

HABITAT FOR HUMANITY ST. LOUIS

TO: HFHSL Board of Directors
FROM: Kimberly McKinney
RE: Board of Directors Meeting

Tuesday, May 22nd - 11:30 am

LUNCH IS AVAILABLE AT 11:15am

**BOARD OF DIRECTORS MEETING
HABITAT FOR HUMANITY SAINT LOUIS ADMINISTRATIVE OFFICE
3830 South Grand Blvd.
Saint Louis, MO 63118**

Enclosed please find an agenda with supporting documents for our meeting. Please note that reports are included for those committees with new information since our last meeting. Only those committees with action items will give oral reports. Of course, questions will be entertained of any committees.

So that we may have an accurate lunch count please RSVP to Grace Boehm at grace@habitatstl.org. If we do not hear from you, food will be ordered and purchased as if you are attending!

**Habitat for Humanity Saint Louis
Board of Directors Meeting
May 22, 2018**

Call to Order

Linda Loewenstein

Mission Moment

Minutes of April 24, 2018 Meeting

Pattye Taylor-Phillips

Program Profile: ReStore Program (Post Relocation)

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Josh Vaughn

CEO Report

Kimberly McKinney

Strategic Topics:

Kimberly McKinney

2018 Board Retreat Outcomes: Fundamental Focus

****Time for Small Groups to meet if needed**

Committee Reports:

Discussion of any requiring Board action and/or questions regarding written reports.

Other/Open Business

Adjournment of Full Board

Executive Session **as needed*

Adjournment

MARK YOUR CALENDARS:

Upcoming Events

Thursday, May 31, 2018

Sunday, June 3, 2018

Thursday, June 7, 2018

Friday, June 15, 2018

Tuesday, June 26, 2018

Tuesday, August 28, 2018

Friday, September 21, 2018

Open House, 5:30p-8:30p at 3830 South Grand

Sample Soulard Sunday, 11a-5p in Soulard

Open House, 5:30p-8:30p at ReStore Des Peres

Executive Build, 1st build of 3

Board Meeting, 11:30a at 3830 South Grand

Board Meeting, 11:30a at 3830 South Grand

Executive Build, 2nd build of 3

“A world where everyone has a decent place to live”

Minutes from the meeting of the Board of Directors of
Habitat for Humanity Saint Louis (HFHSL)
April 24, 2018

The following members of the Board of Directors and other interested parties were present:

Linda Loewenstein	Chris Roetheli	Stephen Westbrook
Pattye Taylor-Phillips	Barb Anderson-Kerlin	Amy Berg
Marisa Botta	Jami Boyles	Natasha Das
Kay Gasen Thenhaus	Peggy Holly	Linda Moen
John Parker	Dave Wakeman	Bob West
Kimberly McKinney		

Linda Loewenstein called the meeting to order at 11:33 am. The mission moment was given by Kimberly McKinney.

Yesterday was "Move Day" from the Forest Park Parkway location to 3830 South Grand. The move of remaining items continues today. Dale Signs will install at least one of three Habitat Saint Louis signs before the Ribbon Cutting event. The Ribbon Cutting & Open House is scheduled for Wednesday, May 2nd from 9:30am – 11:30 am. Board members are asked to invite friends and colleagues to the ribbon cutting. It's a great way to introduce Habitat to potential donors.

Getting ready for ribbon cutting, Kimberly shared her reflections of the partnerships that supported the move to the new location. Construction at 3830 S. Grand at under \$2.1 million would **not** have been possible without collaborative partnerships including: SM Wilson, Cushman Wakefield, HOK, The Lawrence Group, Spire, Ameren, and Habitat volunteers and staff. Work is underway to value these contributions – not just for the 2018 audit – but also as a PR story post move-in. More to come!

The Ribbon Cutting will be a unique event. We will use a 300-ft. ribbon and have 150 pairs of scissors, with the plan to have attendees cutting the ribbon simultaneously, representing the partnerships of many people and organizations that worked together for this effort.

Kimberly welcomed our newest Board Member, Natasha Das from Stinson Leonard Street LLP. Today is her first Habitat-St. Louis Board meeting. In the coming months, she will be working with Bob West to become familiar with the General Counsel role, as Bob leaves the board at the end of 2018. Natasha provided a brief introduction that included her experience working with leases, tenant agreements, New Market Tax Credits, and the St. Louis Housing Authority. Welcome Natasha!

