

City of Gainesville ARPA Aid to Nonprofits Program

City of Gainesville ARPA Aid to Nonprofits Program

Alachua Habitat for Humanity

Mr. Scott Winzeler
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M: 239-404-1221

Mr. Scott Winzeler

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Gainesville, FL 32606

swinzeler@alachuahabitat.org
O: 352-214-8773
M: 239-404-1221

Application Form

Eligibility

Economic Impact*

Has your nonprofit organization or the clients you serve suffered demonstrable negative economic impact as a result of COVID-19?

Yes

Location*

Is your organization a nonprofit and located within Alachua County? (physically or principally)

Yes

Operating Status*

Is your nonprofit organization active, open and operating? (in-person or virtually)

Yes

IRS Status*

Is your organization legally registered, fully licensed as a 501(c)3 or 501(c)19 nonprofit (as required by applicable law), and up to date on tax payments/filings to include a valid IRS Form 990 for 2020 (or 2019) or an independently audited financial statement?

Yes

IRS Status Year*

Was your organization incorporated as a nonprofit prior to January 1, 2020?

Yes

The Philanthropy Hub Verification*

Is your nonprofit organization verified on The Philanthropy Hub?

Yes

Services*

Does your nonprofit organization provide essential human services to City of Gainesville residents who have been impacted by COVID-19? Please check all that apply:

Housing

Other Services

If you selected 'Other' services, please provide details of how your organization serves those adversely affected by COVID-19.

Acknowledgment

Project Name*

Name of Project.

City of Gainesville ARPA Aid to Nonprofits Program

Acknowledgment*

I understand that in order to apply for the City of Gainesville ARPA Aid to Nonprofits Program, my organization must:

- be principally based or physically located within Alachua County;
- be providing COVID-19-impacted City of Gainesville residents essential services covering medical services, congregate living safety services, food services, housing stability services, training and adult education services, child care and education services, elder care services, and mental health services;
- be active, open and operating (in-person or virtually);
- be registered as a 501(c)(3) prior to January 1, 2020;
- be fully licensed as a nonprofit (as required by applicable law), and up to date on tax payments/filings to include a valid IRS Form 990, 990-EZ, or 990-N filing no later than 2019, or an independently audited financial statement from the most recently completed fiscal year;
- be able to demonstrate the adverse impact of the COVID-19 pandemic to your organization or the clients you serve in one of the following manners:
 - incurred unplanned costs for new programming designed to assist those disparately impacted by the pandemic and its economic effects;
 - incurred unplanned costs to comply with safety and health standards and/or reopening requirements, e.g., modifying facilities for social distancing;
 - incurred unplanned costs for technology to enable virtual work; or
 - lost revenue due to pandemic-based causes, e.g., due to shutdowns, lost sponsorships, inability to hold fundraising events;
- provide a narrative explaining the impact of COVID-19 on the nonprofit's operations; and
- not have received or been approved to receive City ARPA funding via a separate initiative, project, or program.

Yes

Applicant/Agency Information

Target Population*

Select all that apply to indicate which population groups are directly impacted by your work.

Low-income individuals/families

Local Impact*

What is your organization's impact on its constituents and the City of Gainesville community in recent years? Please quantify your responses where possible (i.e. number of people served).

In the past 4 years, Alachua Habitat for Humanity has dramatically increased its production of the number of affordable homes it has built. Since 2018, our Affiliate has built 28 homes in Alachua County, 13 of which have been within the city limits of Gainesville. For the 15 adults who are now paying a mortgage they can afford for a dwelling that is healthy and safe, it has meant a lot of hard work contributing the 400 sweat equity hours needed to complete our program, which in turn has fostered strength and self-reliance. For the 25 children who now live in stable environments, it has meant no longer having to leave friends when their parents have to move due to increased rental costs they can no longer afford. It has meant a more stable environment for their education and more success in learning. A recent study published in the journal of the Federal Reserve Bank of New York found that children of homeowners are 17% more likely to pursue a post-secondary education than children of renters. Our Critical Home Repair program, has served 26 additional households in the same time period. With 1000 people a day turning 65 in this country, many owning their own homes but unable to afford the critical home repairs such as roof replacements, electrical system upgrades or major plumbing work.

Board Chair or Authorized Person First Name*

Scott

Board Chair or Authorized Person Last Name*

Winzeler

Board Chair or Authorized Person Title*

Chief Outreach and Development Officer

Hub Profile*

Please provide link to verified profile from The Philanthropy Hub.

https://www.givegab.com/nonprofits/alachua-habitat-for-humanity/giving_days/cfnf

Organization Type*

Nonprofit with 501C3 IRS Status (Other than an institution of Higher Education)

Tax Form Information*

Please select the tax form your organization most recently filed.

Long form 990

Gross Revenue*

Enter your organization's total revenue as reported on your most recently filed IRS Form 990 from no older than 2019 or independently audited financial statement from your most recently completed fiscal year.

- For IRS Form 990 enter the amount indicated on line 12
- For IRS Form 990-EZ enter the amount indicated on line 9.
- For IRS Form 990-N, enter your revenue for the corresponding fiscal year.
- For independently audited financial statement, enter the total revenue indicated.

\$2,256,516.00

Operating Revenue*

Organization's operating revenue for the last completed fiscal year

\$1,803,856.34

Operating Expenses*

Organization's operating expenses for the last completed fiscal year

\$216,551.00

Pandemic changes to your organization

Pandemic-related changes to priorities and goals*

Briefly explain how the COVID pandemic has changed your organization's priorities and goals.

The COVID pandemic has put a severe stress on the affordable housing market. Rental prices increased by about 12% year over year while the Alachua County Average Media Income dropped by 5.05% for the same period. Inflation currently stands at 7.5% overall. There are far more households in need of an affordable place to call home than before the pandemic began. Alachua Habitat for Humanity is embracing this challenge.

Since our inception, we have helped 163 families become homeowners. Our goal is to increase our fundraising and housing production so that by the end of 2027, we will have built 500 homes.

Pandemic-related changes to your organization's operations*

Please describe how your operations have changed during the pandemic from a staffing and service delivery standpoint.

