



2016



Homes For Our Troops
Annual Impact Report
www.hfotusa.org

LETTER FROM THE PRESIDENT



Dear friends,

Fiscal Year 2016 was an important year for Homes For Our Troops (HFOT). Thanks to your support, we reached the milestone of awarding our 200th home, and finished the year with 225 homes completed in 41 states. We are incredibly proud of our accomplishments, and excited to share an overview of FY16 with you in the following pages of this Annual Impact Report.

We strive throughout the year to manage our administrative and fundraising costs to ensure your donations are being used wisely. In fact, 88.8% of every dollar donated in FY16 went directly toward our programs for Veterans. I am proud to inform you that HFOT has maintained its A rating with Charity Watch, and earned a Four Star rating from Charity Navigator for the sixth consecutive year, placing us in the top 5% of charities evaluated nationwide.

We take pride in our fiscal responsibility, but the true impact of our mission is best demonstrated through the success and accomplishments of our Veterans. In this report, you will read testimonials from our Veterans about how your support is directly assisting them in rebuilding their lives. Many HFOT home recipients are able to continue their education, pursue careers, expand their families, and get back to doing the activities they love - all because of the support we receive from people like you.

We have made significant progress over the past 12 years, but our work is far from complete. We finished FY16 with over 80 home projects underway, and an additional 110 severely injured Veterans in the application process. With your continued support, we will complete our critical mission of providing all severely injured post-9/11 Veterans with the specially adapted homes they need.

Thank you for your commitment to Homes For Our Troops, our Veteran home recipients, and their families. You are truly making a significant difference in their lives.

Sincerely,

A handwritten signature in black ink, reading "H.T. Landwermeyer, Jr.".

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

FY16 BOARD OF DIRECTORS

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

Major General Timothy P. McHale, USA, Retired
President & CEO

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Treasurer

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Director

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Director

General Robert W. RisCassi, USA, Retired
Director

Joseph G. San Miguel, Ph.D., CPA
Director

Colonel Shelley F. Yarborough, USA, Retired
Director

FINANCIAL INFORMATION

REVENUE

In FY16, Homes For Our Troops (HFOT) received nearly 45,000 monetary gifts from individual donors, companies, organizations, and foundations across the United States. It is only through the commitment of these patriotic and generous supporters that HFOT can further its mission of helping severely injured Veterans nationwide. HFOT also received over \$3.8 million in contributed materials and labor in FY16, which allowed us to stretch our monetary donations further and assist more severely injured Veterans.

EXPENSES

In FY16, Homes For Our Troops drew down its reserve to supplement a reduction in pledge receivables and take advantage of opportunities to buy land and build more homes for our Veterans. HFOT maintained its top-rated charity status by being fiscally responsible with your donations and keeping administrative and fundraising costs at a minimum. Since 2004, nearly 90 cents of every dollar donated to HFOT has gone directly to program services for Veterans, with 88.8 percent going to directly support them in FY16. We are especially proud of this track record, as well as our ability to finish 28 homes for our nation's most severely injured Veterans in FY16, helping them to rebuild their lives through the gift of a donated, specially adapted custom home.

A complete copy of the audited financial statements and IRS Form 990 for Homes For Our Troops are available on our website and upon request.

IRS FORM 990 EXCERPTS

Fiscal Year Ending 9/30/16

REVENUE

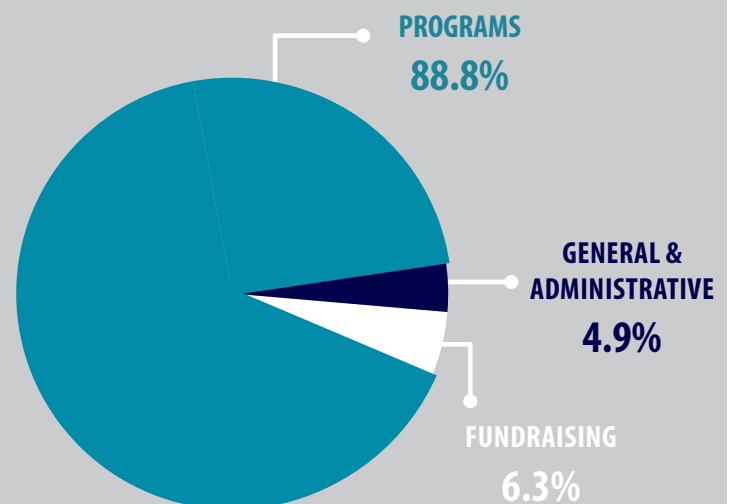
Donations & Other Income	\$17,575,000
Donated Materials and Services	\$3,814,000
Total Revenue	\$21,389,000

EXPENSES

Programs	\$20,425,000
General and Administrative	\$1,127,000
Fundraising	\$1,444,000
Total Expenses	\$22,996,000

Change in Net Assets	<\$1,607,000 >
Net Assets, Beg. of Year	\$14,524,000
Net Assets, End of Year	\$13,143,000

EXPENSES



HFOT RELIES ON THE GENEROSITY OF TO CARRY OUT ITS MISSION.

