

Regional Funding

Fiscal Year 2020 - Partner Funding Application

Greater Fredericksburg Habitat for Humanity

Agency Information

General Information

Agency Name Greater Fredericksburg Habitat for Humanity
Physical Address 2376 Plank Rd, Fredericksburg, VA, 22408, U.S.A.
Mailing Address PO Box 8265
Agency Phone Number (540) 891-4401
Federal Tax ID # 541737851
Web Address www.fredhab.org
Agency Email Address Cassie@fredhab.org

Agency Mission Statement

Bringing people together to build homes, community, and hope.

Number of Years in Operation 24

Main Contact

Main Contact Cassie Kimberlin, phone: (540) 891-4401, email: Patty@fredhab.org
Job Title Executive Director

Localities Served

Please select any/all localities your agency serves.

Caroline
Fredericksburg
King George
Spotsylvania
Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or

merged with another partner agency.

Our agency is the only one in PD16 providing affordable mortgage options to residents/homebuyers in King George, Fredericksburg, Spotsylvania, and Stafford. With affordable homeownership options, the housing crisis will worsen for local residents.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

In March 2016, the Nkeshimana family bought a single family home in the Chancellor Green neighborhood, just off of Route 3 in Fredericksburg. Moving from a cramped apartment to a home with a yard, two bathrooms, and enough bedrooms for everyone in the family is a huge improvement in daily quality of life. The affordable mortgage means the family can plan for the long-term, including college costs for the kids.

Example 2

In September 2018, the Phillips family moved into their single family home in Thornburg, close to I-95, work, and amenities. For the Phillips, it's the end of a long journey towards stability. Previously homeless, they worked hard with the help of local nonprofits to get back on their feet. Purchasing a Habitat home is a final step towards self-reliance for them, and will help them on their path to a stable retirement.

Example 3 (Optional)

As of October 2018, the Mohamed family are helping to build their own home in Thornburg, around the corner from the grocery store and I-95. Currently volunteers, including the adult members of their family, are helping to lay tile and paint walls. The Mohameds have graduated from the homeownership preparation course, which has improved their ability to budget, monitor their credit, and save for closing.

Greater Fredericksburg Habitat for Humanity

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

Administrative costs include insurance, salaries and benefits, rent, utilities, and transportation costs. Habitat for Humanity's administrative costs and partial program costs are covered by revenue from the Habitat for Humanity ReStore, which sells gently used home goods, appliances, and building materials.

ADDITIONAL BUDGET NOTE: The actual budget for FY2018 shows a loss, which is made up of a land basis adjustment due to the sale of land. Actual cash flow was positive, however the land was valued as an asset for more than its sales price.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

Not applicable - we are requesting assistance with program funding.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

Not applicable - we are requesting assistance with program funding.

Capital Expenses

Please provide an overview of the capital costs for your agency.

Costs represented in budget consist of construction costs, including a segment of infrastructure costs for a cul-de-sac to be built in Fredericksburg over 2019 to 2022.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

The request for \$19,997 from the City of Fredericksburg is to help defray the costs of installing infrastructure in Fredericksburg to extend sewer, water, and power lines as well as the road along South Street. These improvements will allow for the construction of five affordable single-family homes in the city over the next several years.

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

At this time, personnel costs at Habitat are not projected to increase significantly. If there is a significant increase, it will be to hire an additional construction supervisor to help monitor multiple home sites.

Please provide a description of any changes to agency benefits structure or cost.

From July to September of 2018, Habitat added an employee option for healthcare and a 401K plan.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

HOME/HUD and USDA funding doesn't directly impact us but it does provide funding for Habitat for Humanity International and Habitat Virginia. At times, through a defined process that is usually a competitive grant, Greater Fredericksburg Habitat for Humanity can benefit from this funding. These programs benefit from wide bipartisan support in Congress, and proposed cuts over the past two years have been voted down in both houses of Congress.

On the state level, the Neighborhood Assistance Program (NAP) provides state tax credits for donors which has been a great incentive for charitable giving. Greater Fredericksburg Habitat for Humanity has provided public comments encouraging the legislature to expand the availability of these credits.