Minutes: A motion to approve the minutes from the March 27, 2018 Board of Directors meeting was made by Peggy Holly, and seconded by Bob West. The motion was approved.

Program Profile: ReStore Des Peres (Alan Rupp)

Alan Rupp provided an overview of ReStore operations. The Des Peres ReStore sales are currently 15% over budget. Within the store, a person is assigned responsibility for each area (referenced as Zone Appearance Pricing). The biggest challenge is merchandising - displaying

products in the right spot, at the right price when inventory is ever changing. Donated items are researched to determine the sale price, and then to provide an explanation of the pricing approach to customers. New customers are offered a tour through the store to show them how merchandise is organized. While we initially resold predominately construction materials, furniture, lighting, and other items are now a part of the merchandise mix. In 4 recent months, record high sales totals have been realized with March 2018 as the highest month on record. In response to a question regarding ReStore Des Peres needs, Alan reported that they need more shopping carts (for customer use), or flat rolling carts (for ReStore team use) to move merchandise around the store.

CEO Report (Kimberly)

HFHSL Headquarters: Board Retreat Outcome 2014

Key Upcoming dates

Donation Drive at the ReStore South Grand	Begins on Tuesday, April 24 th *
* Soft Opening for Sales as possible	
ReStore South Side opens to the public	Tuesday, May 1
Ribbon Cutting and Open House	Wednesday, May 2 nd 9:30 – 11:30 am
Appreciation Event for Partners/Weekly Volunteers	Wednesday, May 2 nd 11:30 am
Landscaping Day with Faith Based Partners	Saturday, May 5 th
- Thanks to Barb Anderson-Kerlin @ HOK for developing the Landscaping Plan	

Much thanks to those who visited the new 3830 South Grand location either as part of the March 28th Walk Through (and Ameren Truck donation!) or the April 4th Media Hard Hat Tour. Media included coverage by KMOV and KTVI, the *St. Louis Business Journal*, Next STL, Urban Review, and *The Patch*. In addition, several other media venues have also covered Habitat: the John Carney Show on KTRS Radio interviewed Kimberly and Josh and the Riverfront Times interviewed Josh. Habitat has an opportunity to purchase the cover of Town and Style magazine at a discounted rate for the June 2018 edition.

Mortgage Loan Fund: Board Retreat Outcome 2015 –

Terms for the Loan Purchase and Servicing Agreement, and the associated Construction Loan Agreement, have been finalized. Details have been confirmed regarding the mortgage loan interest rates and the pricing of first note amounts which will both be consistent with current Habitat rates and pricing, and will allow flexibility to ensure affordability to homebuyers along with solid financial return to Habitat. All documents will be signed and Midland will initially deposit \$1 million into the fund for the purchase of Habitat originated mortgages (Tier 1 applicants).

A meeting is scheduled for Monday, April 30th with a second bank who has expressed interest in learning more about becoming an investor in the fund.

With the new Mortgage Loan Fund, more Tier 2 buyers will be able to be served. To date, there are unsold homes in these areas: 3 in Hazelwood (with one applicant at bank review), 2 in Lookaway (with one applicant at bank review), and 6 homes in South City (all with approved partner families, pending completion for closings).

Neighborhoods/Home Construction/Homebuyers

St. Louis City-

Scattered South City Sites: Construction continues. Volunteer groups reconvened for two dates in April and will return for normal schedule on May 5th.

Tiffany Phase 2: Foundation permitting has been approved; final permitting awaits approval of the Section 3 and MBE/WBE plan. Work is still slated to begin in June.

La Saison (previously noted as New City Build): In partnership with the St. Louis Housing Authority, a community meeting was held on April 10th and included both the 7th Ward Alderman (Jack Coatar) and Committeeman (Marty Murray) for the area along with representatives from Cannon Architects. Five of the 10 sites will begin later this year and the neighborhood will be the site of the 400th home which is being sponsored by Spire (blitz beginning August 20th).

HFHI

A post card invitation for the May 31st South Grand and June 7th ReStore Des Peres events will be sent to just under 20K of the HFHI donors. The invite card drops on May 1st. An electronic invite will also be provided for forwarding. These events are open to everyone we know, who we'd like to invite. Kimberly will send an electronic version of the HFHI donor list (30,000 donors) to Board members for review to identify new prospective donors for Habitat- St. Louis.

To date, about 1100 people have been identified as crossover donors (both HFHI and HFSTL donors, volunteers, or ReStore customers). The list is still being vetted for more. These individuals will be receiving a letter that is a stewardship piece explaining the difference in how one's gift is used depending on where it is sent. It is scheduled for a May 10th mailing (and will include a PS re: the events above).

