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In Memoriam

Bradford Burnham

President/ CEO

Andrew R. Bowler

Contact Us:

[www.irchabitat.org](http://www.irchabitat.org)  
Office: 772-562-9860  
CEO Andy Bowler: X208  
Development: X209  
Volunteers: X212  
ReStore: 257-0222



# Habitat Happenings

Winter 2011-2012



The Newsletter for Indian River Habitat for Humanity



## After 20 years

# Indian River Habitat is home at last!

We hosted approximately 200 guests at our new Office and Training Center Nov. 17, as friends, volunteers, donors, city and county officials, homeowners and staff joined to celebrate the award-winning affiliate's 20th anniversary and new facility grand opening. Guests gathered under a tent in the adjacent lawn area for greetings and hors d'oeuvres, then adjourned to the OTC for the welcome and ribbon-cutting ceremony, followed by building tours, refreshments and reception.

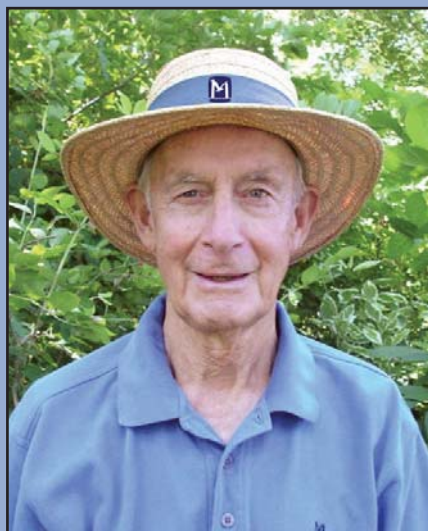
In addition to providing office, storage and meeting space for staff, volunteers, committees and boards to carry out their tasks with greater efficiency, the 8,100-square-foot OTC also provides space for training classes for Habitat homebuyers and homeowners as well as space for use by other area non-profits.

The OTC project has in no way reduced the number of families served by Habitat, either through new construction or the renovation/refurbishing and Neighborhood Revitalization Initiative programs.

Anyone interested in touring the new building is welcome to visit. Room sponsorships are still available. For donation information or to schedule a tour, please contact Peggy Gibbs, X209.

We've lost a great one. . . . .

## Brad Burnham



On Dec. 21, 2011, we said goodbye to our dear friend and the affiliate's No. 1 cheerleader, Brad Burnham. It is not an exaggeration to say that Indian River HFH would not be the award-winning affiliate it is today if it weren't for Brad's extraordinary fundraising ability and his willingness to use his time, talent and treasure to fulfill the Habitat mission. Brad brought his friends and neighbors from The Moorings together to build homes, communities and hope. In 11 years the Moorings/Habitat committee, under Brad's leadership, built 51 homes. By sharing his ideas with five other communities, an additional 64 homes have been built.

What an example to us all: He ran the race set out for him and ran it hard right through the finish-line, no easing up. Well done, thou good and faithful servant, you have used your talents wisely.

Thank you to the Burnham family, and particularly Brad's wife, Joan, for sharing this remarkable, humble and caring man with us. He will be greatly missed.

## Recurring Themes: Change and Love

Todd Heckman, Outgoing Board Chair



As I prepared to write my last “Letter from the Chairman”, I decided to go back and re-read the quarterly letters that I have written to you over the past two years as Chairman. I found two important recurring themes. One is obvious, and one is subtle, but, oh, so important! Allow me to explain...

The First recurring theme is “Change.” As we still experience the affects of the “Great Recession,” our mission would not be experiencing the levels of success that it has achieved in the last two years were it not for our ability to quickly adapt to the “New Normal.” Donations are down, yet we have learned how to do much more with much less.

This recognition of the need to change, and change quickly, led to the mantra: “At Habitat we don’t just build homes, we build homeowners.” Everyone, including the staff, members of the Board of Directors, volunteers and even homeowners, quickly ‘bought in’ and, over the last two and a half years, we have accomplished the following:

- More Homeowner Support Services including a food pantry, increased training and educational opportunities, and mortgage payment workouts
- Expansion of the After School, Summer Care, and Scholarship programs
- Increased cooperation to work in tandem with “like-minded” charities
- Expanding into purchasing repossessed homes
- Building on individual lots and smaller subdivisions
- \$1 million annual sales accomplished in the Home Center ReStore
- The establishment of the Neighborhood Revitalization Initiative (NRI)
- The completion of the Office and Training Center

You may ask, “Has all of this “change” been for the good?” I’ll let The Numbers do the talking:

FY2009: Number of Families Served: 30

FY2011: Number of Families Served: 51

FY2012: Projected Number of Family Served: 68

Yes!! We have done more with less! It is because of you: our staff, led by Andy Bowler; our volunteers; and our wonderful homeowners; and your willingness to accept “The Challenge” of change that made this possible.

