 18 fused vertebrae. His chairlift, dehumidifier and other necessary equipment consume a larger than normal amount of electricity.

Mr. Fata can now anticipate a much more energy-efficient future. On November 9th, he was presented with a certificate from Bay Shore-based Hytech Solar Inc., in participation with Habitat for Humanity of Suffolk, that entitles him to a free photo-voltaic rooftop installation. Mr. Fata was chosen from more than 56 eligible Habitat Suffolk homeowners who qualified for consideration because their monthly electricity bills exceed \$100 and they have been financially affected in some way by the pandemic.

Mr. Fata has been a member of the Habitat Suffolk family for several years. His home, in Mastic Beach, was built by Habitat volunteers and sponsors, and acquired by Mr. Fata under terms of a partially subsidized first mortgage from a bank and a low-cost second mortgage from Habitat.



## Suffolk County Creators of COVID-19 Medical Supplies

As the supply for personal protective equipment continued to be uncertain in our region, Habitat for Humanity of Suffolk actively took steps to help the medical community. Suffolk ReStore, Habitat's donation center which carries a selection of gently used building supplies and home furnishings, donated approximately 40 yards of fabric to be used to make homemade cloth masks for healthcare workers and staff.

The fabric was previously donated to ReStore by Maharam, a textile company in Yaphank. In partnership with the organization "Suffolk County Creators of COVID-19 Medical Supplies," the fabric was distributed to more than 600 volunteers across the island to sew masks and head wraps for medical personnel.

Onward  
**TOGETHER**  
neighbors helping neighbors!

## Stony Brook University Hospital's Trauma Unit

We were able to donate 200 N95 respirator masks and 1,750 disposable full body coverall suits to Stony Brook University Hospital's Trauma Unit. The donation allowed our organization a chance to do some good while our usual efforts to shelter lower income families were put on hold during the coronavirus (COVID-19) pandemic.

When he heard about the mask and equipment shortages hospitals were experiencing and continue to experience, our CEO reached out to the head of construction and asked if they had extra N95 masks to donate. She searched Habitat Suffolk's warehouse and all panel trucks for the masks—which the construction team use to protect their lungs from dangerous particles during certain phases of work—and gathered them for SBU Hospital.

In addition, Michael Mangiacapra of American Regent (a Division of Luitpold Pharmaceuticals, Inc.) had generously donated a huge number of protective, full-body coverall suits about a year ago to ReStore. Our staff jumped at the opportunity to help our healthcare workers and all 1,750 suits were delivered to the hospital's trauma unit.





# SHOP RESTORE FROM HOME! ONLINE STORE

[suffolkrestoreonline.com](https://suffolkrestoreonline.com)

shop and pay online,  
schedule a time to pick it up!

## *Turning challenges into* **Opportunities**

In March due to safety concerns, we made the difficult decision to temporarily close Suffolk ReStore. In light of this, we got a bit creative and officially launched our new **ONLINE STORE** on April 3. Customers can now purchase ReStore items online at the same low prices and have the option of making an appointment for a curbside pickup (to adhere to all safety guidelines).

We couldn't stop working because our Habitat families depend on us. Suffolk ReStore helps fund Habitat's quest to build affordable housing for local families in need.

Our administrative staff continues to work remotely to service our community and meet the needs of our customers. Critical projects, such as our online store, and other initiatives will continue to move forward, honoring the Habitat mission to bring people together to build homes and provide communities hope. This need continues to grow even greater during these difficult and uncertain times.