The mailing to the HFHI donors is being handled in the same way as any prospect mailing:

- A 1.5% response rate to a prospect mailing is considered a success – so in those terms, if we contact roughly 270 people who are donating to HFHI only, then it will be a successful effort.
- Prospect mailings ALWAYS lose money in the short term, but as a relationship development “touch” hopefully garner future support, making them a worthwhile investment.
- This data has value in other ways – for example, future appeals will target the areas of the community where support for both HFHI and HFHSL is very strong.
- And knowing who the 1100 crossover supporters are provides an opportunity to effectively target a local giving message.

2018 Board Retreat Outcomes (Small Group Outcomes attached)

As a reminder, the priorities from the March meeting remain – (1) Personal Outreach for Ribbon Cutting and Open House (May 2nd); Target Audience – Elected Officials/Keystone Community Partners or Prospects (2) Personal Outreach for Open House Events on May 31st (3830 South Grand) and June 7th (ReStore Des Peres): Target Audience – Individual donors and prospects (really anyone!) including HFHI donors, (3) Executive Builds: Target Audience – C Level Individuals. More on HFHI donors will be distributed as part of the discussion.

Advocacy

At the April meeting of the Community Network (CBN), Kimberly was elected President of the Board. The Community Builders Network of Metro St. Louis (CBN) is an association of nonprofit community building organizations (CBOs) and associate members comprised of lenders,

philanthropy, nonprofits, and government actors working to build vibrant neighborhoods where people of different incomes, races, and walks of life can access the opportunities and resources necessary for a good life. We believe that strong neighborhoods help to build a stronger and competitive regional economy. CBN works towards these goals by increasing the capacity of member organizations, developing a more supportive community building system, and raising public awareness of the need and importance for community building.

Adjournment of Full Board

There being no further business, the meeting adjourned at time 12:15 pm. The motion was made by Chris Roetheli and seconded by Bob West. The motion was approved.