Yet there is one other thing that makes this all happen, and it is the second recurring theme - “Love” - Your Love, God’s Love. Andy Bowler recently read a passage to the Board members that, in part, states that “you can give without loving, but you cannot Love without giving.”

It is this gift of Love that is the very fabric of this organization and what allows IRHFH to triumph over all adversity. In my parting words: Please *never stop* “Giving the Love,” for it is the gift we value beyond measure.

### Our Apologies.....

Mr. and Mrs. Allen W. Zern were inadvertently omitted from the Builder’s Guild list that appeared in our fiscal year 2011 Annual Report. We extend our heartfelt apologies to the Zerns, who have been generous Habitat supporters for a number of years.

## Putting God’s Love into Action



Andy Bowler, President/CEO

I do hope you had the opportunity to really enjoy the Christmas Season with your family and friends and that you also had time to reflect on the “reason for the season”, the coming of the Christ child as our Lord and Savior.

As an ecumenical Christian ministry, we at Habitat for Humanity wish to be Christ’s “hands and feet” by taking care of the poor, the discriminated and the disenfranchised, not with a hand-out, but with a hand-up: or, as our new Mission Statement puts it:

**“Seeking to put God’s love into action, Indian River Habitat for Humanity brings people together to build homes, communities and hope.”**

In order to serve more families in this tight economy, we have learned to carry out our mission in many different ways. Yes, we are still building new homes, 19 in Grace Woods West and six in Grace Meadows, but we are also planning to buy at least 13 foreclosure homes with a \$1.35 million grant from HUD and rehab them for deserving families.

The Neighborhood Revitalization Initiative program will bless an additional 30 families this year with simple low cost repairs. Twelve of these projects will be for veterans, with funding provided by the Home Depot Foundation.

Our mandated HFH International tithe will continue to support projects in Romania, Argentina, Madagascar and the Dominican Republic. In addition, we hope to meet our self-imposed goal of building 30 “core-homes” in Haiti by the end of 2012. We are half way there.

Finally we will continue to support as many of our families as possible with the Scholarship Program that provides subsidies towards after-school and summer care programs along with college scholarships for both homeowners and their children.

What part are you going to play this year in putting God’s love into action? There are lots of options outlined above for you to donate your time, talent and treasure. Let my staff or me know how you would like to help us fulfill Habitat’s mission.

## So Many Ways to Help Habitat

Our annual appeal is in full swing and, so far, the results are encouraging. Thank you to all of you who have made a recent gift to Indian River Habitat for Humanity. Your donation makes a significant difference in the community by changing lives and bringing hope to those who desperately seek it.

In addition to annual appeal gifts, we have several designated funding opportunities that truly encompass our new mission statement:

**“Seeking to put God’s love into action, Indian River Habitat for Humanity brings people together to build homes, communities and hope.”**

Our special funds listed below reflect that the Habitat of today is different from the one of yesterday and our outreach extends much further than “just building new homes.” If you would like to make a gift to any of these programs, please add the name of the program in the memo portion of your check.

We are currently still raising funds for earthquake ravaged Haiti. After the earthquake struck on Jan. 12, 2010, IRHFH set a goal to raise \$120,000, enough to build 30 “core” homes in Haiti. 100% of donations to this special project are used to take families out of tent cities and into safe, decent, and affordable homes. We are halfway to our goal and need to raise an additional \$60,000.

Over the past 20 years, IRHFH has learned that a new home is not necessarily enough to break the cycle of generational poverty, but education is. In 2007, IRHFH introduced its scholarship program, an ongoing fundraising initiative offering post-secondary scholarships to the children of Habitat homeowners, as well as the provision of subsidies for academic after-school care.

This past year the program was expanded to include scholarships for homeowners as well. In addition to scholarships, we offer a prep club for middle school and high school Habitat children. Each year, Prep Club students visit college campuses, perform community service work, and receive assistance completing college applications, studying for the SATs, applying for additional funding, with a bit of fun thrown in as well.

Our Neighborhood Revitalization Initiative program is currently in its second year. This exciting new initiative offers low-income homeowners repairs, painting and weatherization free of charge for their owner-occupied homes. Donations to this project are welcomed and much needed.