Operation Lasting Support



Operation Lasting Support (OLS), HFOT's monthly giving program, funded an entire home in FY16. We closed out the year with 1,400 OLS Members who collectively contributed \$557K.

500

OF NEW OLS MEMBERS IN FY16

Independent Fundraising



Fundraising plays an integral role in raising money and awareness for HFOT. Last year, over five hundred independent fundraisers helped share HFOT's mission. Together they raised a grand total of \$2.3 million through fundraising events held all over the country.

3,336

OF DONATIONS FROM
FUNDRAISERS IN FY16

Individual Giving



A significant portion of HFOT's revenue comes from the generosity and kindness of individual donors. In FY16, HFOT received a total of \$5.2 million from individuals, who contributed in many different ways. Here are a few examples:

- Mailing a check
- Online/Credit Card
- Transferring stocks and securities
- Estate gifts
- Vehicle donations
- Employee giving campaigns
- IRA Distributions

16,000

OF DONATIONS FROM
INDIVIDUALS IN FY16

DONORS AND COMMUNITY SUPPORT

HERE IS HOW YOU'VE HELPED.

Grants



HFOT received \$3.8 million through grants in FY16. Grants from donor advised funds, as well as private, community, and family foundations provide significant support in covering the land and construction costs on many homes. We receive grants that range from \$50 to pay for special light switches, to \$500K to fund an entire home.

531

OF GRANTS RECEIVED IN FY16

Corporate Giving



Our corporate donors provide support to HFOT through grants, cash donations, matching gifts, and contributions of goods and services for HFOT's programs for Veterans. In FY16, our corporate supporters and partners contributed \$7.8 million, accounting for 35% of our total revenue.

2,600

OF DONATIONS FROM CORPORATE
SUPPORTERS IN FY16

Team HFOT



Every year hundreds of runners use their physical endurance as a way to pledge their support for Homes For Our Troops. For the 2016 season, TEAM HFOT participated in nine events with each runner raising an average of \$900. The team collectively raised more than enough money to build an entire specially adapted custom home.

545

OF TEAM HFOT
PARTICIPANTS IN FY16

HFOT PROGRAM OVERVIEW

Ever wonder how HFOT selects its Veterans? Or how long it takes to build an adapted home? This Program Overview addresses these questions, and outlines our approach in providing forever homes to our nation's most severely injured Veterans and assisting them with rebuilding their lives.

THE HFOT DIFFERENCE...

To safeguard our donors' investment, HFOT conducts a thorough review on each Veteran who applies to our program, including a criminal and financial background check. Although the Veteran pays no mortgage, HFOT places a 10 year lien on the home. This protects the Veteran from losing the home due to foreclosure, and safeguards our donors' investments in the program; it also provides a period of time for the family to become more financially stable. Beginning in year six, the Veteran accrues 20 percent equity per year until he/she has full equity after 10 years in the home.

HFOT provides three years of pro-bono financial planning and household budgeting education to every Veteran in our program.

Homes are 2,650 square feet, four bedrooms and two baths, which we feel is the right size home for a Veteran to comfortably raise a family while limiting expenses for utilities. HFOT provides a warranty to guard against defects, and is committed to resolving any issues.

1. The Application

HFOT's Intake department responds to all inquiries from Veterans or their caregivers applying to Homes For Our Troops. We provide assistance to the most severely injured Service Members who have been injured in the Iraq - Afghanistan theater of war since September 11, 2001. The Veteran must be approved for the Specially Adapted Housing (SAH) benefits by the Veterans Administration. The applicant's information is then reviewed by HFOT's Veterans Selection Committee (VSC), who determines if the Veteran will be invited to the final step of the application process, the Veterans Conference held in Massachusetts. This final step includes an interview with HFOT staff and a Veteran representative.



5. Construction

HFOT secures a licensed general contractor to build the home. The construction phase takes about 6-8 months to complete. Variable factors include weather, local ordinances, and permit approvals, etc. During construction, each home is physically inspected by our team a minimum of three times.



6. 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 plants, trees, shrubs and flowers, and put the finishing touches on the Veteran's home.



