



Hearts Homes

There's no place like home for the holidays!



Welcome Home, Kiona & De'Marco!

The song "This Little Light of Mine" rang through the streets of the Woodbourne-McCabe neighborhood in North Baltimore on a cold, but sunny day in December, as more than 100 guests gathered to welcome another Habitat Chesapeake partner family home – just in time for the holidays.

This time the deserving family was that of Kiona Pearson and her 11-year-old son De'Marco. Kiona, a mother who once spent countless nights thinking how to make life better for her son, saw this day as one of the best of her life. After 11 years in a tiny apartment in Poppleton, she and her son were moving to a beautiful new house overlooking a park. Her happiness was felt by all in attendance. From faith partners like the Episcopal Coalition and Uptown Metro who generously gave more than \$65,000 and countless hours of time, to family, friends and new neighbors, all who gathered were touched by Kiona and De'Marco's joy and the hope that has been built in this small-yet-growing Baltimore City community. Furthermore, the guests felt more committed than ever to helping other deserving families like Kiona's find safe, warm, affordable homes.



www.habitatchesapeake.org



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Letter from the CEO

It seems fitting that I sit down to write this letter on Martin Luther King, Jr. Day - when millions of people are engaged in acts of volunteerism and service to others.

Volunteers are the heart of Habitat, as you know. We couldn't do our work without the 6,000+ helping hands who come to us each year. Some are office volunteers, who cheerfully print and mail acknowledgments to ensure our donors are properly thanked. Some lovingly hang drywall, install cabinets and paint doors, walls and ceilings to transform houses into homes. Some are plumbers, electricians, roofers and engineers who generously give their time, talent and expertise. Others are manufacturers, willing to donate products and installation services to complete homes. And still others work in our ReStores, processing donations and helping customers - knowing that every sale could help another family in need.

It thrills me to know that opportunities for service are so abundant at Habitat. That we offer so many answers to what Dr. King called "life's most persistent and urgent question": *What are you doing for others?*

I hope you, dear reader, know that you're doing a lot. From your past gifts to the curiosity that inspired you to pick up this newsletter and may lead to conversations with friends and family about our work, you are serving others.

With your help, Habitat Chesapeake's load is much lighter. We find ever more deserving families willing to be partners in the Habitat process. Raising the vast funds needed to rehabilitate long-forgotten buildings into beautiful homes becomes more achievable each year. With your help, more people understand our needs - from up-front capital project funding to in-kind building supplies to the time and talent of skilled tradespeople. And, thanks to you, Habitat's wide-ranging impact - from happier, healthier families, to stronger, more vibrant neighborhoods - is recognized. We could not be more grateful.

Thank you for all you have done and continue to do in service of others. Together, we are building homes, communities and hope.

A handwritten signature in black ink, appearing to read "Mike".

Mike Posko
Chief Executive Officer

🏠 Welcome Home (cont'd)



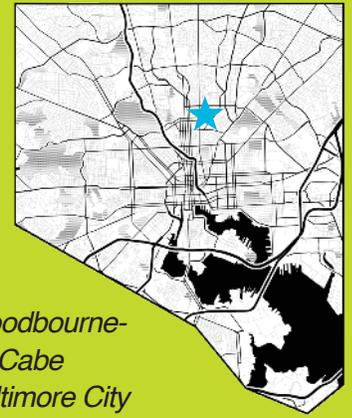
None were more excited than Kiona's son De'Marco, who would be celebrating his 12th birthday just two days later. After lovingly embracing the railing, he led his grandmother and great-grandmother on a tour of the house, pointing out every detail and planning how to lay out his new room.

As De'Marco's tour continued, guests poured into the home, congratulating Kiona on her hard work. By the time the ceremony began, guests had filled the entire main level, and streamed out onto the porch and front yard. All listened closely to remarks from Habitat Chesapeake CEO Mike Posko, and blessings from faith congregations who had given so generously to raise this Faith House. As partner after partner was recognized for their dedication, it was a strong reminder of the massive group effort that it takes to bring any Habitat family home.

Church of the Good Shepherd, St. Timothy's Episcopal Church and Govans Presbyterian Church were among the dozens of faith coalition members represented. They by-side to turn this once 3-sided, abandoned structure, into a home that will transform Kiona and De'Marco's lives. For the Woodbourne-McCabe community, Kiona and De'Marco's home means another family on a street that was once more than half vacant. It's the 15th house that Habitat Chesapeake has rehabilitated on McCabe Avenue since 2012 and will ultimately be one of 21 completed by 2020. Since work began, residents have taken initiative to improve green spaces and continue building upon relationships with elected representatives and local organizations. The community was also featured as a "Neighborhood on the Rise" by Live Baltimore, with home sale prices increasing four-fold since 2015 and the number of homes sold surging too.

