

2020 ANNUAL IMPACT REPORT



HOMES FOR OUR TROOPS
Building Homes, Rebuilding Lives

Dear Friends of HFOT,

The pandemic caused a number of challenges for Americans in 2020, and Homes For Our Troops was no exception. However, because of your commitment to our mission, we still moved our mission forward and reached noteworthy milestones, despite the obstacles.

Although slowed by restrictions nationwide, construction operations and home building continued across all states. Together, we transferred the keys to 25 specially adapted homes for some of our nation's most deserving Veterans, enabling them to better rebuild their lives. One significant milestone celebrated during 2020 was the delivery of our 300th home.

In response to the pandemic-induced economic downturn, HFOT began implementing a number of cost reduction measures in March. These included suspending land purchases and new construction contracts for a number of months, implementing a hiring freeze which is continuing in FY21, a significant reduction in travel, and freezing FY21 salaries at the FY20 rate. This enabled us to continue construction while retaining all of our employees. With the pandemic impacting revenue for 7 months, we fell short of our goal by \$2.5M, ending the year at \$27.4M. However, revenue was up vs. the prior year by 3.0%. With these measures, we finished the year with a Programs expenditure percentage of 87.1%.

This report highlights how you are changing lives. In these pages, we include not only our financial results, but the impact data from our 2020 By The Numbers survey of Veterans, which clearly portrays how Veterans are benefiting from the gift of an HFOT home. Please know YOU are transforming these Veterans' lives, and the lives of their families.

With this past year of economic hardship, I would like to express my most profound appreciation to you for staying with us through it all. It is crucial that every severely injured post-9/11 Veteran has the safety and security of a donated specially adapted custom home. With your unwavering commitment and loyalty to our cause, I am confident we can move beyond the challenges of 2020, and continue toward our goal of accommodating the more than 1,000 severely injured post-9/11 Veterans still in need of these homes.

Looking forward to working with you in a much better 2021!

Sincerely,



H.T. Landwermeyer, Jr.
Brigadier General, USA Retired
President & CEO

*"I want to say thank you to all those who donated to make this home **our** home, it provides me with a better quality of life. You're making our dreams come true."*

Army Sergeant Nathan Shumaker, HFOT's 300th home recipient



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Photo by: Jason Winkler
Courtesy of Wayfair



Safer-at-home

In January 2020, Army Sergeant Patrick Wickens and his family were thrilled to receive their specially adapted custom home in Florida. Since losing his right leg while serving in Iraq in 2004, Patrick had been coping with the challenges of non-accessible housing. Receiving the keys to their forever home, Patrick and his wife Jenna felt a weight lift off their shoulders, knowing they could finally begin rebuilding their future.

The Wickens' Key Ceremony happened just in time – shortly after, states across the country began issuing stay-at-home advisories and orders due to the COVID-19 outbreak. Patrick feels relieved to have the safety and security of his HFOT home during this time. *"Being able to have a barrier-free home when we have to be stuck inside has kept me in good spirits,"* Patrick says.

Because Patrick can easily access the home in a wheelchair with automatic doors and a sidewalk that surrounds the home, he and Jenna have spent much of their time outside in their yard with their two sons, Gavin and Carter. *"Without the stresses of not being able to get around my house and feeling stuck, we can enjoy playing outside with the kids,"* he says.

As a bonus of being outdoors so often, Patrick and his family have met their neighbors and built a support network around themselves, which is crucial to have during a national health crisis. *"We have looked out for each other through all this,"* he says.

The benefits of their HFOT home flow throughout the family. Jenna loves watching her husband doing things that were a struggle for him before, like cooking and riding his bike more often since he can get outside more easily and rest comfortably after a longer ride. Jenna no longer fears Patrick will injure himself while hopping in the shower now that Patrick can bathe safely in their roll-in shower. *"Patrick will randomly look at me and say, 'Babe, I love our life.' In 13 years, I haven't heard those words. Not because he didn't love our life before, but I know he loves this life because he feels free, safe, and able to be the father and husband he wants to be,"* says Jenna.

