letter from the executive director

Dear Habitat Community,

While gratitude is a frequent theme for Pioneer Valley Habitat for Humanity, I believe FY17 is a year for which we can be especially thankful. In addition to the contributions of our wonderful partners who you see listed in this report, an anonymous donor left a bequest to Pioneer Valley Habitat for Humanity of $300,000. This gift is providing the working capital for us to try out new strategies for home mortgages and construction strategies that will make the work we do more sustainable for the future.

This generous bequest was enough to double cash donations for FY17, and we also were fortunate to have several other unique and unexpected sources of revenue.

1. One of our homeowners decided to use the equity in their home as a down payment for a new home. The new buyer of the Habitat home used a bank loan to purchase the house and our initial partner paid off their mortgage to Habitat.

2. We received 2 lots in Amherst from the town, 4 lots in Northampton from the city and in early FY18 a private individual donated a building lot in Northampton! We continue to foster partnerships for donations of land; some years are bountiful and other years we wait for opportunities.

3. We also had a banner year for in-kind professional services donations for the Hawthorne project in Amherst. Read further in this report to see a list of these generous local companies.

An anonymous bequest is providing the working capital for us to try out new strategies for home mortgages and construction strategies that will make the work we do more sustainable for the future.

4. A grant from the Community Foundation of Western Massachusetts supported our exploration into the roadblocks and opportunities for small homes as a new entry ramp to the dream of homeownership. We are now positioned to begin construction on our first round of small but “big enough” homes.

The bequest along with the mortgage payoff, several land donations and foundation support for innovation creates a spike in revenue for FY17 that we don’t expect to be able to reproduce every year. But with your help we can continue to gather the financial and human resources to leverage this banner year into more homes for our neighbors.

Our annual fundraising comes from many sources: local businesses, banks, individuals, foundations, the faith community – all contributing what they can. Some give at special events or by making grants, writing checks for home sponsorships, giving a monthly gift or an annual donation. It is this diversity of support from $10 monthly gifts to a one-time bequest that makes it possible for us to build strength, stability and self-reliance through affordable homeownership in Franklin and Hampshire Counties.

In gratitude,
Megan McDonough
## Statement of Financial Position 6/30/17

*rounded to the nearest thousands*

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 17</th>
<th>FY 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$519,000</td>
<td></td>
</tr>
<tr>
<td>Contributions and grants, receivable</td>
<td>51,000</td>
<td></td>
</tr>
<tr>
<td>Property escrow receivable, net</td>
<td>4,000</td>
<td></td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>2,000</td>
<td></td>
</tr>
<tr>
<td>Construction in progress</td>
<td>304,000</td>
<td></td>
</tr>
<tr>
<td>Other assets</td>
<td>5,000</td>
<td></td>
</tr>
<tr>
<td>Mortgages receivable, net</td>
<td>785,000</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$1,670,000</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$18,000</td>
<td></td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>19,000</td>
<td></td>
</tr>
<tr>
<td>Notes payable</td>
<td>220,000</td>
<td></td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$257,000</strong></td>
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</tr>
<tr>
<td>Unrestricted net assets</td>
<td>1,384,000</td>
<td></td>
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<tr>
<td>Temporarily restricted assets</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$1,413,000</strong></td>
<td></td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td><strong>$1,670,000</strong></td>
<td></td>
</tr>
</tbody>
</table>

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**Support and Revenue**

*assembled from audited financial statements*

*rounded to the nearest thousands*

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 17</th>
<th>FY 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home sales</td>
<td>$270,000</td>
<td>$280,000</td>
</tr>
<tr>
<td>Contributions</td>
<td>$98,000</td>
<td>$103,000</td>
</tr>
<tr>
<td>One time bequest</td>
<td>300,000</td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>96,000</td>
<td>103,000</td>
</tr>
<tr>
<td>Mortgage discount Amortization</td>
<td>62,000</td>
<td>55,000</td>
</tr>
<tr>
<td>Sale of house</td>
<td>57,000</td>
<td></td>
</tr>
<tr>
<td>In kind construction and other</td>
<td>70,000</td>
<td>38,000</td>
</tr>
<tr>
<td>In kind land</td>
<td>167,000</td>
<td></td>
</tr>
<tr>
<td>Events and other</td>
<td>48,000</td>
<td>40,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,168,000</strong></td>
<td><strong>$619,000</strong></td>
</tr>
</tbody>
</table>

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In FY17, PVHH received 45% of its total funding from unique (one-time) sources.