Habitat Chesapeake's mission of bringing people together to build homes, communities and hope is one that can be seen as much on a stroll through the Woodbourne-McCabe neighborhood as in the moment Kiona received the keys to her new home. A new life for a family and a community alike - just in time for the holidays and De'Marco's birthday!

Cover, left to right: The home early on; Kiona and De'Marco outside of their old apartment in Southwest Baltimore; Kiona graduates homeowner education class; Completing sweat equity hours in November alongside Kyle Tighman, Homeowner Support Coordinator; Kiona and De'Marco at their new door; The completed home. Above, left to right: Clutching balloons, De'Marco hugs the railing of his new home; Habitat Chesapeake CEO Mike Posko and Community Relations Manager Diana Kean hold the ceremonial ribbon as Kiona cuts.



Woodbourne-
McCabe
Baltimore City

OUR IMPACT in Woodbourne-McCabe



15

New Homeowners



6

Homes to Come



400

Percent Increase
in Home Values*

OUR PARTNERS

City of Baltimore

Uptown Metro Coalition

Woodbourne-McCabe
Community Association

York Road Partnership

*Source: Live Baltimore Most Improved
Neighborhoods List, 2016

2017: THE YEAR IN REVIEW



It was one for the history books - celebrating 35 years of homes, communities and hope, welcoming new families, and kicking off long-awaited projects, a return to Sandtown and a new workforce development program, too! Yes, 2017 was an exciting one at Habitat Chesapeake. Here are just a few of our favorite moments from 2017 that we wanted to share with you - the friends who made it all possible.

NEW FAMILIES

In addition to our featured buyer, Kiona, we welcomed four other families to the Woodbourne-McCabe community in 2017! We currently have nineteen deserving families in our program, all powering through their “sweat equity” hours and homeowner education classes that cover everything from budgeting to basic home improvement. These families range from single individuals attending nursing and culinary school, to families with young children seeking stability. Some will move in as early as this spring, across all of our neighborhoods - Brooklyn, Mt. Winans, Pigtown, Sandtown and Woodbourne-McCabe. Beyond homeownership, we served served more than 650 low-income families last year at our tax preparation site - many of them homeowners.

NEW PROJECTS

Early in 2017, our crews began installing 9 new townhomes in the small Mt. Winans community of South Baltimore. One of a handful of neighborhoods set to receive community impact investments from the redevelopment of Port Covington,

Mt. Winans overlooks downtown, but feels worlds away. Abundant green space and a history of homeownership make it a perfect community for Habitat families to live and grow in. Work at Mt. Winans was in full swing at a record-breaking Women Build Week, in which 100+ female volunteers installed insulation and sealed airways. More progress was made at a sweltering Summer Build Week, when 300+ Stanley Black & Decker employees hung drywall and painted.

Simultaneously, our crews were hard at work in a beautiful three-story home on Presstman St. in Sandtown. Located just next door to the award-winning K - 8th grade New Song Academy, the house was our second in Sandtown since a merger between Habitat Chesapeake and a Sandtown Habitat affiliate in 2014. When work began, the home had long been vacant and had no back wall! The herculean effort to bring it back to life was the perfect training grounds for our HabiCorps workforce development team, who gained valuable experience in all aspects of demolition and construction. By the end of 2017, the home was nearly complete and a family is expected to move in this spring!

NEW PROGRAM

This past year marked the graduation of the very first HabiCorps Workforce Development Program class! With AmeriCorps funds and generous support from local foundations and corporations, we taught 8 young men critical construction skills - from demolition, to framing, to carpentry



and finishing. Our in-depth training was paired with job placement support from partner, Project JumpStart and all trainees left the program with an educational award to support apprenticeship costs and are now working full-time in the construction industry! In November, we welcomed the second class of HabiCorps trainees, who are currently hard at work on homes in Mt. Winans, Sandtown and Woodbourne-McCabe.

