

# **HABITAT FOR HUMANITY ST. LOUIS**

TO: HFHSL Board of Directors

FROM: Kimberly McKinney

RE: Board of Directors Meeting

**Tuesday, June 26<sup>th</sup> - 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 Zoe Sullivan at [zoe@habitatstl.org](mailto:zoe@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**  
**June 26, 2018**

Call to Order	Linda Loewenstein
Mission Moment	TBD
Minutes of May 22 <sup>nd</sup> , 2018 Meeting	Pattye Taylor-Phillips
Strategic Topics:	Representatives from Cohn Reznik
CEO Report	Kimberly McKinney

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*

Wednesday, July 11, 2018	<b>La Saison Kickoff Event, 10:00 AM</b>
	<b>*No JULY BOARD MEETING*</b>
Tuesday, August 28, 2018	<b>Board Meeting, 11:30a at 3830 South Grand</b>
Friday, September 21, 2018	<b>Executive Build, 1<sup>st</sup> build of 2</b>
Tuesday, September 25, 2018	<b>Board Meeting, 11:30a at 3830 South Grand</b>
Friday, December 7, 2018	<b>Executive Build, 2<sup>nd</sup> build of 2</b>

**“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)  
May 22, 2018 Board Minutes

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

Linda Loewenstein	Chris Roetheli	Pattye Taylor-Phillips
Ed Alizadeh	Barb Anderson-Kerlin	Kim Bakker
Amy Berg	Jami Boyles	Natasha Das
Tiffany Harvey-Horton	Marc Hirshman	Peggy Holly
Malaika Horne	Emily Martin	Linda Moen
Jeffrey St. Omer	John Parker	Carla Reid
Sarah Sise	Dave Wakeman	Nat Walsh
Bob West	Kimberly McKinney	

Linda Loewenstein called the meeting to order at 11:30 am. Kimberly led a tour of the new facility for Board Members. The mission moment was given by Emily Martin.

Minutes: A motion to approve the minutes from the April 24, 2018 Board of Directors meeting was made by Amy Berg, and seconded by Peggy Holly. The motion was approved.

Program Profile: ReStore Program - Post Relocation (Josh Vaughn):

ReStore sales are strong with more than \$89K month to date, which exceeds the just under \$75K total sales for May 2017. The first two ReStore days reached \$12K in sales. We will watch dashboard metrics to compare donations at South Grand vs. previous location.

Josh provided an overview of the new Habitat –St. Louis website, including functions to:

- Donate Online (5 donations totaling \$4,386 have already been received.)
- Request a Pickup (Over 100 donation requests have been received since May 1.)
- Board Portal login and functionality

The website was designed by Matchbox design group. Using the website, customers can easily find the department that they need to contact for questions via phone or email. The ReStores need donations from Corporate Partners to keep the shelves stocked.

Habitat's Facebook page is generating views. The most popular post to date is the donation of cabinets from Washington University which was posted on May 10<sup>th</sup> and received 266 reactions, 63 comments, 100 shares and had a reach of 13,430.

Habitat received approval for funding from St. Louis Jefferson Solid Waste Management to add a flatbed truck for ReStore use.

In response to last year's trailer theft, Habitat Saint Louis has been approached by Agilis Systems (Chesterfield, Mo.), a company that specializes in GPS fleet management. They are donating GPS equipment and monthly tracking for Habitat Saint Louis mobile assets.

CEO Report (Kimberly): As of the end of April, the value of donations received towards the completion of 3830 South Grand totals \$955,087 and breaks down as follows:

General and Sub Contractor Contributions: \$460,468

Habitat for Humanity Contribution (Staff Time – Work Self Performed): \$353,990

Volunteer Contribution: \$140,629

62 Volunteer Work Days/890 Volunteers

6,059 Hours / \$23.21 per hour based on Independent Sector\*

While final renovation costs remain pending, the amount is expected to be less than \$2,050,000.

With appreciation to Alderman Shane Cohn and staff at St. Louis Development Corporation, one sign was installed on the building in time for the Ribbon Cutting and Open House with the two remaining signs arriving a couple of weeks later. The value of the grant was just under \$30K. Additional funding 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 13<sup>th</sup> 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.

Amy Berg made a request to nominate the new Habitat Saint Louis facility for the AGC Keystone Award. Staff will work with Amanda at SM Wilson to provide information needed for the application.

Our first external networking event was held on May 10<sup>th</sup> with approximately 30 women from S.H.E. for a Habitat Saint Louis presentation and tour of the new facility. CREW is scheduled to meet here in October.

Since opening on May 1, 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 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. The meeting with a second bank interested in the fund (Midland States Bank) is rescheduled to May 16<sup>th</sup>. The first group to use the Mortgage Loan Fund will be the Hazelwood neighborhood.

Neighborhoods/Home Construction/Home Buyers: In the scattered South City sites, construction has restarted with completion and closing slated to occur in the next 45-60 days. In Tiffany, Phase 2: Foundation permitting has been approved; final documentation is pending a presentation and meeting of the City's Estimate and Apportionment. There are 4 homes, with potential for more. La Saison: Smaller group community meetings continue with final architecture drawings to be submitting in late May or early June, permitting in July, and a late July/early August groundbreaking event. This is the site of the 400<sup>th</sup> Habitat Saint Louis home, sponsored by Spire.