Respectfully submitted: Pattye Taylor-Phillips, Board Secretary

Habitat for Humanity of Saint Louis

Dashboard

as of April 2018

Income and Expenses						
	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$356,713	\$215,842	185%	\$1,107,265	\$226,746	Mission support balanced with RD during March. YTD budget number adjusted to reflect projections of timing.
Restricted Contributions	\$85,000	\$82,000	104%	\$100,000	\$85,215	
Total RD Revenue	\$441,713	\$297,842	148%	\$1,207,265	\$311,961	
Construction Grants	\$0	\$94,000		\$282,000	\$0	
Total Contributions	\$441,713	\$391,842	113%	\$1,489,265	\$311,961	
Other Income	\$164,962	\$467,893	35%	\$4,033,873	\$1,206,542	
House Transfers	\$145,000	\$650,000		\$1,950,000	\$0	
Construction In-kind	\$0	\$11,667		\$140,000	\$10,750	
ReStore Forest Park (FP) Revenue	\$81,101	\$183,752	44%	\$551,250	\$155,129	
ReStore Des Peres (DP) Revenue	\$248,830	\$227,220	110%	\$681,661	\$202,947	
Total Income	\$1,081,606	\$1,932,374	56%	\$8,846,049	\$1,887,329	
Operating Expenditures	\$1,196,275	\$1,460,739	82%	\$5,455,766	\$1,073,915	
Home Construction	\$153,115	\$702,616	22%	\$2,515,483	\$151,719	
Total Expenditures	\$1,349,390	\$2,163,355	62%	\$7,971,249	\$1,225,634	
Net Profit (Loss)	(\$267,784)	(\$230,981)		\$874,800	\$661,695	
ReStore Forest Park Profit (Loss)	(\$35,852)	\$56,598		\$147,148	\$41,827	
ReStore Des Peres Profit (Loss)	\$110,872	\$90,982		\$253,922	\$85,046	
	Principal Bal	High Limit				
3830 South Grand / Royal TEBF	\$2,040,000	\$2,040,000	The full amount had to be booked as it was loaned in order to purchase tax exempt bonds. The total drawn to date is \$1,775,459.77			
Royal Bank LOC	\$230,229	\$380,229				
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$967,600	\$967,600				
1st Mid Illinois (formerly Cloverleaf) LOC	\$76,500	\$76,500				
	YTD 2018	YTD 2017		Change		
Year/Year Change in Cash	\$7,749	\$960,518		(\$959,769)		
Year/Year AP	\$942,422	\$816,053		\$126,369		
Year/Year Change in Debt	\$1,888,837	\$1,999,096		(\$110,258)		
Mortgages	Actual	Benchmark				
Delinquent Mortgages (90+ days)	0		In 2018 CitiMortgage has written off 24 HFHSL loans for buyers that did not qualify for the modification. The representative expects this to continue but has agreed to notify us prior for possible prevention. 1 Midwest late is 30+			
Open Communication w Representative	See Note					
Total Mortgage Portfolio						
Delinquency Percentage						
Construction	Actual	Benchmark				
Housing Units Closed	1					
Housing Units Under Construction	11					
Construction In Progress	\$1,289,845					
Cost/Closed	\$174,099		Includes In Kind Amount of \$15,395			
Financial Donor Volunteer Days	5		5 of 4 possible build days, 0 ReStore groups			
Homeowner Applications Distributed	184		109 of 184 returned 59%, 5 @ address selection, 29 New (2018) Tier 2			
Lots Available	19		Ownership or Option			
Vacant Homes	0		No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots			
ReStore	Actual	Benchmark				
Average Number of Transactions FP	1062		Per Month and Per Customer (not per item)/ -212 from prior report; -457 from prior year.			
Average Number of Transactions DP	1544		Per Month and Customer, +26 from prior report, +40 from prior year			
Average Sales Per Square Foot FP	\$9.40	\$22.71	HFHI median of stores similar sqft (25k), open 18 months + / - 2.54 from prior report, -9.21 from prior year.			
Average Sales Per Square Foot DP	\$18.70	\$23.99	Benchmark (40k sqft as basis)/+1.55 from prior report; +3.55 from prior year.			
Total pickups/drop-offs this month	677		137 Pick-Ups/17 drop offs FP/523 drop offs DP. -13 from PY			
						COMMENTS
Resource Development	Actual	Benchmark				
New Donors : Mission Support	N/A		eTapestry Issue prevented data from being extracted			
New Donors YTD -Contribution= / > \$1200	3		Same as prior report (report correction from Jan) / -3 from prior year			
Median GC Gift Amount	\$40.00		Increase of \$3 from prior report / Increase of \$5 from prior year			
Renewed Mission Support Donor %	39%	40%	Benchmark reflects a NFP Standard / Increase of 2% from prior report			
Renewed Keystone members/Specialty	46		Increase of 11 from prior report / data not available from prior year			
New Keystone members/Specialty Buil	12		Increase of 6 from prior report / data not available from prior year			
						COMMENTS
Board Engagement	Actual	Benchmark				
Board Meeting Attendance	48%	80%	80% Best Practice Recommendation			
Board Percentage (personal giving ytd %)	29%	100%	Per HFHSL Statement of Commitment; Increase of 3% prior report , Decrease of 29%from prior year.			
Board Giving (Total \$ YTD)	\$8,550		Increase of \$2000 from prior report (\$6550)/ decrease of \$20,685 from prior year			

Habitat for Humanity Saint Louis Board of Directors Meeting
Tuesday, May 22, 2018
CEO Report

Successes and Shout Outs!

HFHSL Headquarters: Board Retreat Outcome 2014

WHEW! Moving occurred from April 23rd – April 25th...and a very successful Ribbon Cutting and Open House was held May 2nd. Much thanks to those who attended, your presence meant a lot to staff who had worked incredibly hard to prepare for the big day.

As of the end of April, the value of donations received towards the completion of 3830 totals \$955,087 and breaks down as follows -

General and Sub Contractor Contributions:	\$460,468
Habitat for Humanity Contribution:	\$353,990
Staff Time – Work Self Performed	
Volunteer Contribution:	\$140,629
62 Volunteer Work Days/ 890 Volunteers	
6,059 hours/\$23.21 per hour based on Independent Sector*	

A thank you letter has been sent to 20+ subcontractor and/or material supplier partners who participated on the project with a note that their continued support via donations to the ReStore would be most appreciated.

With appreciation to Alderman Shane Cohn and staff at St. Louis Development Corporation, one sign was installed in time for the Ribbon Cutting and Open House with the two remaining signs arriving just a couple of weeks later. The value of the grant was just under \$30k. Additional funds may be accessed for improvements to fencing, entrance doors and/or awnings.