8. Rebuilding Lives

HFOT stays in touch with Veterans in our program, their families, and provides support to civilian life, and provides a Program to feel that HFOT



2. Vet Conference & Acceptance

Our three-day conference is where the Veterans learn more about HFOT and our expectations for their home build project, while meeting other Veterans who wish to join our program, and the HFOT staff. The Veterans Conference is the final assessment tool used to evaluate and confirm that HFOT's Program model and the Veteran are right for each other.

3. Land Search, Purchase and Closing

HFOT's Land Acquisition Team begins searching for land in the area where the Veteran has chosen to live. The entire process - locating a parcel of land, purchasing, design work, engineering, closing - takes an average of 6-9 months, depending on the location and the flexibility of the Veteran and his/her family.



4. Community Kickoff

The Community Kickoff event is scheduled after land is acquired, and is the first phase of welcoming the Veteran to the neighborhood. HFOT's Community Outreach Coordinators organize the event as a means of creating awareness about the Veteran and the Homes For Our Troops mission, and engaging local residents, civic groups, and area businesses to support the Veteran's project.



7. 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.



each Veteran long after we turn over the keys to their new "forever" home. We have built a strong network among our staff, the Veterans families, and the communities in which we build. Since 2004 we have helped over 220 Veteran home recipients transition from military and them with a solid foundation to establish roots and a sense of belonging in their community. Our goal is for every Veteran in our is an extension of their family. Visit hfotusa.org/faqs to learn more.

PROGRAM IMPACT



"HFOT donors may not be able to replace limbs that have been lost, but you directly help wounded Servicemembers live a life with less fear, where they are not dependent of others." – Army SGT Christopher Gomes



"Your gift of love is one that will last a lifetime. May you know the joy you have given to so many Veterans. You are our angels that continue to watch over us – thanks for caring and loving us." – Navy PO2 Timothy Birkhead

Since 2010 more than **120 BABIES** have been born to **HFOT FAMILIES.**

90 percent of HFOT Veterans responding to a survey say **THE HOME REDUCES WORRY AND STRESS.**

HFOT currently has **89 HOMES** in various stages of land search and construction.



"It is because of people like HFOT donors that injured Veterans are able to rebuild their lives and finally move on from the tragedy and horror they have faced. This is the most wonderful gift a wounded Veteran can receive." –Army 1LT Nick Morris



"The best part about our home is there are no physical obstacles when it comes to raising my sons now. When simply wheeling out of my front door used to be a project, I now get to enjoy mornings out front watching my children and listening to the birds while sitting next to my wife. The little things really go a long way toward feeling comfortable." – Marine Cpl Garrett Carnes

REBUILDING LIVES



HFOT home recipient Marco Solt and his wife Gina enjoy hosting friends and family for summertime BBQs and holiday gatherings at their specially adapted home in Minnesota.

THEN & NOW

HFOT Veteran Home Recipient Marco Solt

THEN: On May 1, 2012, Army Specialist Marco Solt was on his first deployment as a combat engineer with the 54th Engineer Battalion in Qara Bah, Afghanistan, when he lost both legs in an improvised explosive device (IED) explosion. In his previous home, Marco was not able to use his wheelchair. This resulted in his wife, Eugenia, having to take on most tasks, like cooking, cleaning, and caring for their children.

NOW: Since receiving his specially adapted home in Minnesota on Nov. 21, 2015, Marco says he can do anything he wishes. He loves hosting summertime BBQs and holiday gatherings. "Being able to have a home large and spacious enough to have a group of friends or family over to celebrate something is what my wife and I really enjoy."

The special adaptations of the home also provide freedom and independence for Marco so he can fulfill his parenting roles. "Now that I'm in this home, I can actually look after and take care of my kids, I no longer have to rely on my wife to take care of everything," he says. "This really feels like a home, we feel safe and secure in a city that we really love. Our previous home just didn't feel right and never felt permanent. We now feel comfortable and much happier."

MESSAGE TO HFOT'S DONORS: "Thank you! There are hundreds of organizations that specialize in helping Veterans and wounded Veterans. All of them deserve recognition, but HFOT is just on a different level, they are changing lives. The home is one thing, but the support system that comes with it is equally amazing. So again, to all donors and supporters – thank you."