As mentioned above, we aim to triple our service output by 2027. To do this, we are doing a number of operational changes:

- We are creating an electronic portal for homeowner preliminary applications
- We are reaching out to churches, hospitals, and educational institutions and actively enlisting their support to identify parishioners and employees who might benefit from our homeownership program.
- We have brought on staff a fundraising professional who has raised over \$60 million over his career
- We are instituting an Intern program to add to and bolster our staffing and outreach
- We are appealing to local corporations and businesses for their support with financial, volunteer and in-kind sponsorships
- We are working collaboratively with other organizations to explore creation of projects that incorporate affordable rental housing in addition to our traditional homeownership model

Impact

Description of Need as Specifically Related to Coronavirus*

Please provide a description of how your organization continues to be impacted by the coronavirus pandemic, operationally and/or programmatically.

There are two areas of need that we address in the request:

- 1) Due to the shortages of building materials, the difficulty in finding qualified tradespeople, and the inflation in the price of building materials, we are asking support in the form of additional funding required to cover the cost increases generated by these conditions.
- 2) Due to the increased demand for affordable housing, we are asking for support in increasing the numbers of households we assist with our program.

Population Impact*

Indicate if your services are directed at populations that have been disproportionately impacted by the COVID pandemic. (Identify at least one category: race, gender, ethnicity, geography, income)

90% to 95% of households receiving Habitat services are Black.

Disparity*

What disparity does this population experience that this program addresses? Examples: home ownership, income, health, educational attainment, etc.

Homeownership. According to a study by the the Brookings Institute, Foreclosure/Eviction rates during the Pandemic for Black households (9%) were double that of White households (5%). Mortgage/delinquency rates were nearly double also (16% versus 9%)

Supplemental Disparity Information

For organizations with gross revenue of more than \$1 million, show data to demonstrate existing disparities and impact of COVID on the population identified, including local data if possible. Examples of data can be related to health, socioeconomic status, housing, or factors specific to the program.

The COVID pandemic has put a severe stress on the affordable housing market. Rental prices increased by about 12% year over year while the Alachua County Average Media Income dropped by 5.05% for the same period. Inflation currently stands at 7.5% overall. There are far more households in need of an affordable place to call home than before the pandemic began.

Number of individuals served*

Indicate the total amount of individuals who will be directly impacted by this program.

80

Lost Revenue Calculation (Optional Question)

If you are requesting support for lost revenue, please complete the <https://cfncf.org/wp-content/uploads/2022/03/Lost-Revenue-Calculations.xlsx> Lost Revenue Calculation worksheet. Click here for instructions: [Lost Revenue Calculation Instructions](#).

After downloading and completing the worksheet, please submit it in Excel format.

Budget Spreadsheet*

Upload the program budget using the spreadsheet provided: City of Gainesville ARPA Aid to Nonprofits Program Budget Worksheet

Add line items to the budget worksheet as needed. Please be descriptive in your line items, including providing the number of items and cost per item, i.e., 2.5 FTEs @ \$75,000 each.

The worksheet should reflect/include information about other ARPA funding or other COVID- related federal funding received and/or pending. After downloading and completing the budget, please submit it in Excel format.

Copy of Copy of Grant-Budget.xlsx

Sustainability*

What are the long-term strategies for funding this project/program at the end of the grant period?

Through participation sales of newly generated mortgages to financial institutions in need of CRA credits, we are building a process with donors of that will allow their gifts to extend beyond just one house, but reverberate manifold over time. This coordinated strategy gives promise to the long-term expansion of our affordable housing mission.

Other instruments we are cultivating with financial institutions are what we call 'third party lending' whereby Habitat works with income qualified households to improve their understanding of what it means to be financially responsible, and thereby improve their creditworthiness. With their credit repaired and a better understanding of fiscal responsibility as well as Habitat's assistance in attracting sizeable first-time homebuyers assistance packages, these families can now qualify for a traditional or a reduced interest bank loan. Habitat then comes away from the closing with funds to build another home.

Request Information

Purpose of Request*

One sentence describing the purpose of your request

We are requesting ARPA funds to address the affordable housing crises exacerbated by the COVID 19 Pandemic.

Amount Requested*

Funding can be requested to cover expenses from March 3, 2021 - December 31, 2024. Please enter the total amount of your request for all years of your request.

\$196,513.19

Total Program Cost*

\$3,840,000.00

Allocation of requested funds for previous expenses*

Please indicate the amount of your organization's request that you plan to use for reimbursement of qualified expenses incurred from 3/3/2021-current.

\$49,128.30

Allocation of requested funds for year one*

Please indicate the amount of your organization's request that you plan to use from 6/1/2022 through 6/1/2023.

\$47,384.89

Allocation of requested funds for year two*

Please indicate the amount of your organization's request that you plan to use from 6/2/2023 through 12/31/2024.

\$100,000.00

Financial Review

Budgets to Actuals*

Please upload three years of organizational budget to actuals (current year-to-date, plus the previous two years). You will have to combine the documents into one file to attach here.

3yr budget to actual.xlsx

Balance sheet*

Please upload your most recent balance sheet.

Statement of Financial Position - 12-31-21.pdf

Financial oversight*

How is your organization's board and/or finance committee evaluating the financial health of your organization? What types of financial documents do they review and how often?

The Finance Committee reviews detailed financial data on a regular basis and devises financial dashboards that are presented at each monthly Executive Committee meeting and at each Board meeting. The COO and the Board President review financial data between meetings on a weekly basis.

Confirmation and Attestation

Confirmation and Attestation 1*

My nonprofit organization or the clients we serve were adversely affected by the COVID-19 Pandemic.

Yes

Confirmation and Attestation 2*

My nonprofit organization, if approved, will use awarded City of Gainesville ARPA Aid to Nonprofits Program funding solely for the purpose of covering expenses directly related to the COVID-19 pandemic.

Yes

Confirmation and Attestation 3*

I/We have not already received (and will not receive) reimbursement of any of these costs through another funding source (such as insurance or grants).

