

BUILDING HOMES, REBUILDING LIVES



Photo by: Nicole Hill Gerulat  
Courtesy of Wayfair



# 2021 Annual Impact Report



Dear Friends of HFOT,

FY21 saw the return of more in person home building and fundraising events, and a corresponding increase in revenue thanks to your outstanding support and efforts. We ended the year with \$30.9M in revenue, up 12.8% over FY20. As the pandemic continues across the country, we have adopted a hybrid approach to work at HFOT, with employees splitting their time between the office and working from home. This adds flexibility for our teammates, and keeps the number of people in the headquarters at a lower number to enable social distancing as necessary.

The pandemic did have a negative effect on home construction however. As local governments moved to remote work, the already cumbersome and time consuming permitting process became even slower, significantly delaying the start of a number of our home builds, and pushing their completion into FY22. This coupled with supply chain challenges resulted in the transfer of a lower than expected number of specially adapted homes with 15. The delayed construction also resulted in HFOT having a \$2.5M surplus for FY21, which will be used to finish these homes and start additional construction in FY22.

In the following pages, you will see the impact of your commitment to our mission. The stories of how our Veterans and their families are rebuilding their lives, coupled with our *By The Numbers* survey results clearly demonstrate that your efforts are having life-changing effects on these severely injured Veterans and their families. The specially adapted, fully accessible homes your support provides create a foundation for these great Americans to move forward, and pursue their goals.

As we move into 2022, I want to thank you for your unwavering support of these tremendous Veterans. YOU are the reason we can continue to make progress on our goal of building and donating a specially adapted custom home for each of the more than 1,000 severely injured post-9/11 Veterans who still need one. Together, we can make this goal a reality.

Looking forward to working with you, and hopefully seeing you, in the coming year.

Sincerely,

H.T. Landwermer, Jr.

Brigadier General, USA Retired

President & CEO



General Richard A. Cody  
USA, Retired  
Chairman of the Board

Brigadier General Tom Landwermer, Jr.  
USA, Retired  
President & CEO

Colonel Shelley F. Yarborough  
USA, Retired  
Treasurer

General John R. Allen  
USMC, Retired  
Director

Matthew F. Andresen  
Director

Valerie L. Baldwin  
Director

General John F. Campbell  
USA, Retired  
Director

Frederick H. Grein, Jr.  
General Counsel

CSM Marvin L. Hill  
USA, Retired  
Director

Sergeant Adam Kisielewski  
USMC, Retired  
Director

Major General Timothy P. McHale  
USA, Retired  
Director

Jerry Morgan  
Director

The Honorable Patrick J. Murphy  
Director

SMA Kenneth O. Preston  
USA, Retired  
Director

Captain Cameron West  
USMC, Retired  
Director

General Robert W. RisCassi  
USA, Retired  
Director Emeritus





## A New Frame of Mind



Moving into their forever home, Army Specialist Stephen Peterson and his wife Brittany finally felt they could begin the next chapter in their lives and live out their dream of having a family, knowing they would be able to safely raise their children in an accessible environment.

In March 2021, they received the keys to their specially adapted custom home in Florida. Since losing his right leg in Afghanistan in 2011, Stephen had been coping with the challenges of non-accessible housing. In his previous home, Stephen could not access most rooms in his wheelchair, and he was often in pain from wearing a prosthetic all day. He worried about how he would care for a child and provide for his family.

A Homes For Our Troops home gives Stephen a solid foundation and a place of his own, something he did not always have. *“As a kid growing up, I moved from place to place, attending a different school every year and had to make new friends every time. After high school, I joined the Army and moved around even more,”* he says.

Just months after moving in, Stephen and Brittany welcomed their first child, Marlee, in July 2021. In his HFOT home, Stephen is able to be the father he always wanted to be without limitations. The open floorplan and wide hallways enable Stephen to tend to Marlee when she needs him. Most of all, he can give her a stable environment. *“After receiving our home, I know that what I didn’t have as a kid I can provide for my daughter.”*

Without the financial burden of a mortgage, Stephen plans to go back to school to pursue graphic design with the goal of starting his own company. He and Brittany are also looking forward to expanding their family in the future.

Stephen and Brittany are beyond grateful for HFOT donors and supporters who contributed to the building of their home. *“We are so thankful to every helping hand that has made this life possible for my family and other Veterans as well,”* says Stephen.