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

Neighborhood Stabilization Program (NSP) funds recycle over time and therefore are not always available. We plan strategically to take advantage of funding availability, especially as this program provides a direct subsidy to Habitat homebuyers.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

Greater Fredericksburg Habitat for Humanity has been pursuing appropriate training and certification for Qualified Loan Origination and OSHA Competent Safety Personnel. These are part of an increasing regulatory framework for nonprofits that originate mortgages and build homes, and will be an ongoing certification process for the organization.

Greater Fredericksburg Habitat for Humanity

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Salary	597,910.00	682,174.00	710,423.00	717,232.00	738,749.00
Benefits	0.00	0.00	0.00	37,200.00	39,316.00
Operating Expenses	585,083.00	965,700.00	1,109,174.0 0	1,376,428.0 0	1,451,428.00
Capital Expenses	0.00	0.00	0.00	50,000.00	0.00
Other Expenses	35,912.00	35,000.00	38,387.00	82,000.00	70,460.00
Total	1,218,905.0 0	1,682,874.0 0	1,857,984.00	2,262,860.0 0	2,299,953.00

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Caroline	0.00	0.00	0.00	0.00	0.00
Fredericksburg	0.00	0.00	0.00	0.00	19,997.00
King George	0.00	0.00	0.00	0.00	0.00
Spotsylvania	7,000.00	7,000.00	7,000.00	7,000.00	7,700.00
Stafford	4,750.00	4,750.00	4,750.00	6,000.00	6,000.00
United Way	20,625.00	0.00	14,265.00	15,000.00	15,500.00
Grants	35,147.00	105,594.00	157,339.00	226,250.00	244,876.00
Client Fees	0.00	0.00	0.00	45,064.00	24,000.00
Fundraising	429,025.00	412,379.00	576,638.00	955,986.00	964,224.00
Other (Click to itemize)	969,550.00	1,339,504.00	975,350.00	1,007,560.00	1,017,656.00
Total	1,466,097.00	1,869,227.00	1,735,342.0	2,262,860.0	2,299,953.00

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
			0	0	

Surplus / Deficit

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Surplus or Deficit	247,192.00	186,353.00	-122,642.00	0.00	0.00

Greater Fredericksburg Habitat for Humanity

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

N/A

City of Fredericksburg

Planning for five homes to be added onto South St within the next five years

King George County

King George has a homeowner with an affordable mortgage through Habitat for Humanity

Spotsylvania County

In 2018, three new home builds were in Spotsylvania County (two near Thornburg, one next to Fredericksburg City line)

Stafford County

Recent builds in Stafford include two homes off of Garrisonville Road

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Affordable Homeownership and Community Development
Is this a new program? No

Program Contact

Name Patty McGee
Title Patty McGee, Director of Homebuyer Services
Email Patty@fredhab.org
Phone (540) 891-4401

Program Purpose / Description

Provide an overview of this program

Homebuying:

Potential homebuyers are eligible if they make between 30 and 60% of Area Median Income (AMI - indexed by county/city of residence). They are required to complete homeownership education and one-on-one pre-purchase counseling and financial coaching. They are also required to complete up to 500 hours of volunteering, including 150 hours working on their own home.

Applicants are evaluated holistically and in compliance with appropriate housing and fairness laws. Required checks include credit history, criminal background, financial resources, and debt.

In addition, Habitat receives thousands of inquiries every year from residents looking for appropriate services. Our team works to refer inquiries to the appropriate services for their needs and geographic location. Our Director of Homebuyer Services tracks referrals and that data is included as a subset in the demographic data.

Notes on Individuals Served: In the accompanying chart, individuals are categorized based off of their residency during their time in the program, not the locality in which they purchased a home.

Client Fees

Please describe the fees clients must pay for the services by this program.

Please also include how those fees are determined and if any scales are used, or if determinations are made on an ability to pay basis.

Fees are consistent and not administered on a sliding scale. At the time of application candidates pay a fee to cover the cost of a credit check. Approved candidates will pay an additional credit check fee at the time of closing. If the candidate is still eligible to proceed on the day of closing, they will pay a down payment at closing and enter a contract to pay a mortgage. The final mortgage is the primary service offered by Habitat for Humanity and is not strictly speaking a fee. However, it does require payment from the client.