Yes

Confirmation and Attestation 4*

I/We fully understand that any funding awarded under this program must be used to purchase services or products that will be used within the City of Gainesville by December 31, 2026.

Yes

Confirmation and Attestation 5*

I/We fully understand that it is a Federal crime to knowingly make false statements (especially regarding the misuse of funds).

Yes

Confirmation and Attestation 6*

I/We fully understand that my case file may be subject to a random audit, five (5) years after the date of closing. This audit may be conducted by the City of Gainesville, and/or another local or state nonprofit organization. I agree to fully cooperate with any of these agencies as requested.

Yes

Confirmation and Attestation 7*

I/We fully acknowledge that if any omissions or misrepresentations are revealed, I will be subject to immediate repayment of all assistance received.

Yes

Confirmation and Attestation 8*

I certify that the information contained in this application is true, complete and correct to the best of my knowledge.

Yes

Signature*

By entering my name below and submitting this application for financial assistance, I affirm that I read, understand, and agree to the previous statements. I am bound by all of the above statements in this application, and agree to be bound by the following terms and conditions if awarded under this program. I confirm that this

application is submitted under the authority and approval of the CEO or Executive Director of my organization.
Type your name below

Scott Winzeler

Date Signed*

03/15/2022

For Evaluators

CFNCF Comment on Diversity*

Are diversity policies included in staff recruitment? Yes
Are diversity policies included in board recruitment? Yes

African American/Black

2

Asian American/Pacific Islander

1

Caucasian

9

Hispanic/Latino

0

Native American/American Indian

0

Not Specified

0

Female

5

Male

7

Not Specified

0

Board Diversity - Comments

None

File Attachment Summary

Applicant File Uploads

- Copy of Copy of Grant-Budget.xlsx
- 3yr budget to actual.xlsx
- Statement of Financial Position - 12-31-21.pdf

Consolidated Budgets to Actuals 2019 - 2022

Income

	FY 19-20 Budget	FY 19-20 Actual	FY 20-21 Budget	FY 20-21 Actual	FY 21-22 Budget	FY 21-22 thru 2.28.22	YTD Comments
4000 - Contributions							
Contributions Individuals	\$135,000	\$188,504	\$208,000	\$282,772	\$97,000	\$52,959	\$80K due in March
Contributions CCTCP	\$116,000	\$128,500	\$135,000	\$124,500	\$125,000	\$0	\$125K CCTCP donations come in June
Contributions Bus/Corp	\$100,000	\$136,124	\$85,500	\$209,205	\$262,000	\$101,861	\$30K due in March
Contributions Churches	\$27,000	\$17,609	\$15,000	\$20,923	\$21,600	\$16,060	
Women Build	\$10,000	\$11,474	\$10,000	\$17,472	\$15,600	\$5,215	
Contributions/Government Gran	\$175,000	\$276,627	\$435,000	\$167,003	\$463,872	\$116,347	\$150K grant to pay by June
InKind/Donated Materials Service	\$60,000	\$87,442	\$60,000	\$3,000	\$30,000	\$1,736	In-kind statements come before e-o-y
Sales to Homeowners	\$1,000,000	\$1,387,900	\$1,159,000	\$785,179	\$1,472,000	\$189,435	(7) remaining homes sales by e-o-yr
Interest Income Mortgages	\$0	\$84,636	\$0	\$0	\$0	\$0	
Events Income	\$35,000	\$25,488	\$42,000	\$43,847	\$68,000	\$26,912	
Resale Store Income	\$480,000	\$372,352	\$480,000	\$444,742	\$446,494	\$231,935	
Other Income	\$30,000	\$62,513	\$60,000	\$17,810	\$17,502	\$20,363	
Gain on sale of asset	\$30,000	\$72,443	\$0	\$0	\$0	\$0	
Total Income	\$2,198,000	\$2,851,612	\$2,689,500	\$2,116,452	\$3,019,069	\$762,824	

Expense

Program							
ReStore	\$300,000	\$381,127	\$300,000	\$289,985	\$300,000	\$200,065	
Homeownership	\$1,625,000	\$2,198,198	\$1,045,200	\$1,116,320	\$1,317,000	\$425,339	
Management & General	\$329,700	\$152,216	\$280,000	\$276,201	\$252,000	\$286,307	
Fundraising	\$74,800	\$64,335	\$100,000	\$121,350	\$132,000	\$116,161	
Total Expense	\$2,329,500	\$2,795,876	\$1,725,200	\$1,803,856	\$2,001,000	\$1,027,872	
	\$2,198,000	\$2,851,612	\$2,689,500	\$2,116,452	\$3,019,069	\$762,824	
	-\$2,329,500	-\$2,795,876	-\$1,725,200	-\$1,803,856	-\$2,001,000	-\$1,027,872	
	-\$131,500	\$55,736	\$964,300	\$312,596	\$1,018,069	-\$265,048	

Alachua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1014 SouthState Operating (0009)	-263,437.14
1016 SouthState Restore (0017)	-29,754.79
1019 SouthSate Construction (4543)	133,983.97
1034 SouthState Women Build (6738)	11,898.20
1041 SouthState Capacity Build 2020 (6753)	-3,216.72
1054 SouthState UF Chapter (5950)	7,359.00
1057 Cash Over/Short	138.57
1070 BBVA Compass Capacity Build (4405)	6,394.14
1072 Vystar Credit Union Mort Lev (0200)	30,596.40
1102 Edward Jones Money Market (14-1-0)	1,680,171.16
1117 Community Foundation Endowment	11,757.73
Total Bank Accounts	\$1,585,890.52
Accounts Receivable	
1120 Pledges Receivable	
1120.35 Pledge Receivable - HUD/SHOP Grant 2018	-52,709.28
1120.40 Pledge Receivable - HUD/SHOP Grant 2019	-2,400.00
Total 1120 Pledges Receivable	-55,109.28
Total Accounts Receivable	\$ -55,109.28
Other Current Assets	
1130 Grants Receivable	86,237.35
1230 Loans to Others	0.00
1240 Prepaid Expenses	28,985.25
1251.10 Land - Purchased	266,417.05
1251.20 Land - Donated	69,000.00
1251.30 Inventory - ReStore	36,579.21
1300 Construction In Process	0.00
1300190 Williams, Candice; 1505 NE 4th Av (11449-001-000)	0.00
1300191 Pugh, Danyell; 1501 NE 4th Av (11449-002-000)	0.00
1300200 Mitchell, Masheria; 506 SE 17th Tr (11319-000-000)	0.00
1300201 Perry/Whitley; 3515 SE 22nd Pl (16125-002-023)	0.00
1352002 Salas, Jennifer; 2213 NE 3rd Av (11235-010-000)	0.00
1352003 Calhoun, Rekeshia; 3514 SE 22nd Pl (16125-002-026)	111,506.23
1352004 Artis, Angela; 3505 Se 22nd Ln (16125-002-016)	125,459.18
1352005 Anderson, May; 650 NE 15th Tr (11014-000-000)	114,976.56
1352006 Martin/Ford, Lanoris/Arness; 1726 NE 1st Av (11476-001-002)	625.13
1352007 Walker, Lashay, Santa Fe XI; 1713 NE 3rd Av	90,464.05
1352008 Kelly/Brown, Cheryl/Kennetha; 1720 NE 1st Av (11317-000-000)	117,697.46