While the pandemic has forced Patrick to put some goals on hold, he is content cherishing the memories he is making with his family. *"Without the aggravation of barriers, I can enjoy my home and think about what truly matters."*

Patrick and Jenna are beyond grateful for HFOT donors and supporters who contributed to the building of their home. *"Every day, we wake up and cannot believe we are living this life. It is truly a dream come true,"* says Patrick.



IRS Form 990 Excerpts

Fiscal Year Ending 9/30/20

REVENUE

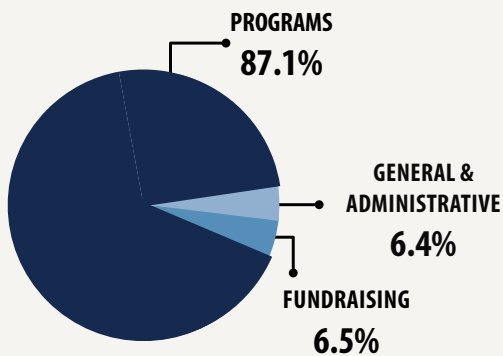
Donations & Other Income	\$ 23,253,000
Donated Materials & Services	\$ 4,138,000
Total Revenue	\$27,391,000

EXPENSES

Programs	\$ 26,425,000
General & Administrative	\$ 1,925,000
Fundraising	\$ 1,973,000
Total Expenses	\$30,323,000

Change in Net Assets \$ (2,932,000)

End of Year Net Assets \$15,804,000



REVENUE: FY20 was a challenging year for Homes For Our Troops (HFOT), as it was for many. Despite the worldwide pandemic beginning halfway through the fiscal year, HFOT still received over 41,000 total monetary gifts from individual donors, companies, organizations, and foundations across the United States. Because of the loyalty and commitment of our patriotic and generous supporters, HFOT's revenue was only 8% below our projected budget. HFOT received over \$4.1 million in donated materials and labor in FY20, which allowed us to stretch our monetary support further and assist more severely injured post-9/11 Veterans during these uncertain times.

EXPENSES: In FY20, Homes For Our Troops incurred a deficit, not only because of lower revenue related to the pandemic, but also to take advantage of opportunities to buy land and build more homes for our Veterans. Even with all of the challenges and in-person restrictions that the pandemic presented, HFOT maintained its top-rated charity status by being fiscally responsible with your donations, and keeping administrative and fundraising costs at a minimum. Since HFOT implemented cost reduction measures early in the pandemic, we were able to spend over 87 percent of our supporters' donations on the mission in FY20. Since 2004, nearly 90 cents of every dollar spent has gone directly to program services for Veterans. We are especially proud of this track record, as well as our ability to finish 25 homes in FY20 for our nation's most severely injured Veterans, helping them to rebuild their lives through the gift of a donated, specially adapted home.



On the Cover

"This home has helped us achieve stability as a family in so many different ways. Having a conducive setting where I am able to take better care of myself, enables me to also take better care of my wife, Desiree, and our son Kingsley. HFOT has helped alleviate a lot of stressors I didn't even realize I had and impacts me daily." – Marine Cpl Darryl Charles

"Seeing Darryl accomplish daily tasks, like being able to get in the shower himself, is one of the biggest things that has changed our lives. Also, having the ability to play with our son from his wheelchair has brought so much happiness, and I couldn't ask for more." – Desiree Charles

"I love our big house!" – Kingsley, three-year-old son of Darryl and Desiree. (Desiree and Darryl say he has said this every day since they moved in.)

FY2020 Accomplishments



25 HOMES COMPLETED

8 VETERANS brought into the HFOT family

25 LAND PURCHASES

15 HOMES UNDER CONSTRUCTION

11 COMMUNITY KICKOFFS

12 VOLUNTEER DAYS

HFOT depends upon the generosity of Donors and Communities to carry out its critical mission. Because of your support, last year's impact for our Veterans was amazing!

INDIVIDUALS

37,398 # of donations from Individuals in FY20

A significant portion of HFOT's annual revenue came from the generosity and kindness of individuals, generating **\$8.0 million** in FY20. The following represents the many ways this support was received.