Mortgages are paid on a monthly basis and administered free of charge by the Virginia Housing Development Authority (VHDA). If mortgage payments are made late, VHDA may require payment of a late fee or other administrative fees.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

Housing costs are increasing year over year, and affordable homeownership is growing more out of reach every year for local working families, retirees, and disabled residents. Improving access to homeownership improves the quality of life in the region for everyone by helping to expand the property tax base and improve the supply of affordable housing. These outcomes also attract and retain employers to the region.

If this is a new program, be sure to include the benefits to the region for funding a new request.

N/A

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

Services are offered in the City of Fredericksburg, as well as the counties of King George, Spotsylvania, and Stafford. Residents making between 30% and 60% of regional Area Median Income are the primary targets for this program.

If your program has specific entry or application criteria, please describe it here.

Application criteria is evaluated along three criteria:

1) Need: is the applicant currently living in substandard housing? (too expensive, not maintained appropriately by a landlord, etc)

2) Ability to repay: does the applicant's debt-to-income ratio demonstrate that they are able to repay an affordable mortgage over a period of 30 to 35 years?

3) Willingness to partner: is the applicant willing to pursue required financial education, perform required volunteer hours, and abide by policies to remain in the program?

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

A significant increase is requested from the City of Fredericksburg, due to the beginning of a multi-home project within the city. Habitat is beginning a five home project that will add one million dollars to the property tax base in the city, and Habitat is bearing the cost of permitting and infrastructure fees towards the city to make this project possible.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

Not receiving an increase would make it more difficult to serve homeowners who want to purchase in Fredericksburg.

In particular, please describe in detail if any increase is sought for new positions or personnel.

An increase is not requested for new personnel or positions. While an increase in construction personnel will be required in the next year, Habitat is not asking for support for those costs.

ADDITIONAL BUDGET NOTE:

FY18 budget included the ReStore income and expenses, but is not included in the FY18 project actual numbers to better reflect the actual costs of the program.

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

Program Specific Budget

Please provide your program specific budget below.

Expenses

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Personnel	478,328.00	545,740.00	19,977.00	52,500.00	52,900.00
Benefits	0.00	0.00	0.00	2,250.00	2,450.00
Operating Expenses	468,066.00	772,560.00	338,545.00	967,986.00	1,006,428.00
Capital Expenses	0.00	0.00	0.00	21,500.00	0.00
Total	946,394.00	1,318,300.00	358,522.00	1,044,236.00	1,061,778.00

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Caroline	0.00	0.00	0.00	0.00	0.00
Fredericksburg	0.00	0.00	0.00	0.00	19,997.00
King George	0.00	0.00	0.00	0.00	0.00
Spotsylvania	7,000.00	7,000.00	7,000.00	7,000.00	7,700.00
Stafford	4,750.00	4,750.00	4,750.00	6,000.00	6,000.00
United Way	0.00	0.00	14,265.00	15,000.00	15,000.00
Grants	0.00	90,594.00	102,983.00	219,250.00	244,857.00
Client Fees	0.00	0.00	0.00	45,064.00	24,000.00
Fundraising	343,220.00	315,856.00	237,758.00	558,986.00	744,224.00
Other (Click to itemize)	685,054.00	900,100.00	0.00	192,936.00	0.00
Total	1,040,024.00	1,318,300.00	366,756.00	1,044,236.00	1,061,778.00

Surplus / Deficit

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020

	FY 2017 Actual	FY 2018 Budgeted	FY 2018 Actual	FY 2019 Budgeted	FY 2020
Surplus or Deficit	93,630.00	0.00	8,234.00	0.00	0.00

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

[View Diagram](#) Goals and Objectives

Goals

Goal: Sell 3 affordable homes in FY2019

Objectives

		2017 Baseline	2017 Year End	2018 Baseline	2019 Baseline
Buyers qualify at application stage and at closing for affordable mortgage	Total # Clients Served		1	3	1
	Total # Clients Achieved/Successful		1	3	1
	% Achieved / Successful	0	100	100	100
Act as builder for one USDA loan	Total # Clients Served		0	1	0
	Total # Clients Achieved/Successful		0	1	0
	% Achieved / Successful	0	0	100	0

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

Not applicable - we met all of our objectives.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

In 2019 and 2020, being a USDA builder is no longer a core priority. We'll be primarily working in Fredericksburg, which is not eligible for USDA mortgages. We still hope to do USDA mortgages in the surrounding counties.