The collaboration of the renovation at 3830 S. Grand will be featured in the June 13th edition of *Town&Style* including a cover photo of Megan Banks/SM Wilson, Lauren Talley/Cushman Wakefield, Eric Mersmann/HOK, Linda Loewenstein and Kyle Hunsberger/Habitat.

Our first external networking event was held May 10th with approximately 30 women from S.H.E. for both a presentation and tour of the building. CREW is scheduled to meet here in October.

Since opening on May 1st, ReStore South Side has recognized a high sales day of \$6609 and a low of \$994 (first Sunday open) and is averaging just over \$3k per day (\$5500 average for ReStore Program combined). Please remember to share information with your contacts – to maintain sales at this range, it will be very important that we continue to offer quality items.

Mortgage Loan Fund: Board Retreat Outcome 2015

The primary MLF agreements (Loan Purchase Agreement and Construction Loan Agreement) have been completed and are being finalized in preparation for signatures. The Loan Servicing Agreement and associated schedules in are in the final stages and will be ready for signatures along with the controlling Fund documents. Pricing terms and interest rate establishment procedures have been finalized and agreed to, and remain consistent with or better than current Habitat mortgage loan interest rates. The meeting with a second bank interested in the Fund was postponed from the original April date until May 16th.

Website

Hopefully as you access your board materials, you will also take time to look over the new website. Up and running since May 1st, we are still adding and correcting content and welcome your thoughts. Much thanks to the staff (Amy, Deirdre and Josh) who oversaw this work while simultaneously prepping for relocation.

Neighborhoods/ Home Construction/Homebuyers
St. Louis City:

Scattered South City Sites: Construction has restarted with completion and closing slated to occur in the next 45-60 days.

Tiffany Phase 2: Foundation permitting has been approved; final drawings are being reviewed to be presented to the City's E and A (Estimate and Apportionment, the city's executive branch of government, approves all city real estate purchases, appropriations and the city's annual operating budget). Approvals in May (anticipated) will allow for groundbreaking in June. Additionally, working with Alderwoman Marlene Davis on crafting a beautification project for the cul-de-sac.

La Saison: (previously noted as New City Build): In partnership with the St. Louis Housing Authority, smaller group community meetings continue with the expectation that final architectural drawings (being prepared by Cannon Architects) will be submitted in late May or early June. The property will be then conveyed to Habitat for July permitting and a late July/early August groundbreaking event.

HFHI

The stewardship letter (previously shared) has been sent to approximately 1600 crossover donors (both HFHI & HFHSL donors, volunteers, or ReStore customers). Follow up will include a postcard mailing invitation to the two upcoming open house events as well as the summer appeal (May 29th target date). As board members review the list (provided alphabetically and by zip code), we encourage personal outreach to attend one of the events or for a personal tour of our new space.

2018 Board Retreat Outcomes

With the Ribbon Cutting and Open House behind us, the priorities have been updated to reflect

- (1) Personal Outreach for Open House Events on May 31st (3830 South Grand) and June 7th (ReStore Des Peres): Target Audience – Individual donors and prospects (really anyone!) including HFHI donors,
- (2) Executive Builds: Target Audience – C level individuals. June 15, September 21, and December 7
- (3) External Events/Meetings: Target Audience – Industry professionals/organizations as an opportunity to learn more about the local work of Habitat Saint Louis and/or the ReStore program.
- (4) Ongoing ReStore Awareness Building and Need for Donations

Advocacy

State of MO: The Greitens scandal has kept action on tax credits relatively quiet this session. A couple of bills that are being monitored include(s) SB590 which primarily addresses Historic Tax Credits and discussion of the House Economic Development Committee. Some of the recommendations included reducing the cap on Historic Tax Credits to \$75 or \$80 million, reducing the cap on Low Income Housing Tax Credits to \$100 million, reducing the cap on any other tax credit that currently has a cap by 10% excluding benevolent tax credits, and eliminating a number of tax credits that the subcommittee felt did not have a positive economic impact on the state. The tax credits the committee discussed eliminating at length was the Brownfield Remediation Tax Credit. The subcommittee also recommended including the first four recommendations from the Governors Tax Credit report;

1. Allow denial of any tax credit application that fails to meet a public purpose
2. Allow denial of a tax credit application if the activity would occur without state incentives
3. For economic development tax credits, allow denial of applications that fail to demonstrate a positive fiscal return to the state.
4. Allow denial for any applicant who fails to show technical or financial ability to perform.