# IRS Form 990 Excerpts

Fiscal Year Ending 9/30/21

## REVENUE

Donations & Other Income \$ 27,990,000

Non-cash Contributions \$ 2,935,000

**Total Revenue \$30,925,000**

## EXPENSES

Programs \$ 24,579,000

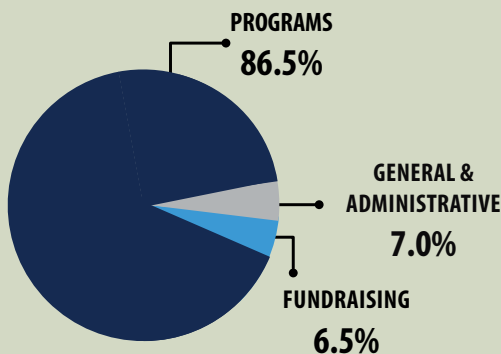
General & Administrative \$ 1,995,000

Fundraising \$ 1,855,000

**Total Expenses \$28,429,000**

Change in Net Assets \$ 2,496,000

**End of Year Net Assets \$19,024,000**



**REVENUE:** FY21 was a strong revenue year for Homes For Our Troops (HFOT) despite the ongoing pandemic. Over 45,000 individuals, companies, organizations, and foundations made monetary contributions to HFOT in FY21, nearly a 10% increase in donors. As pandemic restrictions eased in the latter part of FY21, HFOT saw an uptick in Independent Fundraising revenue, which we expect to continue into FY22. It is because of the loyalty and commitment of our patriotic and generous donors and fundraisers that HFOT's revenue was ahead of our projected budget. HFOT also received over \$2.9 million in donated materials and labor in FY21, which allowed us to stretch our monetary support further and assist additional post-9/11 Veterans.

**EXPENSES:** In FY21, Homes For Our Troops began to see some secondary effects of the pandemic, such as delays in permitting due to local government closures, as well as plans and supply chain issues. As a result, we spent less than we had projected resulting in a \$2.5 million surplus, that will be used to build homes in FY22. Even with all of the challenges and delays that the pandemic presented, HFOT maintained its top-rated charity status by being fiscally responsible with your donations, and we were able to spend 86.5 percent of our supporters' donations on the mission in FY21. 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 build and donate homes to our nation's most severely injured Veterans, helping them to rebuild their lives through this gift of a specially adapted, custom home.



## On the Cover

*"I am so grateful for the support I have had past and present. I am living my life for more than just myself; I live my life with meaning."*

Army SGT Brandon Korona  
Home Recipient, September 2021  
Derry, NH

Photo by: Nicole Hill Gerulat  
Courtesy of Wayfair

## FY2021 Accomplishments



**15 HOMES TRANSFERRED**

**24 VETERANS**  
brought into the HFOT family

**17 LAND PURCHASES**

**26 HOMES UNDER CONSTRUCTION**

**18 COMMUNITY KICKOFFS**

**7 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**  
**41,212**  
**Number of donations from Individuals in FY21**  
 A significant portion of HFOT's annual revenue came from the generosity and kindness of individuals, generating **\$9.4 million** in FY21. The following represents the many ways this support was received.  
*Mail in Donations • Employee Workplace Giving  
 Independent Fundraisers • IRA Distributions • Online/Credit Card  
 Monthly Giving • Stocks/Securities (transfer)  
 Running for or Supporting Team HFOT • Vehicle Donations*

**CORPORATIONS**  
**2,498**  
**Number of donations from Corporate Supporters in FY21**  
 1,017 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 FY21, our corporate supporters and partners contributed **\$7.7 million**.

**FOUNDATIONS & DONOR-ADVISED FUNDS**  
**1,211**  
**Number of grants received in FY21**  
 Grants from donor-advised funds, as well as private, community, corporate, and family foundations provided significant support in covering the land and construction costs of our homes. HFOT received **\$9.1 million** through grants in FY21.

**ORGANIZATIONS**  
**369**  
**Number of donations from Organizations in FY21**  
 Across the country, Civic and Non-Profit Organizations raised funds to support HFOT, generating **\$1.0 million** in FY21.

**ESTATES & TRUSTS**  
**234**  
**Number of donations from Estates & Trusts in FY21**  
 In FY21, HFOT received **\$1.9 million** by being named as the beneficiary of Estates, as well as donations made by Trusts.

**OTHER REVENUE**  
**\$1.8 million** in FY21.

**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 FY21 home recipients



*"The home brings an immense sense of happiness and joy not only to me but to my family as well. I feel empowered knowing there is always hope and people that care. I am more enthusiastic and look forward to finishing goals I once started."*

Army SFC Henry Escobedo  
Home Recipient, February 27, 2021  
Pearland, TX

*"This gift gives me the motivation to go to school and I now have the space and capability to hone my skills. My family will never be able to thank you enough for your contributions, but we will live in this home and take care of it. We will live life and make memories."*

Army SPC Thomas Vandeventer  
Home Recipient, May 1, 2021  
Royse City, TX



*"First and foremost thank you all for this amazing life-changing gift. Without your donations, none of this would be possible. I will not take this for granted and will pay it forward every way I can. You gave me freedom and independence. It is men and women like you that make this country so great."*