When the economy began its dramatic decline, IRHFH began an Emergency Food Pantry meant to help our homeowners over the hurdles they experience when they suddenly have their hours reduced or find themselves without a paycheck. This stop-gap measure is not a permanent solution, but rather helps homeowners over the bumps until they are able to become connected to a more permanent solution from other community resources. In addition to financial contributions, donors are encouraged to stop by our office with a bag of groceries or two. All gifts help keep food on the table of struggling homeowners.

We are pleased to announce that, thanks to you, we have exceeded our fundraising goal of \$250,000 for the new Office and Training Center. Homeowners, the board and staff thank you for making this dream a reality. Some room sponsorships are still available with gifts of \$2,500 or more. For more information or to arrange a tour of the new facility, please contact Peggy Gibbs at 562-9860 X209.



## Heartfelt Thanks

As 2012 dawns, the Millard Fuller Legacy Society would like to extend a special thank you to the following members who have included Indian River Habitat for Humanity in their estate plans.

- \*Alan F. Bartol
- Andrew R. Bowler
- \*Charles G. Cary
- \*Mary T. Coon
- Sue A. Croom
- Bill and Nancy Curtis
- Rene and Alice Donars
- Peggy Gibbs
- \*Mary Lou Johnston
- France Tanguay Kenyon
- \*Janet M. Meyer
- Sandra G. Rennick
- \*Marjorie H. Routt
- \*Arline J. Rydout
- \*deceased member

If you have made provisions to leave a legacy gift to IRHFH or wish to receive more information about the many estate planning tools available, please contact Peggy Gibbs, CFRE at 772-562-9860 X209.



**Above, Visiting the OTC: Tom Tierney, an attorney at Rosway Moore Taylor & Swan and President of the firm’s Foundation. The Foundation provided a grant to help defray the cost to purchase six new computers and four flatscreen televisions/monitors.**

## He Doesn't Know How to Say 'No.'

# Dave Taylor Named Unsung Hero

Indian River Habitat for Humanity is proud to announce that David M. Taylor was selected as Indian River County's 2011 Unsung Hero. The award was presented on November 15, 2011, as part of National Philanthropy Day hosted by the Indian River Chapter of the Association of Fundraising Professionals.

The Unsung Hero Award honors an individual who participates behind the scenes in donating volunteer time and/or materials, encourages philanthropy for the organization, and is truly dedicated to the cause of the nonprofit that benefits from his or her attention. Dave was recognized as the award recipient in his category after being considered against four other noteworthy nominees from other local nonprofit organizations.

Dave initially became involved with Habitat through his professional role as a surveyor. For many years, Dave and his partners at Masteller, Moler, Reed, and Taylor have been offering Habitat a 20 percent discount, in addition to sponsoring events.

Beyond his survey work, Dave is currently chairing his fourth Habitat Hoedown. From leading the committee meetings to preparing professional drawings of the event layout, no job is too big or

too small. Demonstrating his truly unsung nature, Dave literally camps out in his RV for the entire Hoedown weekend to act as the security guard for this open air event - quite a commitment!

As if chairing the Hoedown is not enough, Dave has served on the Scholarship Committee since the early days. He actively participates on subcommittees for the Bowl-to-Build Tournament and HabiTrot 5K to Higher Education, the two signature fundraisers that benefit the scholarship program. Dave has also served as a family support partner for two prospective Habitat homeowners, and he recently joined a task force to help shape Habitat's volunteer recruitment efforts. Dave has recruited his colleagues and his



son's high school lacrosse team to volunteer on the Habitat worksite. Most recently, he could be seen waving from the Habitat Christmas float, something he does every year.

"I've never heard him say no," is the statement uttered by person after person when asked about Dave Taylor. While we have known and appreciated Dave's selfless nature for many years, we are so proud that he has now been recognized by our entire community. Congratulations, Dave!

## *Grant Coordinator Earns Designation*

Congratulations to Kelly Brown, IRHFH Grant Coordinator, who has earned her Grant Professional Certification.

To earn this prestigious designation, applicants must meet stringent requirements in the areas of education, professional employment, professional performance and professional service. In addition to the qualifications, applicants were required to pass a multiple choice exam and writing prompt. During the Christmas holidays, Kelly learned that she had passed on her first attempt. She will now be, in her professional capacity, Kelly Brown, GPC. Kelly has been responsible for putting together numerous successful grant requests on behalf of Indian River Habitat.