NEW FRIENDS

Speaking of HabiCorps, we were grateful for an enhanced partnership with local staffing firm Aerotek, which worked with trainees to write resumes and prepare for interviews and generously committed \$175,000 to support the program! They were recognized as Corporate Partner of the Year at our first annual Coming Home donor recognition event, which was sponsored by the Cornerstone Partners Society - a group of individual donors who give \$500 or more each year. The event was a great opportunity to shine a spotlight on the individuals, organizations and partners who make our work possible, as well as a few of the homeowners whose lives have been transformed.

Looking ahead, there is just as much to be excited about in 2018, too. We are proudly wrapping up work on highly impactful projects, reconnecting with homeowners as we commemorate our anniversary, and engaging in a planning process that will determine where we build in 3 - 5 years. None of this would be possible without your generous support. Whether it's hours spent on a construction site, funds donated, prayers said for our families or letters written to public officials, we are grateful and look forward to telling even more stories of homes communities and hope in the year to come!

HabiCorps Graduate Spotlight: Eugene Jowers



Eugene Jowers was among the first class of HabiCorps trainees last year, and from the beginning he was definitely one of the most enthusiastic. Having previously participated in a job training program with Civic Works, he came ready to learn more with a wide smile for everyone he passed.

At this year's HabiCorps Kick-Off event, though, he confessed that he wasn't always so confident. "I was uncertain sometimes. I had my bad days. But," he said to the new class in November, "as someone who has been where you have been and is on the other side, I want to say this: trust the process. I promise you, it's worth it."

Trusting in the HabiCorps process led Eugene to work with local commercial construction firm Regional Contracting Services, which in offers good pay and benefits like public transportation vouchers. His enthusiasm for HabiCorps at the November kick off was matched only by Regional Contracting Services' President Beverly Thomas (pictured above left), who implored other employers to hire HabiCorps grads. "If you are looking for loyal, hardworking employees, look to HabiCorps. You won't regret it."

Opposite page, clockwise from top left: New homeowner Madear and her daughters pose with Delegate Mary Washington; HabiCorps trainee Mavrrek saws; A restored home in Sandtown; the home pre-restoration; A homebuyer education class graduates in December.

This page, clockwise from top left: Aerotek employees provide job coaching; HabiCorps graduate Eugene and his new employer; Stanley Black & Decker employees lend a hand at Summer Build; Progress Ahead early stage framing and now completed homes at Mt. Winans.

The Best Teams Build Together!



Our mission says it all: we bring people together to build homes, communities and hope. Bringing people together is a core Habitat ethic. Volunteers not only reduce labor costs, but also ensure that Habitat homes are built with love and are truly part of the community. Volunteers often work alongside our homebuyers, as well, which ensures buyers maintain dignity and a growing sense of pride throughout their journey.

Many of the vacant rehabs we undertake require significant expertise to ensure that they are structurally sound. In order for volunteers to have maximum impact, we schedule group and corporate-sponsored build events in which dozens of volunteers come together at once to do large projects like insulation, floor installation, drywalling and painting.

For groups, these events are powerful team-building opportunities, allowing participants to form relationships while doing meaningful work. For Habitat Chesapeake, build events keep some labor costs low, while simultaneously generating revenue via sponsorships for building materials, site supervision and skilled tradespeople like plumbers and electricians later on.

From single-day team builds for 5 - 20 people, to large multi-day events like the ones listed below, Habitat Chesapeake will work with you to craft a meaningful day building homes, communities, hope and a stronger team!



Save the Dates!

March

Youth Build Month will engage students of all ages in a wide range of activities on construction sites, in our ReStores and in their own schools to raise funds and awareness for Habitat Chesapeake.

Visit habitatchesapeake.org/youth-build for more details!

April 12 & 13

Our first-ever **Home is the Key Build** will bring realtors, contractors, builders, designers and home goods suppliers together to build beautiful dream homes!

May 6 - 13

At **Women Build Week**, hundreds of local women leaders will work side-by-side on construction sites and in our ReStores.



*March is
Youth Build
Month!*

GET INVOLVED!

Is your company interested in sponsoring a Build Event? Want to craft a special build day just for your team? Contact Michael Garcia, Director of Donor Relations at mgarcia@habitatchesapeake.org or 443-844-9594.



Donor Spotlight: Rosedale Federal

Like Habitat Chesapeake, Rosedale Federal Savings & Loan Association has deep roots in the Baltimore area and is committed to helping deserving families fulfill their dreams of affordable homeownership. Through community development partnerships, they change lives, empower families and strengthen communities. Given their focus, it's no wonder Rosedale Federal has become such a strong partner to Habitat Chesapeake and our families!