WE WERE PROUD TO HONOR THE FOLLOWING VETERANS WITH A NEW ADAPTED HOME IN FY16:

10/17/15 – Cpl Mark Haegele - Bismarck, ND	5/21/16 – SGT Nick Mendes - Murrieta, CA
11/21/15 – SPC Marco Solt, Ramsey - MN	5/22/16 – LCpl Jorge Ortiz - Valley Center, CA
11/21/15 – CPT Robert “Bobby” Withers - Winter Garden, FL	6/10/16 – SFC Edgar Barrera - New Braunfels, TX
12/5/15 – SGT Michael Beck - Rocky Mount, NC	6/18/16 – Sgt Luis Remache - Manorville, NY
12/12/15 – Capt Cameron West - Acworth, GA	6/18/16 – SGT Joshua Wetzel - Auburn, AL
12/19/15 – SGT Charles Douglas Harris - Romney, WV	7/9/16 – Sgt Marcus Dandrea - Haymarket, VA
1/9/16 – Cpl Zachary Nelson - Noblesville, IN	7/16/16 – Cpl Garrett Carnes - Burlington, NC
1/16/16 – SGT Luis Alvarado - San Antonio, TX	7/16/16 – SGT John Vail - Madison, MS
1/30/16 – SPC Roberto Reyes Jr. - Hawley, PA	7/16/16 – Sgt Dustin Johns - Lee's Summit, MO
2/6/16 – SGT Kevin Jaye - Hagerstown, MD	7/23/16 – Sgt Toran Gaal - Valley Center, CA
3/6/16 – SSG Woodrow Slate - Yorktown, VA	8/13/16 – LCpl Timothy Dobos - Mill Hall, PA
3/12/16 – SPC Jose Martinez - Apple Valley, CA	9/17/16 – CW4 TaMarsh Thompson - San Antonio, TX
5/14/16 – SGT Steven Curry - Nokesville, VA	9/17/16 – SSG Samuel Shockley - Eatonville, WA
5/14/16 – Capt Anthony Simone - Manhattan, IL	9/25/16 – SSgt Hans Blum - Redlands, CA



FY16 ACCOMPLISHMENTS

28 HOMES COMPLETED

42 VETERANS accepted into
program from **VET CONFERENCE**

22 LOTS PURCHASED

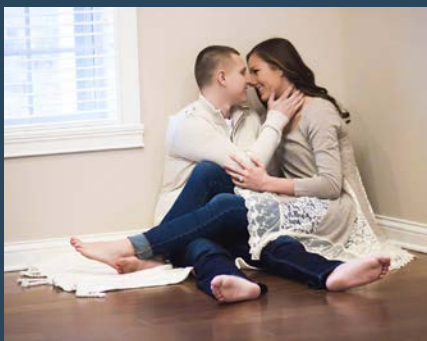
18 COMMUNITY KICKOFFS

26 VOLUNTEER DAYS



"My HFOT home has helped me greatly in being a parent. I can carry my daughter to bed, whether I'm in my wheelchair or am walking, and can get to her quickly if I need to. I can do everything that all fathers love doing with their child and it is an amazing feeling." – Army SGT Kevin Jaye

SGT Jaye lost his right leg and sustained severe damage to the left as a result of an improvised explosive device (IED) blast in Afghanistan on June 24, 2012. He and his wife Lauren received their home in Maryland on Feb. 6, 2016 and became parents to their daughter, Claire, in August 2016.



"Our home has provided me with a sense of security, independence, and comfort I never knew was possible." – Marine Cpl Zachary Nelson

Cpl Nelson was paralyzed while serving in Afghanistan in 2012. He and his wife Kiley received their specially adapted home in Indiana on Jan. 9, 2016.



"The home provides freedom of movement and gives me a peace of mind. I am finally able to be home by myself without my wife being worried about me getting injured." – Army SSG Sam Shockley

Sam lost both legs while serving in Afghanistan in 2013. He and his wife Emely received the keys to their home in Washington on Sept. 17, 2016.



"The HFOT organization, donors, supporters and volunteers are the real heroes. From the bottom of my heart, thank you for all that you do, not just for me but also for all of my comrades." – Army SGT James "JP" McGuire

JP lost his left leg while serving in Iraq in 2007. HFOT is currently building his specially adapted home in Virginia.



Homes For Our Troops
6 Main Street
Taunton, MA 02780



A HISTORY OF EXCELLENCE

HFOT has been evaluated as one of America's Top-Rated Veterans and Military Charities for six consecutive years



HFOT RECEIVES 4-STAR CHARITY RATING FOR THE SIXTH STRAIGHT YEAR

For the sixth consecutive year, Homes For Our Troops has earned the highest possible rating of 4 stars from Charity Navigator, America's largest independent charity evaluator. This places HFOT in the top five percent of charities rated by the organization.

As a valued supporter, you can have trust and confidence that we will be excellent stewards of your donations, as nearly 90 cents of every dollar goes directly toward providing these Post – 9/11 Veterans with the homes and services they need.