Marine Cpl Joshua Sust  
Home Recipient, June 5, 2021  
Loveland, OH

*"I now spend less time worrying about life and more time enjoying my family and doing things I love such as hunting, fishing, and volunteering. What you give is not just a home but the hope and freedom necessary for us to move forward with our new lives. Thank you so much from the bottom of our hearts."*

Army SFC Christopher Livesay  
Home Recipient, June 12, 2021  
New Braunfels, TX



## Honoring the Dream

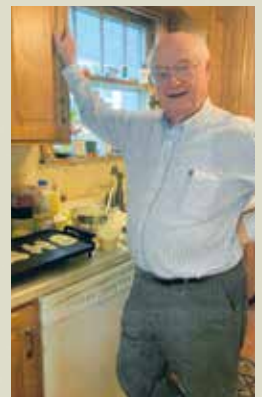
Charles R. Klohe Jr. truly lived a life of service, to his country, his colleagues, and to his loving wife Carolyn and their family. Charles was a decorated Veteran who served in the US Army during Vietnam. Charles enlisted on March 2, 1964 and served until March 1970, when he was honorably discharged as a Specialist.

Charles and Carolyn have contributed to a number of causes throughout the years, but were passionate in supporting his fellow Veterans due to the belief that *"those who served in the military and were injured need to be appreciated more and taken care of."* To do this, they had hoped to rehab a property of theirs and provide it as a home for an injured Veteran. Unfortunately, before they were able to complete this dream, Charles passed away on September 21, 2020.

Wanting to continue honoring her husband's wish to help a Veteran, Carolyn sold the property and donated the proceeds to Homes For Our Troops. This incredibly generous gift will go on to help build the specially adapted custom home of Marine Lance Corporal Bryan Chambers in Attica, IN. Carolyn hopes that the adaptations in Bryan's new home help him *"have a life of enjoyment, comfort, and ease."*

This home will not only serve to help Bryan rebuild his life, but will stand as a legacy to honor a life well lived. We look forward to honoring Charles and Carolyn Klohe at the Key Ceremony when Bryan's home is completed.

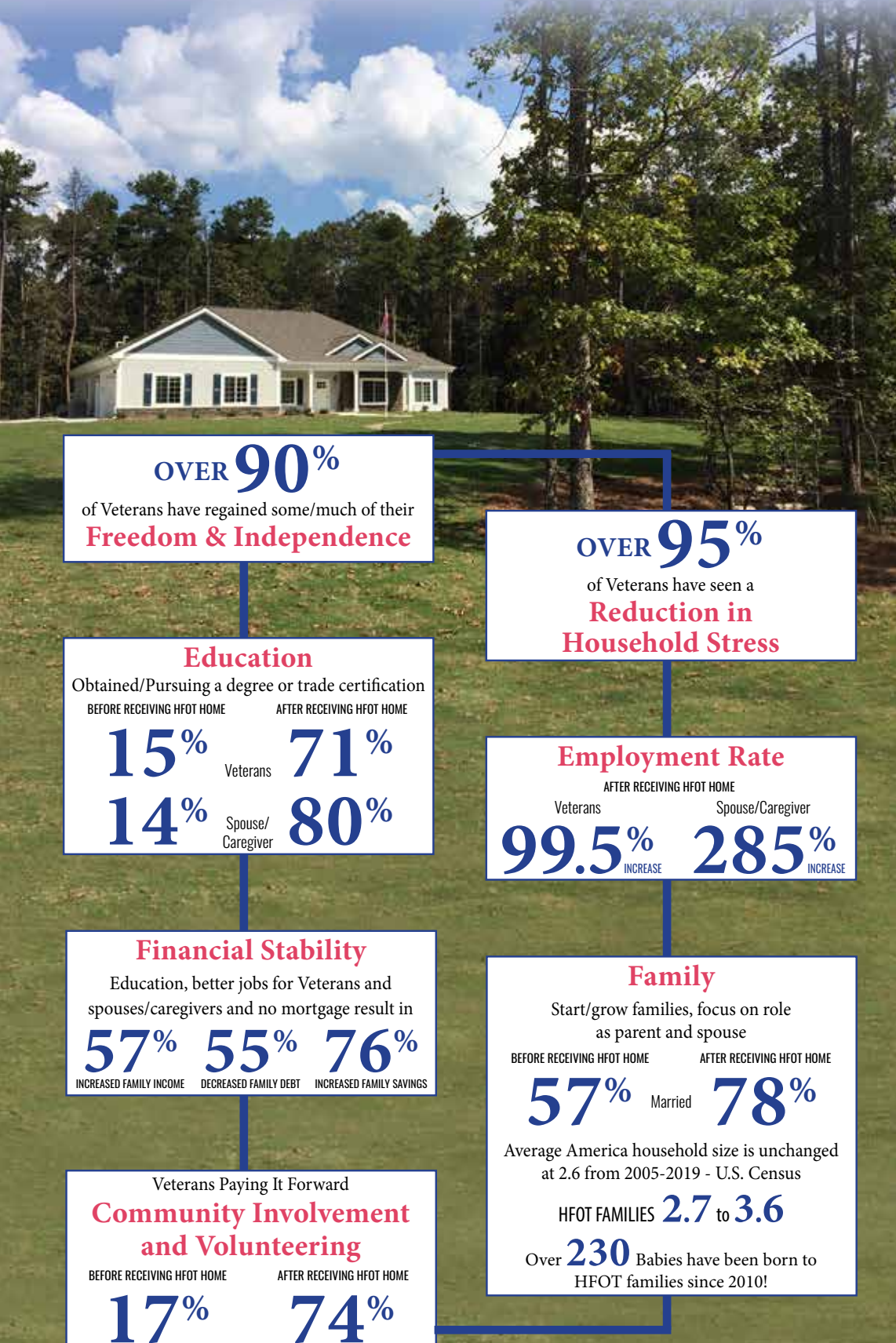
Bryan is grateful to Carolyn and her late husband who will make his dream of living in a barrier-free home a reality. *"I'm thankful there are people like you,"* he says. *"You are truly making a difference in the lives of my family."*