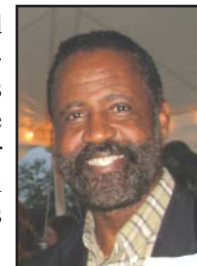
## Welcome, Farewell as 2012 Directors Named



At our Annual Meeting in December we said goodbye to two Board of Directors members whose terms had expired: Bruce Barkett and Buzz MacWilliam. God bless you both for your donation of time and talent to IRHFH. We welcomed four new Board members: below, clockwise from top left, Diane DeFrancisci, Rene Donars, Rev. Cliff Melvin and Freddie Woolfork. We look forward to partnering with you as we strive to eliminate poverty housing and overcrowding in our county.

We sincerely thank Todd Heckman for his leadership

as Chairman of the Board these past two years. His "building homeowners, not just building homes" theme has had, and will continue to have, a lasting effect on the affiliate. We look forward to Earl Morgan, above, taking over as Board Chair. Earl is Senior Vice President and Managing Director of Private Client Services for The Northern Trust Company. David Colclough will take the Board Vice-Chair position. In the Treasurer's position, Andy Beindorf steps aside after four dedicated years, and Roger LaJoie is stepping in. Connie Poppell continues her outstanding service as Secretary.



# Habitat Hosts November Faith Leaders Breakfast

IRHFH hosted its first Faith Leaders Breakfast on Nov. 1. The quarterly event is intended to strengthen relationships between the faith community and our affiliate. The breakfast, held in the Office and Training Center, gave its attendees an overview of the work IRHFH is doing and has done in the county. They also heard the moving testimony of Twain Rodgers, a homeowner whose house was sponsored by the Circle of Faith build last year.

The event opened doors to start new partnerships! The next breakfast will be in February. Please contact Emily Wicht (X212) if you would like us to extend an invitation to your pastor, or if you would like to attend as a representative.

Many thanks to Vero Christian Church, who stepped up to be a volunteer sponsor on the Henry home so that we could receive tax credit funding. The group not only worked to make a wheelchair accessible home for Eglie Henry and her family, but they also raised a majority of the trusses in Grace Woods West! The group volunteered more than 250 hours and plans to continue working on Saturdays. Special thanks to two Habitat family members, Nicholas Ellis and William Cooler, who helped on the build.



IRHFH Development Director Peggy Gibbs receives a \$5,000 check from Bank of America Senior Vice-President/Senior Client Manager Beth Giannone as Habitat CEO Andy Bowler and BOA Senior Vice-President/Consumer Market Executive Ted Helm look on.



PUBLIX Super Markets District Manager Russ Reaver presents a \$25,000 check to Andy Bowler as sponsorship for a Habitat home in Grace Woods West.

## Habitat, Home Depot Partner to Benefit Veterans

With support from the Home Depot Foundation, Indian River Habitat has begun a program, similar to its Neighborhood Revitalization Initiative, which offers home repair services, such as weatherization, handicap-accessibility and kitchen and bathroom repair for veterans.

Qualified Indian River County veterans must have been honorably discharged and must meet the program's income requirements.

Habitat expects to complete 12 of these projects between now and April 2012.

If you know of someone in need, please have them contact Tina Bridges at 772-562-9860 X223. A team will then determine eligibility and scope of work.



**BEFORE...and after!** Charlie Mae Wright, right, stands proudly in her newly renovated kitchen, a recent IRHFH Neighborhood Revitalization Initiative project. Since launching last year, the NRI has met with positive community response and project success. IRHFH is pleased to offer another level of service in our mission to provide and help sustain simple decent, safe homes with families in need.

Volunteers/Donors/Partners

# Habitat Heartbeat

# the People



Above: Our 10-person team joins family members on a build site during the 2011 Global Village build in Argentina.

Left, Our IRHFH team - Debbie Parcher, Jeff Gwinn and Sara Mayo - pause on the jobsite with the homeowner family during the 2011 Jimmy and Rosalyn Carter Habitat Build, which took place in Haiti.

Members of the YMCA Indian Guides Comanche Tribe father/son program built and decorated birdhouses to help Habitat's Scholarship Program. The birdhouses are sold in the Home Center and at various Habitat events. Below, left: John, Jacob and Logan Young. Right, Mike and Brenton Sturgis.



Above: A small but mighty crew of volunteers and staff, put our Christmas Parade float together in one day and created a fabulous presentation. Below: Staff, volunteers and homebuyer families shared circle-up prayer before the parade got under way.



Nine members of the Habitat Prep Club enjoyed touring the University of Miami campus, learning about their programs, enjoying lunch in the dining hall and getting into the Team Spirit! U of M is a private school, with significant scholarship funding available. The visit piqued the students' interest, giving them a goal when prepping for the SAT.