**more common sources of funding**

- FY17: $644,000

**unique (one-time) sources of funding**

- FY17: $524,000

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To build a house requires time, materials and know-how. To build a home requires all of those things as well as respect for community and our sense of belonging. Habitat for Humanity builds homes and I wanted to contribute.

--Anonymous individual donor of land in Florence
family selection committee

In the course of the year, three families were selected for Habitat homes

The committee consistently had eight members, with four new to the committee, four who said good-bye, and four who returned from previous years. We met as a whole committee every month during our selection cycles, augmented by several focused sub-committee meetings.

In the course of the year, three families were selected for Habitat homes: two for the Amherst/ North Pleasant St. duplex, and one for the Greenfield single family home. In the course of our work for the selection of these families, our activities broadly included:

- Two selection cycles. Over 73 people attended information sessions, 40 people submitted applications and 11 were eligible for the lotteries.
- Increased targeted marketing for qualified applicants.
- Partnership with Amherst Community Land Trust (ACLT) for the N. Pleasant St./Amherst duplex. ACLT representatives attended a number of committee meetings and accompanied committee members on home visits. The integration of our two agencies proceeded very well, with special thanks to everyone involved who wanted the partnership to be as simple and seamless as possible for the N. Pleasant St. families.
- Loan expansion to include United States Department of Agriculture/USDA loans. The USDA offers subsidized mortgages for low-income first-time homebuyers in rural communities.
- Partnership with Amherst Community Land Trust (ACLT) for the N. Pleasant St./Amherst duplex. ACLT representatives attended a number of committee meetings and accompanied committee members on home visits. The integration of our two agencies proceeded very well, with special thanks to everyone involved who wanted the partnership to be as simple and seamless as possible for the N. Pleasant St. families.
- Loan expansion to include United States Department of Agriculture/USDA loans. The USDA offers subsidized mortgages for low-income first-time homebuyers in rural communities.

Partnering with USDA will increase cash flow for Habitat to immediately invest in future homes.

- Strengthened interpretation and translation of materials for Spanish-speaking applicants. This goal from last year could not have been achieved without the skill and enthusiasm of PVHH office volunteer and Family Selection Committee member Lucia Spiro.

- Training and integration of new members on the Committee: we couldn’t have had such a successful year without our enthusiastic, qualified, and fun new members.

In the coming year, we hope to continue with the rather formidable goal of strengthening our targeted outreach in order to reach more potential Habitat families. Many thanks to Megan McDonough and the PVHH staff who helped us with amazing efficiency, clarity, and good spirits this year.
family support committee

provides mentors for Habitat partner families in the year prior to becoming homeowners and for one year after they close on their homes.

The primary tasks of the Family Support Committee are to provide Mentors for Habitat partner families in the year prior to becoming homeowners and for one year after they close on their homes, and to plan the new home dedication ceremonies. We also keep the Mentoring Handbook and the Future Homeowner Handbooks up-to-date.

We are currently a seven-member committee, and four of us are actively mentoring families. We held a double dedication this year, for the two families who moved into the homes at Hawthorne Farm in Amherst. It was a lovely event, with many Habitat employees and volunteers in attendance, along with the families and others from the community.

One of the goals we have been working towards is more frequent communication among our committee, the Executive Director and the crew leaders.

This past year we held a meeting with representatives from all three groups, and found it very helpful. We would like to make this a yearly event.

Montague Center and Turners Falls

We had initial conversations with the town planner about properties in these two locations. The town is considering alternate uses for these properties, but it was a positive connection with the Planning Dept and we hope to maintain communications about future potential sites.

Charlemont

Potential donation of a duplex. The house needs significant work and updating and we were concerned about cost feasibility and overseeing a renovation so far from our base of volunteers. We offered the owner through board member Christine Aubrey, realtor, help with listing and selling the property.

Deerfield

An RFP from the town to develop. We determined the requirement to build triplexes was a deal-breaker for us (sprinkler, controlled construction and other code requirements kick in at that level), however we sent the town a letter indicating our excitement and eagerness to partner in the development of this land if their requirements could be modified to fit Habitat’s expertise.

1 Garfield Ave, Northampton

This property was transferred to us in July, we look forward to breaking ground on our first small home on this site in the coming year.

Colrain

Potential donation (or very inexpensive sales) of a SFH from a Boston developer. The home needs significant work, including major foundation and drainage issues which were unfortunately cost prohibitive for us.