- Direct Mail Donations
- Employee Workplace Giving
- Independent Fundraisers
- IRA Distributions
- Online/Credit Card
- Monthly Giving
- Stocks/Securities (transfer)
- Supporting Team HFOT Runners
- Vehicle Donations



CORPORATIONS

2,340 # of donations from Corporate Supporters in FY20

Over 800 corporate donors provided support to HFOT through grants, cash donations, matching gifts, and contributions of goods and services for HFOT's programs for Veterans. In FY20, our corporate supporters and partners contributed **\$11.6 million**.



FOUNDATIONS & DONOR-ADVISED FUNDS

1,018 # of Grants received in FY20

Grants from donor-advised funds, as well as private, community, and family foundations provided significant support in covering the land and construction costs of many homes. HFOT received **\$5.2 million** through grants in FY20.



ORGANIZATIONS

352 # of donations from Organizations in FY20

Across the country, Civic and Non-Profit Organizations raised funds to support HFOT, generating **\$1.0 million** in FY20.



ESTATES & TRUSTS

213 # of donations from Estates & Trusts in FY20

In FY20, HFOT received **\$1.0 million** by being named as the beneficiary of Estates, as well as donations made by Trusts.

Thank you!

This amazing support was provided by those who believe in HFOT's mission. On behalf of our Veterans and the families we serve, THANK YOU, for *Building Homes and Rebuilding Lives*.

Impact Statements from FY20 home recipients

"This home has been our dream come true. When my family and I are doing simple, subtle things like cleaning or laundry, it gives me a heartwarming feeling. All of us Veterans who have been injured, we can now let our guard down and rest easy at night. Home is what you make of it and HFOT has given us the right tools. This home has given us our dignity back. We are at peace now."

– Army SGT David Guzman



"My HFOT home has changed my life. In my previous home I couldn't maneuver my wheelchair and would have to stay in one room. In my specially adapted custom home, when my leg becomes painful and I need to remove my prosthetic, I can rest my leg and still get around in my wheelchair. The financial freedom of living mortgage-free has relieved much stress. It's helped me return to doing many activities I used to enjoy, like drawing and weight lifting." – Army SGT Cody Rice



"When my wife went on an overnight trip to her parents' house, she knew she could do so with confidence because I am now able to take care of myself. The pull-down cabinets and lower countertops enable me to cook independently and do the dishes while ensuring I'm safe as I prepare my food. We are very lucky to have Homes For Our Troops take care of us." – Marine SSgt Liam Dwyer

The Perfect Legacy

Jim Seiberlich was a U.S. Army Infantry Officer who served as an Infantry Platoon Leader in combat operations during the Korean Conflict. He retired as a Major after serving in both the U.S. Army and the Minnesota Army National Guard. He was incredibly proud and supportive of the men and women who served in the U.S. Armed Forces throughout his life.

Jim started supporting Homes For Our Troops in 2007 while living in Arizona and contributed to local builds in the area. When Jim returned to Minnesota, he looked for opportunities to support injured Veterans in his local community, and learned HFOT was building a specially adapted custom home for Marine Sergeant Dominic Fernandez in Lakeville, Minn.

Throughout Jim's philanthropic endeavors, he always believed in providing the appropriate assistance to the recipient. When he learned how an adaptive home would simplify and improve Dominic's quality of life, he was all in and donated graciously for the completion of the home. While Jim never wanted to be in the spotlight for his contributions, he was always interested to see the finished product from afar. Sadly, Jim could not see Dominic's home completed as he passed away in September 2020, and the house was not finished until December.

Jim's family proudly represented him at the Key Ceremony by touring the home and meeting Dominic and his family. His daughters stated, *"We know Dad would have been thrilled with the house and its adaptive features and would have enjoyed meeting and talking with Dominic and his family. This house is a perfect legacy to our Dad, his love for the military, and his philanthropic activities."*

Dominic says he is grateful to donors like the Seiberlich family. *"Your generosity is appreciated not just for my life, but for the lives of our children as well."*



Army Infantry Officer Jim Seiberlich

Learn more about how you can support HFOT's mission at: www.hfotusa.org/ways

How HFOT's specially adapted custom homes empower Veterans

A 2020 survey of HFOT Veteran home recipients demonstrates the lasting impact of our homes in the lives of our nation's most severely injured Veterans and their spouses/caregivers. Here is a look at the different ways our program sets the conditions for our Veterans' and their families' lifelong success.*

At the conclusion of fiscal year 2020, HFOT had donated 310 specially adapted custom homes nationwide.