Alachua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
1352009 Lewis, LeShawn; 502 SE 17th Tr (11317-000-000)	101,102.63
1352010 Cooper, Jasmine - 4225 NE 17th Terr (08161-005-007)	51,599.08
1352011 Hall, Monieke; 1716 NE 1st Ave (Parcel #)	18,607.53
1352012 Waterbury, Christy; 624 NE 24th St (WB) (10905-016-000)	26,508.44
1352013 Burke, Ashley; 826 NE 16th St, (10677-001-000)	18,156.98
1352014 Benson/Vinson, John/Elea, 913 NE 16th Terr, ()	7,542.79
1352015 Pinkney; 1716 SE 6th Ave (11304-001-000)	2,025.55
1352016 McKenzy; 1734 SE 6th Ave (11304-001-001)	2,025.55
1352017 Santa Fe XII	24,679.77
Total 1300 Construction In Process	812,976.93
139999 Uncategorized Asset	0.00
Total Other Current Assets	\$1,300,195.79
Total Current Assets	\$2,830,977.03
Fixed Assets	
1405 Equipment and Furniture - Major	56,241.46
1410 Land Used By Affiliate	45,000.00
1420 Buildings Used by Affiliate	
1421 Buildings	686,647.87
1422 Office Remodel	99,882.00
1423 Renovations	217,463.82
1424 Renovations - 2301 NW 6th	82,747.39
1426 Renovations - ABC Property	45,192.70
1427 Accum Depreciation-Buildings	-385,064.05
Total 1420 Buildings Used by Affiliate	746,869.73
1440 Vehicles	43,577.95
1445 Depreciation, Vehicles	-4,581.27
Total 1440 Vehicles	38,996.68
Total Fixed Assets	\$887,107.87
Other Assets	
1610 Mortgages Receivable	3,413,649.42
1620 Unamortized Mortgage Discount	-844,692.02
1630 Mortgages Sold	-915,630.33
Total 1610 Mortgages Receivable	1,653,327.07
16111 Escrow Deficit	6,130.13
1700 Deposits - AmeriNational Escrow	39,510.29
1701 AR Amerinational	22,050.05
17011 A/R AN Escrow Deficit Rec Coll	-161.80
Total Other Assets	\$1,720,855.74
TOTAL ASSETS	\$5,438,940.64

Achua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 Accounts Payable	52,247.59
Total Accounts Payable	\$52,247.59
Credit Cards	
2062 Visa (1072)	-1,296.87
2063 Visa (1957)	0.00
2064 Visa (1874)	-572.99
2065 Visa (1643)	-1,707.89
2066 Visa (2013)	-12.99
2067 Visa (1924)	-753.68
2068 Visa (1338)	1,330.69
2069 Lowe's Business Card	0.00
2070 The Home Depot (7223)	0.00
2071 Visa (2138)	200.87
2072 Visa (2161)	326.37
2073 Visa (2120)	620.50
Total Credit Cards	\$ -1,865.99
Other Current Liabilities	
2060 HUD/SHOP Grants Payable	
2060.01 N/P - HUD/SHOP Grant (201025)	0.00
2060.02 N/P - HUD/SHOP Grant (231012)	13,914.00
2060.03 N/P - HUD/SHOP Grant (241030)	3,000.00
2060.04 N/P - HUD/SHOP Grant (242005)	12,000.01
2060.05 N/P - HUD/SHOP Grant (251014)	6,875.00
Total 2060 HUD/SHOP Grants Payable	35,789.01
2075 Asset Leveraging	
2075.10 VyStar Asset Leveraging (1612)	5,841.01
2075.20 PNC Asset Leveraging (1942)	-23,034.39
2075.30 Ameris Bank Asset Leveraging (2262)	-33,749.17
2075.40 Renasant Bank Asset Leveraging (2123)	-8,409.92
2075.50 Center State Bank Asset Leveraging (2225)	-10,885.11

Alachua Habitat For Humanity Gainesville

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	TOTAL
Total 2075 Asset Leveraging	-70,237.58
2210 Homeowner Escrow Deposits	54,253.23
2220 Homeowner (Step) Deposits Paid	9,500.00
2223 Homeowner Mortgage/Rent Paid	1,000.00
2225 Tenant Security Deposit	1,500.00
2240 Celebration Oaks Homeowners Association	-3,235.00
2405 Accrued Payables	0.00
2410 Accrued Payroll	32,945.11
2411 Accrued Vacations	35,924.91
2500 FL Dept. of Revenue Sales Tax Due	-754.11
2518 N/P - Payroll Protection Program 2nd Loan	143,800.00
2525 Renasant Bank LOC	16.61
2530 N/P - SouthState/LOC (4621)	259,605.83
2700 Grants in Process	
2720.05 Bank of America	0.00
2720.25 Cost of Home Advocacy/HFHI	0.00
2720.60 Homes Community Grant HHI (COVID)	0.00
2720.80 State Housing Initiative Partnership Program (SHIP)	15,380.20
2720.83 State Housing Initiative Partnership Program (SHIP) NR ONLY	43,235.30
Total 2700 Grants in Process	58,615.50
Total Other Current Liabilities	\$558,723.51
Total Current Liabilities	\$609,105.11
Total Liabilities	\$609,105.11
Equity	
3000 Opening Balance Equity	0.00
3115 Net Assets - Unrestrict W/Donor	3,524,079.27
3150 Net Assets - Temp Rest W/Donor	7,094.00
3500 Retained Earnings	432,533.91
Net Revenue	866,128.35
Total Equity	\$4,829,835.53
TOTAL LIABILITIES AND EQUITY	\$5,438,940.64