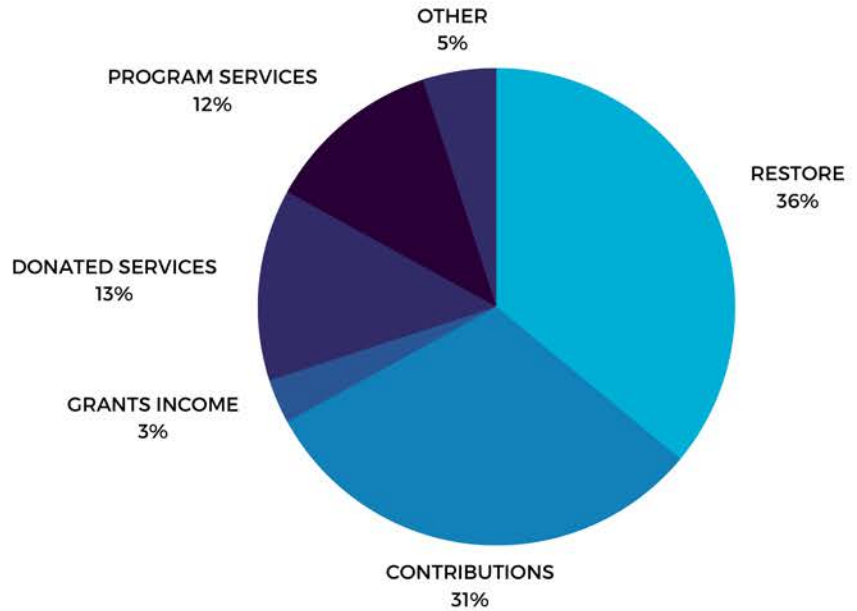




# FINANCIALS

## TOTAL REVENUE

**\$4,314,254**



**\$1,567,673 36%**  
**ReStore**

**\$579,070 13%**  
**Donated Services**

**\$1,318,882 31%**  
**Contributions**

**\$501,528 12%**  
**Program Services**

**\$137,835 3%**  
**Grant Income**

**\$209,266 5%**  
**Other**

## TOTAL EXPENSES\*

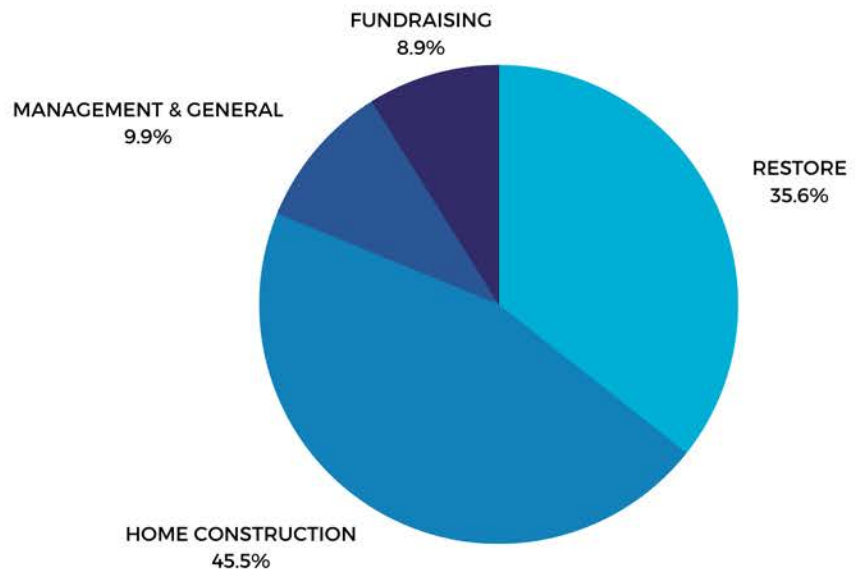
**\$4,331,149**

**\$1,975,227 46%**  
*Home Construction*

**\$1,564,381 36%**  
*ReStore*

**\$419,582 10%**  
*Management & General*

**\$371,959 9%**  
*Fundraising*



\*For Year Ending 6/30/2020



“During the height of the pandemic, when everything was shut down I needed a hot water heater. I was excited to find one on your newly launched online store. I quickly purchased it and safely picked it up at the warehouse, all thanks to your wonderful staff.”

—CAROLYN

Every purchase made at the ReStore not only uplifts your home, it allows us to build homes for families needing a hand.



\$1.3 M

TOTAL  
SALES

\$58.42

AVERAGE  
SALES

21,832

ITEMS  
SOLD

20

TONS OF WASTE  
DIVERTED FROM  
LANDFILLS

STATISTICS BASED ON SALES 2019-2020

## Follow Us



@suffolkrestore



@lirestore



@habitatsuffolkrestore



ReStore®

Habitat for Humanity of Suffolk

the store that helps build homes, community, and HOPE





everyone  
deserves a decent place to live

CONTACT US  
631 422-4828  
INFO@HABITATSUFFOLK.ORG  
WWW.HABITATSUFFOLK.ORG



Follow Us