OVER **90%** 
of Veterans have regained some/much of their **Freedom & Independence**



OVER **95%**
of Veterans have seen a
Reduction in Household Stress



Community Involvement and Volunteering

BEFORE RECEIVING HFOT HOME: **17%**
AFTER RECEIVING HFOT HOME: **74%**
VETERANS PAYING IT FORWARD



Employment Rate

AFTER RECEIVING HFOT HOME

99.5% INCREASE
Veterans

285% INCREASE
Spouse/Caregiver



Financial Stability

Education, better jobs for Veterans and spouses/caregivers and no mortgage result in

57%
INCREASED FAMILY INCOME

55%
DECREASED FAMILY DEBT

76%

INCREASED FAMILY SAVINGS



Education

Obtained/Pursuing a degree or trade certification

BEFORE RECEIVING HFOT HOME: **15%**
AFTER RECEIVING HFOT HOME: **71%**
Veterans

14% **80%**
Spouse/Caregiver



Family

Start/grow families, focus on role as parent and spouse

BEFORE RECEIVING HFOT HOME: **57%**
AFTER RECEIVING HFOT HOME: **78%**
Married

Average American household size is unchanged at 2.6 from 2005-2019 - U.S. Census

HFOT FAMILIES **2.7** to **3.6**

Over **209** Babies have been born to HFOT families since 2010!

We were proud to honor the following Veterans with a new specially adapted custom home in FY20:

10/26/2019 - Army SSG Michael "Adam" Emory* Schertz, TX

10/26/2019 - Marine GySgt Glen Silva Gettysburg, PA

12/7/2019 - Marine LCpl Sean Carroll Pine, CO

12/7/2019 - Army SGT Aaron Boyle Yelm, WA

12/7/2019 - Army PFC Vicente Ramirez Crestview, FL

1/25/2020 - Army SPC Carlos Gomez Menifee, CA

1/25/2020 - Marine 1stSgt Marcus Wilson Winchester, CA

1/25/2020 - Army SGT Patrick Wickens Orlando, FL

5/16/2020 - Army SGT Daniel Casara Ramona, CA

6/5/2020 - Army SGT Mario Lopez New Braunfels, TX

7/11/2020 - Army SPC Jarrod Addison Jacksonville, FL

7/11/2020 - Army SSG Vincent Reynolds Valley View, TX

7/18/2020 - Army SGT David Guzman Wimberley, TX

8/1/2020 - Army 1LT Marcus Rice Batesville, MS

8/1/2020 - Marine Cpl Joey Woodke Franklin, TN

8/8/2020 - Marine SSgt Liam Dwyer Lake Worth, FL

8/22/2020 - Army SSG Frank Wasson III West Salem, OR

8/29/2020 - Marine Cpl Tim Read Wesley Chapel, FL

9/12/2020 - Army SGT Nathan Shumaker Hillsboro, MO

9/19/2020 - Marine Cpl Darryl Charles Fallbrook, CA

9/19/2020 - Army SSG Cody Rice Penn Valley, CA

9/25/2020 - Army SPC James Thorne New Braunfels, TX

9/26/2020 - Marine SSgt Matthew Wheeler La Vernia, TX

9/26/2020 - Air Force SSgt Keith Sekora Port Orchard, WA

9/28/2020 - Army SPC Andrew Pike Kuna, ID

*Homes For Our Troops extends our deepest sympathies to the family and friends of Army Staff Sergeant Michael "Adam" Emory, who passed away in Schertz, Texas in November 2019.

*Results are based on a 2020 survey of Veteran home recipients and their caregivers; response rate was 65%.

Our Mission

To build and donate specially adapted custom homes nationwide for severely injured post-9/11 Veterans, to enable them to rebuild their lives.



Ways to support our mission

*Donate Today • Join Operation Lasting Support (OLS)
Fundraise for HFOT • Sponsor an event or become a Corporate Partner
Volunteer at Events • Run with TEAM HFOT • Stocks • IRAs • Wills*

Visit www.hfotusa.org



HFOT has been evaluated as one of America's Top Rated Veterans and Military Charities.