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Yes

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Yes

The Philanthropy Hub Verification*

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Housing

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I understand that in order to apply for the City of Gainesville ARPA Aid to Nonprofits Program, my organization must:

- be principally based or physically located within Alachua County;
- be providing COVID-19-impacted City of Gainesville residents essential services covering medical services, congregate living safety services, food services, housing stability services, training and adult education services, child care and education services, elder care services, and mental health services;
- be active, open and operating (in-person or virtually);
- be registered as a 501(c)(3) prior to January 1, 2020;
- be fully licensed as a nonprofit (as required by applicable law), and up to date on tax payments/filings to include a valid IRS Form 990, 990-EZ, or 990-N filing no later than 2019, or an independently audited financial statement from the most recently completed fiscal year;
- be able to demonstrate the adverse impact of the COVID-19 pandemic to your organization or the clients you serve in one of the following manners:
 - incurred unplanned costs for new programming designed to assist those disparately impacted by the pandemic and its economic effects;
 - incurred unplanned costs to comply with safety and health standards and/or reopening requirements, e.g., modifying facilities for social distancing;
 - incurred unplanned costs for technology to enable virtual work; or
 - lost revenue due to pandemic-based causes, e.g., due to shutdowns, lost sponsorships, inability to hold fundraising events;
- provide a narrative explaining the impact of COVID-19 on the nonprofit's operations; and
- not have received or been approved to receive City ARPA funding via a separate initiative, project, or program.

Yes

Applicant/Agency Information

Target Population*

Select all that apply to indicate which population groups are directly impacted by your work.

Low-income individuals/families

Local Impact*

What is your organization's impact on its constituents and the City of Gainesville community in recent years? Please quantify your responses where possible (i.e. number of people served).

In the past 4 years, Alachua Habitat for Humanity has dramatically increased its production of the number of affordable homes it has built. Since 2018, our Affiliate has built 28 homes in Alachua County, 13 of which have been within the city limits of Gainesville. For the 15 adults who are now paying a mortgage they can afford for a dwelling that is healthy and safe, it has meant a lot of hard work contributing the 400 sweat equity hours needed to complete our program, which in turn has fostered strength and self-reliance. For the 25 children who now live in stable environments, it has meant no longer having to leave friends when their parents have to move due to increased rental costs they can no longer afford. It has meant a more stable environment for their education and more success in learning. A recent study published in the journal of the Federal Reserve Bank of New York found that children of homeowners are 17% more likely to pursue a post-secondary education than children of renters. Our Critical Home Repair program, has served 26 additional households in the same time period. With 1000 people a day turning 65 in this country, many owning their own homes but unable to afford the critical home repairs such as roof replacements, electrical system upgrades or major plumbing work.

Board Chair or Authorized Person First Name*

Scott

Board Chair or Authorized Person Last Name*

Winzeler

Board Chair or Authorized Person Title*

Chief Outreach and Development Officer

Hub Profile*

Please provide link to verified profile from The Philanthropy Hub.

https://www.givegab.com/nonprofits/alachua-habitat-for-humanity/giving_days/cfnf

Organization Type*

Nonprofit with 501C3 IRS Status (Other than an institution of Higher Education)

Tax Form Information*

Please select the tax form your organization most recently filed.

Long form 990

Gross Revenue*

Enter your organization's total revenue as reported on your most recently filed IRS Form 990 from no older than 2019 or independently audited financial statement from your most recently completed fiscal year.

- For IRS Form 990 enter the amount indicated on line 12
- For IRS Form 990-EZ enter the amount indicated on line 9.
- For IRS Form 990-N, enter your revenue for the corresponding fiscal year.
- For independently audited financial statement, enter the total revenue indicated.

\$2,256,516.00

Operating Revenue*

Organization's operating revenue for the last completed fiscal year

\$1,803,856.34

Operating Expenses*

Organization's operating expenses for the last completed fiscal year

\$216,551.00

Pandemic changes to your organization

Pandemic-related changes to priorities and goals*

Briefly explain how the COVID pandemic has changed your organization's priorities and goals.

The COVID pandemic has put a severe stress on the affordable housing market. Rental prices increased by about 12% year over year while the Alachua County Average Media Income dropped by 5.05% for the same period. Inflation currently stands at 7.5% overall. There are far more households in need of an affordable place to call home than before the pandemic began. Alachua Habitat for Humanity is embracing this challenge.

Since our inception, we have helped 163 families become homeowners. Our goal is to increase our fundraising and housing production so that by the end of 2027, we will have built 500 homes.

Pandemic-related changes to your organization's operations*

Please describe how your operations have changed during the pandemic from a staffing and service delivery standpoint.

As mentioned above, we aim to triple our service output by 2027. To do this, we are doing a number of operational changes:

- We are creating an electronic portal for homeowner preliminary applications
- We are reaching out to churches, hospitals, and educational institutions and actively enlisting their support to identify parishioners and employees who might benefit from our homeownership program.
- We have brought on staff a fundraising professional who has raised over \$60 million over his career
- We are instituting an Intern program to add to and bolster our staffing and outreach
- We are appealing to local corporations and businesses for their support with financial, volunteer and in-kind sponsorships
- We are working collaboratively with other organizations to explore creation of projects that incorporate affordable rental housing in addition to our traditional homeownership model

Impact

Description of Need as Specifically Related to Coronavirus*

Please provide a description of how your organization continues to be impacted by the coronavirus pandemic, operationally and/or programmatically.

