



Cars for Homes™ Newsletter Winter 2010

Dear Friends,

Despite the ongoing recession, Cars for Homes™ continues to generate donations, distribute unrestricted funding to affiliates, and seek new opportunities to collaborate with our affiliate partners. This month, 481 affiliates will receive a share of the \$425,587.01 in unrestricted revenue being distributed for Q1 FY10.

Sixteen states are represented on the annual list of "Top 30 Life-to-Date CFH Affiliates" included in this newsletter. Congratulations to these affiliates from across the country and thanks to all affiliates using websites, ReStores and local events to promote vehicle donations in their communities. Consider ordering CFH rack cards or NEW window clings from the [Cars for Homes](#) page in the Build Brand store to include in affiliate holiday appeal letters.

Twenty-one affiliates submitted applications to host the 2010 Cars for Homes™ Partnership Project. The selection committee was informed and inspired by each of these innovative proposals for green, sustainable, energy-efficient new and rehab projects. It is with great appreciation to all twenty-one affiliates that we announce that Habitat for Humanity East Bay in Oakland, California, will host the 2010 CFH Partnership Project. The other four finalists will receive CFH banners and \$350 worth of additional CFH promotional materials to help generate more car donations to support their local sustainable building projects.

Also in this newsletter, check out the article and photos of some of the recent vehicles donated to Cars for Homes™ that were transferred to affiliates because of their greater value to affiliates as direct donations rather than as cash generated from their sale.

Best wishes,

Marcia Rundle, Director
Cars for Homes™
mrundle@habitat.org
1-800-HABITAT Ext. 5203
1-425-698-3966

Top 30 Life-to-Date Affiliates

Affiliate Name	State	LTD Total Accrued
HFH of Greater San Francisco	CA	\$210,051.12
East Bay HFH	CA	\$202,276.81
New York City HFH	NY	\$179,779.06
Seattle/South King County HFH	WA	\$178,657.49
HFH Greater Boston	MA	\$175,860.40
HFH of Greater Los Angeles	CA	\$126,965.21
HFH of Northern Virginia	VA	\$111,490.58
HFH of Orange County, Inc.	CA	\$103,600.17
Central Arizona HFH	AZ	\$102,711.49
Silicon Valley HFH	CA	\$97,391.73
HFH of Westchester	NY	\$85,696.49
Windy City HFH	IL	\$84,636.98
HFH of East King County	WA	\$77,867.64
HFH of Montgomery County MD	MD	\$74,361.33
Twin Cities HFH	MN	\$64,039.67
HFH in Nassau County NY	NY	\$59,177.43
Newark HFH	NJ	\$58,834.45
HFH of Wake County	NC	\$57,759.80
Raritan Valley HFH	NJ	\$54,659.12
Bergen County HFH	NJ	\$51,641.23
Morris HFH	NJ	\$50,004.48
HFH of Greater Miami	FL	\$45,838.83
San Fernando - Santa Clarita HFH	CA	\$44,514.99
HFH of Metro Denver	CO	\$43,298.50
Chesapeake HFH	MD	\$42,858.17
HFH of Coastal Fairfield County	CT	\$42,174.92
Tacoma-Pierce County HFH	WA	\$40,994.53
HFH of Suffolk	NY	\$40,491.74
D.C. HFH	DC	\$39,664.09
HFH of Bucks Co., Inc.	PA	\$39,532.38

For details about the life-to-date totals for your affiliate or for information on other CFH details, please contact Sally Black, CFH Operations and Affiliate Relations Manager at (541) 749-2588 or sblack@habitat.org.

Cars for Homes™ ~ Making the Most of Every Car Donation!



Almost all of the vehicles donated to Cars for Homes™ are sold at wholesale auctions for resale by local car dealers or are sold to scrap dealers to be recycled into new steel products. However,

since sales don't provide the highest value or best use of every vehicle donation, each truck, van or RV donated to CFH is evaluated not only as a revenue opportunity but also for potential use by the donor's local affiliate.

When an appropriate vehicle is identified by CFH and accepted by the affiliate, the title is transferred and the vehicle is "branded" to promote more local donations. Vehicles transferred to affiliates have included box trucks for Restores, pickups for construction use, vans to transport volunteers, and even a car for a State Support Organization's VISTA volunteers/trainers.



Especially in rural areas where transportation costs would reduce the net revenue from the sale of a donated vehicle, direct transfers provide a valuable alternative. This was the case with a travel trailer donated this summer from Gallatin County, Montana. It is a significant distance from Belgrade, Montana, to a major wholesale auction and Gallatin Valley HFH needed a construction office/storage facility. As Dave Magistrelli, executive director at GVHFH, explained the benefit to the affiliate: "Our job sites are located quite a distance from our main office and ReStore. This trailer not only provides convenient storage for tools on the job site,

but also provides a field office where we keep the critical paperwork for the job, which makes it easier for us to meet inspection requirements."



There are also occasions when an affiliate cannot use a vehicle that is offered to it by Cars for Homes™ but a neighboring affiliate has a need for the vehicle. Last year, Scott County Habitat in Kentucky didn't need a flatbed truck, but its neighboring affiliate did. In his email accepting the transfer of the vehicle, Mark Little, ReStore Manager for

Lexington HFH explained the importance of the donation: "This vehicle is a game-changer for us. Our deconstruction program has grown enormously this year and we were going to have to purchase a vehicle to make the growth sustainable. By receiving this gift, we will be able to grow at our current rate without the expense of purchasing a new truck." Lexington HFH was saved a large capital expense, Scott County HFH uses the truck when it needs it, and the donor can claim a tax deduction based on fair market value.

Direct transfers of donated vehicles are one more way that Cars for Homes™ is making the most of every car donation and helping affiliates build hope and homes in local communities across the country.

Cars for Homes™ Window Clings

Donate your car.



(877) 277-4344
carsforhomes.org

Cars for Homes™ window clings can now be purchased through the store at www.my.habitat.org. Stick them on the back or side window of affiliate vehicles or on office doors and windows to generate awareness of vehicle donations as a way to assist Habitat's mission. Include Cars

for Homes™ window clings in your holiday appeal letters this year and make clings available for visitors in your office or at your ReStore. For assistance ordering window clings or other promotional materials, contact Sally Black at sblack@habitat.org or call 541-749-2588.



CARS FOR HOMES: P.O. Box 9214, Bend, OR 97708-9214, USA
(800) 422-5913, Ext. 4613 (800) HABITAT www.carsforhomes.org www.habitat.org

To donate call (877) 277-4344 or visit www.carsforhomes.org