Additional recommendations and amendments were discussed by committee members including;

- Redefining "blighted area" by incorporating some of the information from the "distressed area" definition.
- Creating a first-time homebuyers tax credit in blighted communities
- Eliminating the process that allows the St. Louis County Executive and Mayor of the City of St. Louis to submit their top 10 projects to DED for approval
- Tightening up who qualifies for these tax credits and removing DED's discretion over who gets the tax credits
- Requiring a developer to submit economic impact goals and requiring them to meet the goals on a yearly basis in order to receive the credit.
- Requiring local municipalities to financially participate in these tax credits.

If implemented, most of these have little or no impact on AHAP (Affordable Housing Assistance Program), our most used credit.

Last updated 5/15/18					
Account Name	Keystone Giving Circle Levels	Committed Donation Amount	2018 Donor Notes	Natural Partner	\$ Timeline
Anheuser Busch Foundation	Developers Circle	\$ 100,000.00	Onsite, plus extra engagement events 75,000 From Advisers- possible extra funding	Kimverly McKinney, Harper Zielonko, Marisa Botta	Jun-18
Wells Fargo Advisors	Architects Circle	\$ 80,000.00	Partners unknown at this time. Will be two homes in South City	Harper Zielonko	received
KMOV TV Home 4 the Holidays	Builders Circle	\$ 60,000.00		Kimberly McKinney, Harper Zielonko	November - Dec 2018
Spire	Builders Circle	\$ 50,000.00	400th home sponsor, match challenge partnership absolved. Church is giving alone	Kimberly McKinney, Harper Zielonko	fall 2018
Manchester UMC	Carpenters Circle	\$ 26,000.00		Harper Zielonko	\$25,000 received
Travelers Insurance	Carpenters Circle	\$ 18,000.00	HFHI partnership	Harper Zielonko	HFHI allotments, probably late July
US Bank	Carpenters Circle	\$ 15,000.00			
Ladue Chapel	Carpenters Circle	\$ 12,500.00		Harper Zielonko	quarterly payments
ArcBest	Carpenters Circle	\$ 10,000.00	ABF Freight - new donor	Harper Zielonko	By August 2018
Ashinger Electric Company	Carpenters Circle	\$ 10,000.00	AHAP	Kimberly McKinney, Deirdre Schaneman	received
Employees Community Fund of Boeing	Carpenters Circle	\$ 10,000.00			received
The Itegra Group, Inc	Carpenters Circle	\$ 10,000.00	returning group from the fall	Harper Zielonko	4rd quarter, around end of September
The Moneta Group	Carpenters Circle	\$ 7,500.00	returning group from the fall	Harper Zielonko	Last quarter of 2018
ESCO	Framers Circle	\$ 7,000.00		Kimberly McKinney	received
Bob & Kathy West	Framers Circle	\$ 5,000.00	2018 Board Commitment	Kimberly McKinney	expected end April 2018
Bodine Aluminum	Framers Circle	\$ 5,000.00	grant application	Deirdre Schaneman	Dec-18
Carraden Group	Framers Circle	\$ 6,000.00			
Diann Cage Design Co	Framers Circle	\$ 5,000.00	2018 Board Commitment	Kimberly McKinney	expected by 11/30/18
Ladue High School	Framers Circle	\$ 5,000.00	Chapus Chapter fundraising	Harper Zielonko	Before June 2018
Nidec	Framers Circle	\$ 5,000.00		Kimberly McKinney	received
Opus Foundation	Framers Circle	\$ 5,000.00	Working a half day for their KC and STL office	Harper Zielonko	Before June 2018
Linda Loewenstein	Crew Member	\$ 3,300.00	2018 Board Commitment	Kimberly McKinney	received
Amy Berg	Crew Member	\$ 2,500.00	2018 Board Commitment	Kimberly McKinney	expected by 11/25/18
Rick & Mary Anne Roberts	Crew Member	\$ 2,500.00	AHAP	Deirdre Schaneman & Harper Zielonko	received
Jeffrey St. Omer	Crew Member	\$ 2,000.00	2018 Board Commitment	Kimberly McKinney	
Shirley Dowdy	Crew Member	\$ 2,000.00		Deirdre Schaneman	received
Pattye Taylor Phillips	Crew Member	\$ 1,700.00	2018 Board Commitment	Kimberly McKinney	received
Travis Roofing Supply of St. Louis	Crew Member	\$ 1,750.00	3rd Party Fundraiser	Harper Zielonko	received
Linda Mohen	Crew Member	\$ 1,610.00	2018 Board Commitment		
Roger Brown	Crew Member	\$ 1,600.00	2018 Board Commitment		
Boeing	Crew Member	\$ 1,538.00	individual matches	Deirdre Schaneman	received
Anna Hart	Crew Member	\$ 1,500.00	2018 Board Commitment		
Ed Alizadeh	Crew Member	\$ 1,500.00	2018 Board Commitment		
Marc Hirshman	Crew Member	\$ 1,500.00	2018 Board Commitment		
Ruth Siteman	Crew Member	\$ 1,500.00	Individual donor	Deirdre Schaneman & Harper Zielonko	received
BUILDERS CLUB TEAMS					
Brad & Heather Strahorn	Builders Club Team	\$ 3,000.00	2 Builders Club teams- new donor	Harper Zielonko	received
Crawford Butz	Builders Club Team	\$ 2,500.00	New donor	Harper Zielonko	unknown- Build days not scheduled yet
Interfaith Community Partnership	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team	Harper Zielonko	unknown- Build days not scheduled yet
Renewal by Anderson	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team - New donor	Harper Zielonko	unknown- Build days not scheduled yet