There are two areas of need that we address in the request:

- 1) Due to the shortages of building materials, the difficulty in finding qualified tradespeople, and the inflation in the price of building materials, we are asking support in the form of additional funding required to cover the cost increases generated by these conditions.
- 2) Due to the increased demand for affordable housing, we are asking for support in increasing the numbers of households we assist with our program.

Population Impact*

Indicate if your services are directed at populations that have been disproportionately impacted by the COVID pandemic. (Identify at least one category: race, gender, ethnicity, geography, income)

90% to 95% of households receiving Habitat services are Black.

Disparity*

What disparity does this population experience that this program addresses? Examples: home ownership, income, health, educational attainment, etc.

Homeownership. According to a study by the the Brookings Institute, Foreclosure/Eviction rates during the Pandemic for Black households (9%) were double that of White households (5%). Mortgage/delinquency rates were nearly double also (16% versus 9%)

Supplemental Disparity Information

For organizations with gross revenue of more than \$1 million, show data to demonstrate existing disparities and impact of COVID on the population identified, including local data if possible. Examples of data can be related to health, socioeconomic status, housing, or factors specific to the program.

The COVID pandemic has put a severe stress on the affordable housing market. Rental prices increased by about 12% year over year while the Alachua County Average Media Income dropped by 5.05% for the same period. Inflation currently stands at 7.5% overall. There are far more households in need of an affordable place to call home than before the pandemic began.

Number of individuals served*

Indicate the total amount of individuals who will be directly impacted by this program.

80

Lost Revenue Calculation (Optional Question)

If you are requesting support for lost revenue, please complete the <https://cfncf.org/wp-content/uploads/2022/03/Lost-Revenue-Calculations.xlsx> Lost Revenue Calculation worksheet. Click here for instructions: [Lost Revenue Calculation Instructions](#).

After downloading and completing the worksheet, please submit it in Excel format.

Budget Spreadsheet*

Upload the program budget using the spreadsheet provided: [City of Gainesville ARPA Aid to Nonprofits Program Budget Worksheet](#)

Add line items to the budget worksheet as needed. Please be descriptive in your line items, including providing the number of items and cost per item, i.e., 2.5 FTEs @ \$75,000 each.

The worksheet should reflect/include information about other ARPA funding or other COVID- related federal funding received and/or pending. After downloading and completing the budget, please submit it in Excel format.

Copy of Copy of Grant-Budget.xlsx

Sustainability*

What are the long-term strategies for funding this project/program at the end of the grant period?

Through participation sales of newly generated mortgages to financial institutions in need of CRA credits, we are building a process with donors of that will allow their gifts to extend beyond just one house, but reverberate manifold over time. This coordinated strategy gives promise to the long-term expansion of our affordable housing mission.

Other instruments we are cultivating with financial institutions are what we call 'third party lending' whereby Habitat works with income qualified households to improve their understanding of what it means to be financially responsible, and thereby improve their creditworthiness. With their credit repaired and a better understanding of fiscal responsibility as well as Habitat's assistance in attracting sizeable first-time homebuyers assistance packages, these families can now qualify for a traditional or a reduced interest bank loan. Habitat then comes away from the closing with funds to build another home.

Request Information

Purpose of Request*

One sentence describing the purpose of your request

We are requesting ARPA funds to address the affordable housing crises exacerbated by the COVID 19 Pandemic.

Amount Requested*

Funding can be requested to cover expenses from March 3, 2021 - December 31, 2024. Please enter the total amount of your request for all years of your request.

\$196,513.19

Total Program Cost*

\$3,840,000.00

Allocation of requested funds for previous expenses*

Please indicate the amount of your organization's request that you plan to use for reimbursement of qualified expenses incurred from 3/3/2021-current.

\$49,128.30

Allocation of requested funds for year one*

Please indicate the amount of your organization's request that you plan to use from 6/1/2022 through 6/1/2023.

\$47,384.89

Allocation of requested funds for year two*

Please indicate the amount of your organization's request that you plan to use from 6/2/2023 through 12/31/2024.

\$100,000.00

Financial Review

Budgets to Actuals*

Please upload three years of organizational budget to actuals (current year-to-date, plus the previous two years). You will have to combine the documents into one file to attach here.

3yr budget to actual.xlsx

Balance sheet*

Please upload your most recent balance sheet.

Statement of Financial Position - 12-31-21.pdf

Financial oversight*

How is your organization's board and/or finance committee evaluating the financial health of your organization? What types of financial documents do they review and how often?

The Finance Committee reviews detailed financial data on a regular basis and devises financial dashboards that are presented at each monthly Executive Committee meeting and at each Board meeting. The COO and the Board President review financial data between meetings on a weekly basis.

Confirmation and Attestation

Confirmation and Attestation 1*

My nonprofit organization or the clients we serve were adversely affected by the COVID-19 Pandemic.

Yes

Confirmation and Attestation 2*

My nonprofit organization, if approved, will use awarded City of Gainesville ARPA Aid to Nonprofits Program funding solely for the purpose of covering expenses directly related to the COVID-19 pandemic.

Yes

Confirmation and Attestation 3*

I/We have not already received (and will not receive) reimbursement of any of these costs through another funding source (such as insurance or grants).

Yes

Confirmation and Attestation 4*

I/We fully understand that any funding awarded under this program must be used to purchase services or products that will be used within the City of Gainesville by December 31, 2026.

Yes

Confirmation and Attestation 5*

I/We fully understand that it is a Federal crime to knowingly make false statements (especially regarding the misuse of funds).

Yes

Confirmation and Attestation 6*

I/We fully understand that my case file may be subject to a random audit, five (5) years after the date of closing. This audit may be conducted by the City of Gainesville, and/or another local or state nonprofit organization. I agree to fully cooperate with any of these agencies as requested.

Yes

Confirmation and Attestation 7*

I/We fully acknowledge that if any omissions or misrepresentations are revealed, I will be subject to immediate repayment of all assistance received.

Yes

Confirmation and Attestation 8*

I certify that the information contained in this application is true, complete and correct to the best of my knowledge.