Amherst

Potential donation of a buildable lot, which we determined was cost prohibitive due to a long and complicated sewer connection.
In April 2014 the Town of Amherst selected PVHH as the developer of an affordable housing duplex on the site of the former Hawthorne Farm at 235 East Pleasant Street. The design and construction goal was a duplex that evoked the look of the original farm house and met or exceeded Energy Star energy requirements. The duplex consists of a 2-story unit with a connected 1-story unit, with each unit consisting of 3 bedrooms, living room, dining area, kitchen, 1 bath, ½ bath with laundry combination and an attached storage shed. The foundation, slab and two sheds were completed in September 2015 before construction was halted for the winter.

Construction resumed in April 2016 and was finished at the end of May 2017. The dedication ceremony was held June 4th and the two families moved in June 28th.

It's incredible. We love living in Amherst, living in town, the girls love walking to school. Their teachers have told me how much better they are doing in school, things are just getting better and better. Generally, our sense of well-being and the comfort of being where we need to be make all the difference. It's a very healthy feeling. Having a nice place to live and being able to live like this is something we can carry out into the world. I continue in my offer to help with future Habitat work any way I can.

--Tim, new Habitat homeowner
The construction of the 1-story home with two bedrooms, one bath, living room, dining area, kitchen, utility laundry combination and attached shed on land purchased by PVHH began in June 2018. This home designed by Austin Design Inc. will be equipped with solar panels donated by PV Squared and is expected to exceed Energy Star and stretch code energy requirements.

A wall raising ceremony was held in July. Students and staff from Franklin County Technical School are doing the plumbing, electrical and HVAC work. The goal is to complete the home in the summer of 2018.

The project is a partnership between PVHH and the Amherst Community Land Trust (ACLT). PVHH is building an affordable duplex based on the East Pleasant Street design on land ACLT purchased from the North Amherst Community Farm. Tree clearing began in February 2017 followed by the foundation in April and the wall raising ceremony in July. The goal is to complete the duplex in June 2018.

Working together that day brought us a powerful sense of teamwork and purpose. To create something out of raw materials that will help other families was inspiring. It was a day we will all remember. And we look forward to doing it again!

Riverbend Animal Hospital after their Team Build day, summer 2017
With our current Director of Development Amy Landry on board for more than three years, resource development for Habitat has developed a rhythm and consistency beneficial to the organization. This consistency has provided strength to the annual fall and spring appeals and other development activities. It has afforded the organization the ability to expand fund-raising ideas and opportunities. Donor challenges for matching gifts from both an individual and a foundation are case in point. While fund-raising via events is often a time consuming endeavor for a small organization, new ideas and organization continue to flow into the work behind our annual signature events FEAST for Habitat and Gingerbread Build. A well-organized auction (thanks to Lindsay Berry) and the introduction of some tiny houses for sale – birdhouses – made this year’s FEAST our most successful ever. Lastly, increased communications and meeting with larger donors from the individual and corporate world continue to produce solid results and long term partnerships.
community support

keystone sponsors ($10,000+)
Anonymous
Anonymous gift in memory of Jon Bekoff
Community Foundation of Western Massachusetts
Florence Bank
Massachusetts Clean Energy Center
Singing Field Foundation

cornerstone sponsors ($5,000 – $9,999)
Anonymous
Irwin Friman
Greenfield Cooperative Bank

foundation sponsors ($2,000 – $4,999)
Anonymous (2)
Janet and Booker Bush
Franklin First Federal Credit Union
PeoplesBank
Sinauer Associates

PeoplesBank is proud to support the good work of the Pioneer Valley Habitat for Humanity. By addressing the challenges of homeownership head on, you are providing an invaluable service to our community. Thank you.

Matthew Bannister, First VP Marketing & Innovation, PeoplesBank

building committee
Bart Bales
Helaina Balcanoff
Michael Broad
Bruce Coldham
Ryan Crandall
George Hollywood
Tom Jones
Charlie Klem, scribe
Walt Kohler, chair
Libby McLarty
Bill Noel
Gary Snyder
Jim Van Natta
Aaron Walker
Irene Winkelbauer

hawthorne farm build team leaders
Chuck Dauchy
Walt Kohler, chair
Charlie Klem

north amherst build team leaders
Walt Kohler, chair
Bruce Coldham

greenfield build team leaders
Helaina Balcanoff
Beth Paulson
Gary Snyder
Irene Winkelbauer
Jim Van Natta

gingerbread build chairs
Betty Duprey, corporate team recruitment
Mariah Kurtz, registration