Wallis Companies	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team- New Donor	Harper Zielonko	unknown- Build days not scheduled yet
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Development Council Meeting

Date & Time: May 6, 2018

Location: 3830 South Grand Blvd 63118

Parking: Free in the lots

- **Welcome and Introduction**

Nat Walsh- Development Council Chair

- **Habitat for Humanity Saint Louis 2018 Construction Update and Year Ahead**

Kimberly McKinney –CEO Habitat for Humanity Saint Louis

- **Relocation update& Events**

- **May 31st evening (3830 Grand) & June 7th (ReStore Des Peres)** open house for individual donors and prospects. Come meet Habitat! (flyer attached) Please extend an invitation to anyone you know who you think may be interested in what we do in the community.

- **Look ahead to 2018 build –**

- 3 houses back in the historic Tiffany neighborhood with the possibility of 3 more down the line. Construction expected on these two story universal design homes in late June 2018
 - Finishing 5 houses in 3 different South City Neighborhoods (Bevo Mills, Marine Villa, & Carondelet)
 - Finishing 2 houses in Hazelwood. Still waiting on qualified homeowners. Hoping the mortgage pool will assist
 - Agreement to build 10 homes in La Saison a new development in partnership with St. Louis Housing Authority and Affordable Housing Trust Fund. 5 homes will be completed in 2018, including the 400th home in partnership with Spire Energy.

- **2018 Development Council Projects**

Harper Zielonko- Resource Development Relationship Manager

- Executive Build- Shifting to end of quarter- 3 builds in 2018 \$500 donation per person. **June 15th, Sept 21st, & December 7th. Flyer attached and link here**

<https://www.habitatstl.org/executive-build-registration-now-open/>

These events are designed to bring new faces to Habitat by engaging CEO and Executive level leaders in a literal hands-on building experience. They get exposure to Habitat and the hope is they bond with the mission and then bring their company aboard. Participants are asked to

contribute a \$500 per person donation, build for half a day on a real Habitat worksite, and then join us for a networking lunch. Please use the attached flyer and/or link to introduce Habitat to your contact list. Feel free to CC Harper Zielonko harper@habitatstl.org, as she can answer any day of questions and get the registration taken care of.

- Tiny House Project – Moved to 2018. Debut June 7th. We will be selling raffle tickets for \$100. 150,000 tickets available. We do have an organization willing to take the house if the winner does not want the actual house. Tickets will be available online in late May when our new website goes live.
- 400th Home- August 20th-25th- Spire as the house and summer match sponsor. Committed at \$50,000. This home will be in the new La Saison neighborhood where Habitat will be building 10 homes this fall.
- New members – Please encourage new contact to come to a DC meeting and try it out. We would love to see new faces and industries around the table.
- Next meetings? July 10th, September 11th, & November 6th – E-invites to follow

Habitat Upcoming Events:

- Rose Relay- Women's Charity fundraiser in the CWE May 19th ticket here : <https://www.eventbrite.com/e/rose-day-in-the-cwe-tickets-42685484433>
- Sample Soulard Sunday June 3th tickets here <https://www.eventbrite.com/e/sample-soulard-sunday-tickets-45772770589>
- 400 hours of giving August 3rd-5th
- UnGala event September 20th

“A world where everyone has a decent place to live.”