Yes

Signature*

By entering my name below and submitting this application for financial assistance, I affirm that I read, understand, and agree to the previous statements. I am bound by all of the above statements in this application, and agree to be bound by the following terms and conditions if awarded under this program. I confirm that this

application is submitted under the authority and approval of the CEO or Executive Director of my organization.
Type your name below

Scott Winzeler

Date Signed*

03/15/2022

For Evaluators

CFNCF Comment on Diversity*

Are diversity policies included in staff recruitment? Yes
Are diversity policies included in board recruitment? Yes

African American/Black

2

Asian American/Pacific Islander

1

Caucasian

9

Hispanic/Latino

0

Native American/American Indian

0

Not Specified

0

Female

5

Male

7

Not Specified

0

Board Diversity - Comments

None

File Attachment Summary

Applicant File Uploads

- Copy of Copy of Grant-Budget.xlsx
- 3yr budget to actual.xlsx
- Statement of Financial Position - 12-31-21.pdf

Consolidated Budgets to Actuals 2019 - 2022

Income

	FY 19-20 Budget	FY 19-20 Actual	FY 20-21 Budget	FY 20-21 Actual	FY 21-22 Budget	FY 21-22 thru 2.28.22	YTD Comments
4000 - Contributions							
Contributions Individuals	\$135,000	\$188,504	\$208,000	\$282,772	\$97,000	\$52,959	\$80K due in March
Contributions CCTCP	\$116,000	\$128,500	\$135,000	\$124,500	\$125,000	\$0	\$125K CCTCP donations come in June
Contributions Bus/Corp	\$100,000	\$136,124	\$85,500	\$209,205	\$262,000	\$101,861	\$30K due in March
Contributions Churches	\$27,000	\$17,609	\$15,000	\$20,923	\$21,600	\$16,060	
Women Build	\$10,000	\$11,474	\$10,000	\$17,472	\$15,600	\$5,215	
Contributions/Government Gran	\$175,000	\$276,627	\$435,000	\$167,003	\$463,872	\$116,347	\$150K grant to pay by June
InKind/Donated Materials Service	\$60,000	\$87,442	\$60,000	\$3,000	\$30,000	\$1,736	In-kind statements come before e-o-y
Sales to Homeowners	\$1,000,000	\$1,387,900	\$1,159,000	\$785,179	\$1,472,000	\$189,435	(7) remaining homes sales by e-o-yr
Interest Income Mortgages	\$0	\$84,636	\$0	\$0	\$0	\$0	
Events Income	\$35,000	\$25,488	\$42,000	\$43,847	\$68,000	\$26,912	
Resale Store Income	\$480,000	\$372,352	\$480,000	\$444,742	\$446,494	\$231,935	
Other Income	\$30,000	\$62,513	\$60,000	\$17,810	\$17,502	\$20,363	
Gain on sale of asset	\$30,000	\$72,443	\$0	\$0	\$0	\$0	
Total Income	\$2,198,000	\$2,851,612	\$2,689,500	\$2,116,452	\$3,019,069	\$762,824	

Expense

Program							
ReStore	\$300,000	\$381,127	\$300,000	\$289,985	\$300,000	\$200,065	
Homeownership	\$1,625,000	\$2,198,198	\$1,045,200	\$1,116,320	\$1,317,000	\$425,339	
Management & General	\$329,700	\$152,216	\$280,000	\$276,201	\$252,000	\$286,307	
Fundraising	\$74,800	\$64,335	\$100,000	\$121,350	\$132,000	\$116,161	
Total Expense	\$2,329,500	\$2,795,876	\$1,725,200	\$1,803,856	\$2,001,000	\$1,027,872	
	\$2,198,000	\$2,851,612	\$2,689,500	\$2,116,452	\$3,019,069	\$762,824	
	-\$2,329,500	-\$2,795,876	-\$1,725,200	-\$1,803,856	-\$2,001,000	-\$1,027,872	
	-\$131,500	\$55,736	\$964,300	\$312,596	\$1,018,069	-\$265,048	

Alachua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1014 SouthState Operating (0009)	-263,437.14
1016 SouthState Restore (0017)	-29,754.79
1019 SouthSate Construction (4543)	133,983.97
1034 SouthState Women Build (6738)	11,898.20
1041 SouthState Capacity Build 2020 (6753)	-3,216.72
1054 SouthState UF Chapter (5950)	7,359.00
1057 Cash Over/Short	138.57
1070 BBVA Compass Capacity Build (4405)	6,394.14
1072 Vystar Credit Union Mort Lev (0200)	30,596.40
1102 Edward Jones Money Market (14-1-0)	1,680,171.16
1117 Community Foundation Endowment	11,757.73
Total Bank Accounts	\$1,585,890.52
Accounts Receivable	
1120 Pledges Receivable	
1120.35 Pledge Receivable - HUD/SHOP Grant 2018	-52,709.28
1120.40 Pledge Receivable - HUD/SHOP Grant 2019	-2,400.00
Total 1120 Pledges Receivable	-55,109.28
Total Accounts Receivable	\$ -55,109.28
Other Current Assets	
1130 Grants Receivable	86,237.35
1230 Loans to Others	0.00
1240 Prepaid Expenses	28,985.25
1251.10 Land - Purchased	266,417.05
1251.20 Land - Donated	69,000.00
1251.30 Inventory - ReStore	36,579.21
1300 Construction In Process	0.00
1300190 Williams, Candice; 1505 NE 4th Av (11449-001-000)	0.00
1300191 Pugh, Danyell; 1501 NE 4th Av (11449-002-000)	0.00
1300200 Mitchell, Masheria; 506 SE 17th Tr (11319-000-000)	0.00
1300201 Perry/Whitley; 3515 SE 22nd Pl (16125-002-023)	0.00
1352002 Salas, Jennifer; 2213 NE 3rd Av (11235-010-000)	0.00
1352003 Calhoun, Rekeshia; 3514 SE 22nd Pl (16125-002-026)	111,506.23
1352004 Artis, Angela; 3505 Se 22nd Ln (16125-002-016)	125,459.18
1352005 Anderson, May; 650 NE 15th Tr (11014-000-000)	114,976.56
1352006 Martin/Ford, Lanoris/Arness; 1726 NE 1st Av (11476-001-002)	625.13
1352007 Walker, Lashay, Santa Fe XI; 1713 NE 3rd Av	90,464.05
1352008 Kelly/Brown, Cheryl/Kennetha; 1720 NE 1st Av (11317-000-000)	117,697.46