If you are restating the goals or objectives for the prior calendar year, please include those

here

n/a

Goal: Volunteers contribute more than 4,000 volunteer hours in FY2019

Objectives		2017 Baseline	2017 Year End	2018 Baseline	2019 Baseline
All volunteers sign up, clock in, and clock out using VolunteerUp software.	Total # Clients Served		0	262	681
	Total # Clients Achieved/Successful		0	262	681
	% Achieved / Successful	0	0	100	100
3 volunteers are recruited to join the Board of Directors for Habitat.	Total # Clients Served		0	1	4
	Total # Clients Achieved/Successful		0	1	4
	% Achieved / Successful	0	0	100	100

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

Not applicable, we not only met our objectives but exceeded one of them significantly.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

Baseline for future volunteer hour goals will be higher

If you are restating the goals or objectives for the prior calendar year, please include those here

2017 Year-End goals are marked as 0 to enable form submission. This objective was not included in 2017 and therefore that year is not applicable.

Goal: Install infrastructure for the extension of South Street in Fredericksburg

Objectives

		2017 Baseline	2017 Year End	2018 Baseline	2019 Baseline
Extend sewer, power, and water lines on South Street	Total # Clients Served		0		1
	Total # Clients Achieved/Successful		0		1
	% Achieved / Successful	0	0	0	100
Clear and permit five lots on South Street	Total # Clients Served		0		5
	Total # Clients Achieved/Successful		0		5
	% Achieved / Successful	0	0	0	100

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

N/A, this is a new goal

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

N/A, this is a new goal

If you are restating the goals or objectives for the prior calendar year, please include those here

N/A, this is a new goal

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017 and FY2018, the estimated numbers of individuals served in FY2019 and the projected numbers of individuals served in FY2020.

Locality	FY2017 (Actual)	FY2018 (Actual)	FY 2019 Estimate	FY 2020 Projected
Fredericksburg City	0	11	3	4
Caroline County	0	0	0	0
King George County	0	0	0	0
Spotsylvania County	0	0	2	0
Stafford County	2	0	0	0
Other Localities	0	0	0	0
Total	2	11	5	4

Greater Fredericksburg Habitat for Humanity - Affordable Homeownership and Community Development

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

Program partners:

Habitat provides building materials and furniture when available to local nonprofits in need of help for their own projects or for projects on behalf of their clients. So far in 2018, Habitat has given away materials and goods for more than 50 such projects.

Habitat's homeownership program includes guest speakers from Legal Aid Works, Fredericksburg SPCA, The Dr. Yum Project, and curriculum from the Virginia Housing Development Authority. CVHC has been very helpful in referring potential partner families to us. We are also an active member of the Rappahannock United Way.

Habitat organizes volunteers to help at project sites through enduring partnerships with local businesses, churches, and organizations. Volunteers impact their community via direct service and build relationships with their neighbors. Core components of Habitat's mission are to build community, to create opportunities for service, and to build coalitions of diverse groups.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

Our agency is the only one in PD16 providing affordable mortgage options to residents/homebuyers in King George, Fredericksburg, Spotsylvania, and Stafford. With affordable homeownership options, the housing crisis will worsen for local residents.

ADDITIONAL NOTE ABOUT DEMOGRAPHICS/INDIVIDUALS SERVED

Referral services were provided to individuals in need of help from a more appropriate agency. Their referrals are reported here and broken down by locality of residence:

FY2017

Fredericksburg- 47

Caroline - 3

King George- 6

Spotsylvania - 22

Stafford - 14

FY 2018

Fredericksburg - 42

Caroline - 1

King George - 3

Spotsylvania - 19

Staf- 9