Rosedale Federal has shown its support for Habitat in a wide variety of ways since we began partnering in 2013. Nevertheless, we were bowled over recently when they pledged \$100,000 to build more homes, communities and hope over the next five years! This generous financial commitment comes on top of vital volunteer support from employees like Senior Loan Officer Susan Gue. As a member of our Homeowner Services Committee, Sue dedicates hundreds of hours each year to attend outreach events, interview homebuyer candidates, offer financial expertise and coordinate settlement processes. Sue and the entire Rosedale team show utmost care and diligence

working with our families. That's important, since our families work very hard to build their homes and prepare for homeownership.

We couldn't ask for better partners as we strive to make the dream of homeownership a reality for more hardworking families. Thank you, Rosedale Federal, for everything you do to build homes, communities and hope in Central Maryland!



New homeowner, Madear, poses outside of Rosedale Federal's Perry Hall headquarters shortly after settling on her home in July. She's one of more than two dozen Habitat homeowners assisted by Rosedale!



Habitat Young Professionals Tour!

A big thanks to all who came out for our first-ever Habitat Young Professionals (HYP) bus tour in November! From Woodbourne-McCabe to Sandtown to Pigtown and Mt. Winans, dedicated young professionals saw our work up close and in person. They were lucky enough to meet homebuyers completing "sweat equity" hours in McCabe (near right, bottom) and to snap pictures with high-impact projects like the 1200 block of Ward St. in Pigtown (near right, top) and a Habitat mural in Sandtown (far right). The day ended with drinks, snacks and lots of thought-provoking conversation at Nick's Fish House in Port Covington.

Habitat Young Professionals members are typically ages 18 - 35 and pay an annual membership fee that gives them access to HYP Build Days and opportunities to work on events that raise funds and spread awareness for Habitat Chesapeake. Think you or someone you know might be a good addition to HYP? **Learn more and become a member at habitchesapeake.org/get-involved/hyp!**



*HYP
Out &
About!*



ReStore Spotlight: Meet Mark

A neighborhood often known for its blight and crime, Sandtown was once home to jazz great Cab Calloway and groundbreaking Supreme Court Justice Thurgood Marshall. Despite its challenges, it remains one of the most resilient and close-knit communities in Baltimore City - thanks to dedicated residents and organizations.

Habitat for Humanity has worked in the West Baltimore neighborhood for nearly 25 years. Beyond building houses, we operate the Sandtown ReStore, offering affordable build supplies and furniture alongside unconditional warmth and kindness from store manager Mark Lange. "It feels like a country store here," he says. "We know the customers. We've even joked about putting in a couple of barber chairs in and a checkerboard!"

Mark has been a proud Sandtown resident since 2005 and became the ReStore's full-time manager in 2011. Over the years, he has seen many changes in the community including the construction of more than 300 beautiful homes in an area that was once overflowing with substandard rentals. His time with Habitat is filled with fond memories of home dedications and new homeowners' joyful faces.

As the only full-time staff person, Mark relies on dedicated volunteers to support operations. "Without volunteers, I'd be in big trouble. I need people to help me put out merchandise, to move furniture, to load cars, measure and cut sheet vinyl... I need the whole gamut!"

Like all of our ReStore employees, Mark is central to Habitat's mission, generating much-needed revenue, serving as a resource for low-income families and recruiting new homebuyers. In fact, Mark alone is the number one referral source for families in our program! We could not be more grateful for Mark's service and all of the volunteers and customers who make the Sandtown ReStore special!



"People know this is where the unrest started. But there's a lot of good going on, too. What happened to this neighborhood didn't happen overnight. It's not going to be fixed overnight. We're here for the long haul."

*-Mark Lange,
Sandtown ReStore Manager*

We Need You!

BE A MATCHMAKER



Spread the love! Ask your employer - or even friends and family - if they would be willing to match your donation to Habitat Chesapeake! Give at habitatchesapeake.org/donate-now

THINK RESTORE



Spring cleaning? Donate unwanted items to the ReStore! Or beat the winter blues by volunteering! Call 410-633-0506 to schedule a donation pick-up or a volunteer shift today!

LEAVE A LEGACY



Where there's a will, there's a way to build homes, communities & hope. Contact Chief Advancement Officer Gregg Mitchell at 410-366-1250 to explore legacy giving options.

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