Alachua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
1352009 Lewis, LeShawn; 502 SE 17th Tr (11317-000-000)	101,102.63
1352010 Cooper, Jasmine - 4225 NE 17th Terr (08161-005-007)	51,599.08
1352011 Hall, Monieke; 1716 NE 1st Ave (Parcel #)	18,607.53
1352012 Waterbury, Christy; 624 NE 24th St (WB) (10905-016-000)	26,508.44
1352013 Burke, Ashley; 826 NE 16th St, (10677-001-000)	18,156.98
1352014 Benson/Vinson, John/Elea, 913 NE 16th Terr, ()	7,542.79
1352015 Pinkney; 1716 SE 6th Ave (11304-001-000)	2,025.55
1352016 McKenzy; 1734 SE 6th Ave (11304-001-001)	2,025.55
1352017 Santa Fe XII	24,679.77
Total 1300 Construction In Process	812,976.93
139999 Uncategorized Asset	0.00
Total Other Current Assets	\$1,300,195.79
Total Current Assets	\$2,830,977.03
Fixed Assets	
1405 Equipment and Furniture - Major	56,241.46
1410 Land Used By Affiliate	45,000.00
1420 Buildings Used by Affiliate	
1421 Buildings	686,647.87
1422 Office Remodel	99,882.00
1423 Renovations	217,463.82
1424 Renovations - 2301 NW 6th	82,747.39
1426 Renovations - ABC Property	45,192.70
1427 Accum Depreciation-Buildings	-385,064.05
Total 1420 Buildings Used by Affiliate	746,869.73
1440 Vehicles	43,577.95
1445 Depreciation, Vehicles	-4,581.27
Total 1440 Vehicles	38,996.68
Total Fixed Assets	\$887,107.87
Other Assets	
1610 Mortgages Receivable	3,413,649.42
1620 Unamortized Mortgage Discount	-844,692.02
1630 Mortgages Sold	-915,630.33
Total 1610 Mortgages Receivable	1,653,327.07
16111 Escrow Deficit	6,130.13
1700 Deposits - AmeriNational Escrow	39,510.29
1701 AR Amerinational	22,050.05
17011 A/R AN Escrow Deficit Rec Coll	-161.80
Total Other Assets	\$1,720,855.74
TOTAL ASSETS	\$5,438,940.64

Achua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 Accounts Payable	52,247.59
Total Accounts Payable	\$52,247.59
Credit Cards	
2062 Visa (1072)	-1,296.87
2063 Visa (1957)	0.00
2064 Visa (1874)	-572.99
2065 Visa (1643)	-1,707.89
2066 Visa (2013)	-12.99
2067 Visa (1924)	-753.68
2068 Visa (1338)	1,330.69
2069 Lowe's Business Card	0.00
2070 The Home Depot (7223)	0.00
2071 Visa (2138)	200.87
2072 Visa (2161)	326.37
2073 Visa (2120)	620.50
Total Credit Cards	\$ -1,865.99
Other Current Liabilities	
2060 HUD/SHOP Grants Payable	
2060.01 N/P - HUD/SHOP Grant (201025)	0.00
2060.02 N/P - HUD/SHOP Grant (231012)	13,914.00
2060.03 N/P - HUD/SHOP Grant (241030)	3,000.00
2060.04 N/P - HUD/SHOP Grant (242005)	12,000.01
2060.05 N/P - HUD/SHOP Grant (251014)	6,875.00
Total 2060 HUD/SHOP Grants Payable	35,789.01
2075 Asset Leveraging	
2075.10 VyStar Asset Leveraging (1612)	5,841.01
2075.20 PNC Asset Leveraging (1942)	-23,034.39
2075.30 Ameris Bank Asset Leveraging (2262)	-33,749.17
2075.40 Renasant Bank Asset Leveraging (2123)	-8,409.92
2075.50 Center State Bank Asset Leveraging (2225)	-10,885.11

Alachua Habitat For Humanity Gainesville

Statement of Financial Position

As of December 31, 2021

	TOTAL
Total 2075 Asset Leveraging	-70,237.58
2210 Homeowner Escrow Deposits	54,253.23
2220 Homeowner (Step) Deposits Paid	9,500.00
2223 Homeowner Mortgage/Rent Paid	1,000.00
2225 Tenant Security Deposit	1,500.00
2240 Celebration Oaks Homeowners Association	-3,235.00
2405 Accrued Payables	0.00
2410 Accrued Payroll	32,945.11
2411 Accrued Vacations	35,924.91
2500 FL Dept. of Revenue Sales Tax Due	-754.11
2518 N/P - Payroll Protection Program 2nd Loan	143,800.00
2525 Renasant Bank LOC	16.61
2530 N/P - SouthState/LOC (4621)	259,605.83
2700 Grants in Process	
2720.05 Bank of America	0.00
2720.25 Cost of Home Advocacy/HFHI	0.00
2720.60 Homes Community Grant HHI (COVID)	0.00
2720.80 State Housing Initiative Partnership Program (SHIP)	15,380.20
2720.83 State Housing Initiative Partnership Program (SHIP) NR ONLY	43,235.30
Total 2700 Grants in Process	58,615.50
Total Other Current Liabilities	\$558,723.51
Total Current Liabilities	\$609,105.11
Total Liabilities	\$609,105.11
Equity	
3000 Opening Balance Equity	0.00
3115 Net Assets - Unrestrict W/Donor	3,524,079.27
3150 Net Assets - Temp Rest W/Donor	7,094.00
3500 Retained Earnings	432,533.91
Net Revenue	866,128.35
Total Equity	\$4,829,835.53
TOTAL LIABILITIES AND EQUITY	\$5,438,940.64