# 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 2021, HFOT had transferred 325 specially adapted custom homes nationwide.



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

**Education**  
Obtained/Pursuing a degree or trade certification

BEFORE RECEIVING HFOT HOME		AFTER RECEIVING HFOT HOME	
<b>15%</b>	Veterans	<b>71%</b>	
<b>14%</b>	Spouse/ Caregiver	<b>80%</b>	

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

<b>57%</b>	<b>55%</b>	<b>76%</b>
INCREASED FAMILY INCOME	DECREASED FAMILY DEBT	INCREASED FAMILY SAVINGS

Veterans Paying It Forward  
**Community Involvement and Volunteering**

BEFORE RECEIVING HFOT HOME	AFTER RECEIVING HFOT HOME
<b>17%</b>	<b>74%</b>

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

**Employment Rate**  
AFTER RECEIVING HFOT HOME

<b>99.5%</b>	<b>285%</b>
Veterans INCREASE	Spouse/Caregiver INCREASE

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

BEFORE RECEIVING HFOT HOME	AFTER RECEIVING HFOT HOME
<b>57%</b>	<b>78%</b>
Married	

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

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

Over **230** 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 FY21:

Army SGT Joshua Cope  
Lake Panasoffkee, FL

Army SFC Gabriel Monreal  
Spring Branch, TX

Marine SSgt Dominic Fernandez  
Lakeville, MN

Army SFC Henry Escobedo  
Pearland, TX

Army SPC Stephen Peterson  
Land O' Lakes, FL

Army SPC Thomas Vandeventer  
Royse City, TX

Marine Cpl Joshua Sust  
Loveland, OH

Army SFC Christopher Livesay  
New Braunfels, TX

Marine Sgt Christopher Hancock  
Jacksonville, NC

Army SGT Brandon Korona  
Derry, NH

Marine 1stSgt Ben Holmes  
Escondido, CA

Marine Cpl Kionte Storey  
Escondido, CA

Army SPC Lucas Schmitz  
Perham, MN

Marine LCpl Bobby McCardle  
Muskego, WI

Army SGT Emmanuel Melendez-Diaz  
Poolesville, MD

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



## Community Kickoff

The Community Kickoff event is scheduled as construction begins and is the first phase of welcoming the Veteran to the neighborhood. HFOT's Community Engagement Coordinators organize the event as a means of creating awareness for the Homes For Our Troops mission, introducing the Veteran and family to the community, and engaging local residents, civic groups, and area businesses to support the Veteran's project.



## Volunteer Day

As the home nears completion, a Volunteer Landscape Day is set. This day gives community members a hands-on opportunity to beautify the outside of the home with sod, plants, trees, shrubs, and flowers, and put the finishing touches on the Veteran's forever home.



## Key Ceremony

At this ceremony, the Veteran and his/her family are presented with the keys to their new home. Community members are invited to share in the day's events that include a ribbon cutting, flag raising, and a tour of the home.

***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 • Help spread the word to friends and family  
Sponsor an event or become a Corporate Partner • Volunteer at Events • Run with TEAM HFOT • Stocks • IRAs • Wills

[www.hfotusa.org](http://www.hfotusa.org)



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