Finance Committee Minutes

March 20, 2018

Mission Statement: The objective of the Finance committee is to support long-term growth and stability through effective stewardship of all financial affairs. This stewardship will include recommendations and counsel to the board and staff related to: current financial situation; financing and mortgage policies, procedures and practices; accounting and control policies, procedures and practices; annual and long-term financial plans.

Facilitator(s): Dan Cierpiot, Julia Hart
Scribe: Sabrina Stahl
Attendees: Stephen Westbrooks, Bob Frank, Judy Cromer, Bob West, Mike Giger, Lisa Blamy, Rick Sullivan

Approval of Minutes

- Mike Giger moved to approve the minutes of February 27, 2018. Rick Sullivan seconded.
- All in attendance approved and there were no objections or abstentions.

Updates

- Dan had everyone introduce themselves around the table to re-familiarize with one another.
- New Building Update
 - Finishing touches are being added to new headquarters at 3830 S. Grand.
 - Some of the deconstruction and reconstruction is being done by Habitat construction staff, as well as, volunteers.
 - Tentative move dates are scheduled as the ReStore will move the week of April 17-20, with administration staff moving that same week or the following week
 - There have been many donations of time, services and furniture to complete this project.
 - The tenant space in the new building will be occupied by Royal Banks.
 - There is an out lot with the new building that is currently up for sale and projected to sell for or above \$500,000
 - The build out of the new headquarters location is projected to cost around \$2million.
- Construction crews are moving back to working on construction sites, they are working on the homes in the South City Scattered Sites, then will begin on new projects, La Saison and the second phase in the Tiffany neighborhood.
- Mortgage Loan Fund Update
 - There has been significant progress in the last few weeks, thanks in part to Bob West, and the hope is to have it in place by the end of March
 - Midland States will be the initial bank to service the fund, and will be committing to \$2Million, the contract will leave the option open to bring in other banks in the future
 - The mortgage loan fund will allow Habitat to fund some of the Tier 2 buyers in our program
 - Banks that participate will be eligible for CRA credit



- Audit – The team of auditors will be at the administration offices the first two weeks of April for field work.

February 2018 Results

- Julia reported a preliminary year end net surplus of \$931,552 with 11 homes sold. Change in net surplus from prior reporting (\$1,111,230) was Percentage of Loss of \$146k and \$40k in fees from build out loan.
- Fundraising Revenue ended the year at 74% of budget because of a combined miss on AHAP Capacity Building Revenue. ReStore Forest Park at 81% and ReStore Des Peres at 111% of budget.
- For February, one home has sold. Cash is down \$58k year over year and short term debt is down \$151k year over year.
- Current Projections are to sell 14 homes in 2018 with cash ending at \$268,725, ST Debt ending at \$842,012, LT Debt ending at \$2,420,230 and GAAP surplus of \$226,476.

Announcement and Adjournment

Next Meeting: April 17, 2018– Habitat for Humanity Saint Louis
Topics to be covered: March 2018 and 2017 Audit Update



SAVE THE DATES

EXECUTIVE BUILD

June 15th | September 21st
December 7th

Step outside the office and onto the build site! Grow your network and help us build affordable housing in our community!

*A \$500 minimum donation is required.

Contact Resource Development Manager, Harper Zielonko, at harper@habitatstl.org to learn more and to register, today!



RESERVE YOUR SPOT TODAY!

We've been building affordable homes in St. Louis since 1986...

NOW HABITAT FOR HUMANITY SAINT LOUIS HAS A NEW HOME!





3830 South Grand Blvd
St. Louis, MO 63118

HELP US CELEBRATE THE OPENING OF OUR NEW HEADQUARTERS & RESTORE SOUTH SIDE AT 3830 SOUTH GRAND AVE!

When: Thursday May 31 from 5:30pm – 8:30pm

Where: Habitat for Humanity Saint Louis
3830 S. Grand Avenue * St. Louis, MO * 63118

— OR —

When: Thursday June 7 from 5:30pm – 8:30pm

Where: ReStore Des Peres
2117 Sams Drive * Des Peres, MO * 63131
(Behind Sam's Club on Manchester)

- * Food Trucks
- * Light snacks & beverages
- * Tours of the ReStore (Des Peres & Grand Ave) and our new headquarters (Grand Ave only)
- * Learn about ways to get involved!

For more details, please call Harper Zielonko at 314-371-0400.

With almost 400 homes built in Saint Louis City and County, now is your chance to drop by and find out what your local Habitat affiliate is planning for this year and beyond!

*Local affiliate donors & ReStore South City patrons: please remember to update your records with our new address.