feast for habitat chairs
Fred Andresen and Mariah Kurtz, registration
Nancy Bair and Carol Wood, logistics and decorations
Lindsay Berry, silent auction
Jennifer Therkelsen, food and beverage
Janna Ugone and Justin Roberts, birdhouse auction honorary chairs
Keith Woodruff, birdhouse auction staging

women build week steering committee
Libby McLarty
Mariah Kurtz
Carol Wood
Analee Wulfkuhle

regular office volunteers
Fidela Blank
Muriel Codwise
Lyn Heady
Jodi Kirchner
Lucia Spiro

graphic design volunteers
 Mareika Phillips
Kayla Fontaine

staff
LaVae Allard, bookkeeper
Lindsay Berry, volunteer coordinator
Mariah Kurtz, volunteer coordinator
Amy Landry, director of resource development
Megan McDonough, executive director

interns
Emily Behn
Pam Kimball
Maggie Krause
Congke Li
Monika Sharma
Sam Stettiner
future builders
($1,000 – $1,999)
Anonymous (3)
Lois Ansett
Sanford and Elizabeth Belden
Bike & Build
Coca-Cola of Northampton
Dietz & Company Architects, Inc
Jacob Ditkovski
John Ebbets
Fitness Together
Freedom Credit Union
Bridget Goggins
Goggins Real Estate
Habitat for Humanity
International
Walter and Wendy Kohler
Mi Tierra
Jean and Lynn Miller
Nicky D’s
Riverbend Animal Hospital
Susan Rothschild
UMass Amherst Habitat Chapter
Westhampton Congregational Church
Keith Woodruff
dream builders
($500 – $999)
Alina’s Ristorante
Edy Ambroz and Barbara Graves
Anonymous (4)
Christine Aubrey
Lindsay Berry
Bova, Harrington & Associates, P.C.
Marybeth Bridegam
Michael Broad and Rita Farrell
Broadsie Bookshop, Inc.
Bueno y Sano
Charlemont Federated Church
Coldwell Banker Upton-
Massamont Realtors
Martha and Frank Cutting
Delap Real Estate
Easthampton Savings Bank
Edwards Church
First Congregational Church –
Amherst
Thomas Giles
Janine Giles
Gavin Grant
Greenfield
Savings Bank
Lyn Heady
Julie Held and Thomas Martin
Helping Hand Society
Dianne Hobbs
Integrity Development &
Construction
Donna McCullum
Joanne Morrison
Sharon Mouton
Bill Noel and
Margaret Lucey
Northampton Vision Specialists
David Paul
Porth Associates Architects
David and Nancy Ratner
Tom & Sarah Rossmassler
Beverly Shaw and Thomas Bassett
Vasilios Tournoloukas
UMass Amherst Community Campaign
UMass Five College Credit Union
golden hammer contributors (committed monthly donors)
Anonymous
Dorothy Cresswell
Sarah and Roy Darling
Jeffrey Galbraith
Philip and Jane Hall
Christine Hannon
Lyn Heady
Doris Holden
Edith L. Hunsberger
Ralph Kendall
Joan Levy
Jeanne Lightfoot
Megan McDonough
Sharon Mouton
David Mullins
David Nelson
Richard J. Rubin and
Colleen C. Currie
Randi Shenkman
Susan Smith
Lucia Spiro
Claude Tellier and Ruth Hazzard
Frances Volkmann and Joan Cenedella
Cynthia Wade and Bob Page
Jim and Jane Wald
Kenneth G. Weaber
donors of in-kind goods and services over $500
Austin Design, Inc
Bacon Wilson, PC
Berkshire Design Group
The Black Sheep Deli
Blue Heron Restaurant
Marybeth Bridegam
Richard Chenevert
Cliff’s Smokin’ Backyard BBQ
Cowls Building Supply
Charles Daucy
The Dow Chemical Company
Energia, LLC
Eastworks
Esselten Café
C. L. Frank & Company, LLC
Franklin Technical High School
Friendly’s
Granite City Electric Supply Co
Armand Lamour
Melnik Law Offices
MJ Moran, Inc.
MurDuff’s Jewelry
Nicky D’s
Norsemann AV
Professional Drywall Construction, Inc
Provia Products
River Valley Co-op
JM Rodkey Inspections
Smith Vocational High School
Spoleto restaurant
Summerlin Floors
Ugone and Thomas
UMass Catering
UMass Fine Arts Center
Valspar Paints
Wagner Wood
Whirlpool
Whole Foods Market
Yale Locks
Yankee Home Improvement