It's all about the  
**Stuff!**  
 Habitat Home Center

**Got Stuff? We need it!  
 Need Stuff? We got it!**

**NOW OPEN**  
**Monday - Saturday**  
**9 am - 5 pm!**



**IRHFH's  
 Food Pantry**

*Can You Help?*

- Ground beef
- Hot dogs
- Canned fruit
- Juice
- Cereal
- Toilet paper
- Cleaning supplies

## Where Do We Stand? Where Will We Go?



**David Sneed, Home Center Manager**

Habitat for Humanity International's ReStore Support Group recently released the results of the first formal national survey of all ReStores (the new official trademark-pending name for stores like our Home Center). Thanks to the great support of the good people of Indian River County, we scored high marks in many categories. And yet even though the physical size of our store is in the top 8% in the country, we feel we can do much more to increase productivity, and ultimately support our mission of building simple, decent shelter for God's children in our county.

One step in this direction is our newly revised and resurrected mark-down strategy. We are date coding our merchandise, and using new large colored tags to identify which month they arrived. Starting in October, we used blue tags. Then in November we switched to green, and yellow in December. This pattern will repeat every 3 months. The tags themselves are stamped with the markdown percentages (see photo below). After 30, 60 and 90 days, we punch the markdown box, and let the savings begin! Customers love it because they can watch an item to wait for the price to come down (if it doesn't sell first). The staff loves it because it is keeping the dead merchandise off the floor.

We are also taking a hard look at our point-of-sale data in order to maximize the revenue per square foot of the existing floor space. We are moving merchandise and departments, making it more efficient to stock the store and easier for customers to shop.

When does this end? When is it enough? When will we be happy? The answer is simple, to paraphrase the Senior Director of the ReStore Support Group, "when all God's children have decent shelter."



The Home Center's display floor is bright and inviting, with a wide array of furniture, appliances, home decor, sports gear, building materials, electronics, lighting and, often, that one-of-a-kind item you won't find anywhere else. Above, we now have a brand new system of pricing - color-coded labelling with time-based markdowns, for even more savings.



Home Center volunteer Bob Hoffman received recognition from HC Manager Dave Sneed at the October Volunteer Breakfast. Previous Volunteer of the Year award winner, Bob is still going strong, even after a series of health challenges. Yeah, Bob!

## Helping Habitat

### 5 IDEAS

#### TAKE A TOUR

Businesses, groups, individuals are welcome to come see what we're all about.

#### ASK US TO SPEAK

We'd be delighted to speak to your club, organization or church group about our Habitat mission.

#### It's all about the STUFF

at our wonderful Habitat Home Center. Donate your stuff or purchase terrific new-to-you stuff at great prices.

#### VOLUNTEER

There are several ways to be a Habitat volunteer, sweaty and non-sweaty, but all very satisfying.

#### HAVE A BIRTHDAY BUILD

Grab a group of pals and celebrate your birthday with us, swinging a hammer for Habitat.

Indian River Habitat for Humanity Inc. builds and sells simple, decent homes to low income families at no profit, through a zero interest loan. Each house is a cooperative effort involving the homeowners, volunteers and donors. Indian River Habitat for Humanity is the local affiliate of Habitat for Humanity International, which supports similar housing programs in 2,000 U.S. communities and 85 countries. Collectively, they are one of the largest home builders in the world, completing a new house every 6 minutes, and it's all done with volunteers. Habitat is a tax-exempt, nonprofit ecumenical Christian organization which is funded through donations from churches, individuals, corporations and foundations.

If you would prefer to receive this newsletter via e-mail, please send your request to [sbaita@irchabitat.org](mailto:sbaita@irchabitat.org). You can also see the current Habitat Happenings newsletter at [www.irchabitat.org](http://www.irchabitat.org). If you do not wish to receive the Indian River Habitat for Humanity quarterly newsletter, Habitat Happenings, please contact us at (772) 562-9860, x 220 or x 229 and we will remove your name from our mailing list.



JAN.

16

MARTIN LUTHER KING JR.  
Birthday Celebration/Parade  
Gifford

HABITAT  
MISSION STATEMENT

“Seeking to put  
God’s love into action,  
Indian River  
Habitat for Humanity  
builds homes,  
communities and hope.”

FEB.

25

Join us for a  
**HabiTour**

Join us for coffee, a brief presentation and a commentated tour of areas of need; two current Habitat neighborhoods and our under-construction project in the South County. 10 a.m. to noon  
562-9860, X229 or X209

MAR.

3

Get on yer YeeeHaw!!  
7th Annual  
Habitat  
Cracker Hoedown  
Riverside Park  
\$75/person  
(\$45 tax deductible)