HFHI: The stewardship letter was send to approximately 1600 crossover (both HFHI and HFHSL) donors, volunteers, and ReStore customers. Follow-up will include a postcard mailing invitation to the two upcoming open house events as well as the summer appeal. Board

members are asked to review the list (provided alphabetically and by zip code) and personally reach out to those you know on the list.

Habitat International Quality Assurance Check List update: The Policy Committee (on which Kimberly serves as a member) is analyzing the results from the recent Quality Assurance Checklist submittal. This year is the first time that HFHI has divided the standards into core requirements (13) and other essential practices (16). Of the 1298 active US affiliates, 84% completed the document. Only 41% (445) meet all 29 standards, 48% (524) meet the 13 core requirements. Habitat Saint Louis did not meet one of the core requirements – question 7 related to having staff who meet the qualified loan originator (QLO) requirements. However, staff is in the process of completing online classes. After July 1, 2018, there must be at least one QLO and one Competent Person (related to construction safety) on staff to qualify for HFHI funds. Currently, Habitat Saint Louis has three staff who meet the Competent Person requirement. Kimberly shared that there were a number of affiliates who responded “No with no plans to change” in response to one or more of the 13 core requirements (the options include yes, no but pending process or board approval or no with no plans to change) and that the Policy Committee is discussing next steps in regards to these responses.

The Tiny House project (in partnership with the City of Chesterfield) is near completion. Tickets will be sold online beginning on June 1. 1500 Tickets will be sold for \$100 each. The winner will be drawn live on Facebook on August 17<sup>th</sup>.

Advocacy: The St. Louis City budget currently includes \$5.5 million for the Affordable Housing Trust Fund, representing the first time it has been fully funded in years.

Success and Shout Outs: Thanks to Dave Wakeman and Ameren for the donation of a boom truck. Board members were invited to sign a thank you note to Ameren for their generous donation. Carla Reid was instrumental in organizing a barbeque in the Mark Twain neighborhood (1<sup>st</sup> Ward). The event was held to encourage community members to get involved in neighborhood activities. The Habitat Family Services team supported this event and 35-40 new contacts for the Neighborhood Association communication were added. Nat Walsh and the Board thanked Kimberly and her team for their efforts to construct and move the organization to its new location.

Executive Build will be held quarterly in 2018. It is a half day event with a networking lunch. Donation is \$500 per participant. No one is registered for this event to date. Board members are encouraged to invite prospects.

In reviewing the Keystone Pipeline: Kimberly shared that donors will be added as build dates are able to be released. The “Habitat Road Show” (onsite build) will be held June 21<sup>st</sup> at Anheuser Busch. TD Ameritrade is a new Habitat-St. Louis partner at the \$25,000 level (not yet reflected on report based on timing).

There being no further business, the meeting adjourned at time 12:31 pm. The motion was made by Ed Alizadeh and seconded by Chris Roetheli. The motion was approved.

After the full board adjourned, Small Groups met to discuss their progress on the 2018 Board Retreat Outcome: Fundamentals Focus.

Respectfully submitted: Pattye Taylor-Phillips, Board Secretary

# Habitat for Humanity of Saint Louis

## Dashboard

### as of May 2018

Income and Expenses						
	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$428,556	\$326,795	131%	\$1,107,265	\$322,361	
Restricted Contributions	\$85,000	\$82,500	103%	\$100,000	\$85,596	Recorded \$155k in sponsor pledges and \$28k in board pledges
Total RD Revenue	\$513,556	\$409,995	126%	\$1,207,265	\$407,957	
Construction Grants	\$0	\$117,500		\$282,000	\$60,842	
Total Contributions	\$513,556	\$526,495	98%	\$1,489,265	\$468,799	
Other Income	\$413,026	\$541,115	76%	\$4,033,873	\$1,087,093	Annual budget includes \$1,190,000 ReStore donated materials, \$636,772 AHAP check exchange and \$657,512 AHAAH donations
House Transfers	\$145,000	\$812,500		\$1,950,000	\$90,000	
Construction In-kind	\$0	\$58,335		\$140,000	\$15,150	
ReStore Forest Park (FP) Revenue	\$145,827	\$229,690	63%	\$551,250	\$187,161	44% of ytd recognized in May post relocation
ReStore Des Peres (DP) Revenue	\$309,767	\$284,025	109%	\$681,661	\$245,478	Recd \$194k in mgmt. and facility cost fees
Total Income	\$1,527,176	\$2,452,160	62%	\$8,846,049	\$2,093,681	
Operating Expenditures	\$1,551,814	\$2,001,148	78%	\$5,455,766	\$1,334,478	
Home Construction	\$153,323	\$702,616	22%	\$2,515,483	\$153,070	
Total Expenditures	\$1,705,137	\$2,703,764	63%	\$7,971,249	\$1,487,548	
Net Profit (Loss)	(\$177,961)	(\$251,604)		\$874,800	\$606,133	
ReStore Forest Park Profit (Loss)	(\$5,211)	\$70,307		\$147,148	\$48,425	
ReStore Des Peres Profit (Loss)	\$326,209	\$113,620		\$253,922	\$98,589	
	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 \$2,078,340			
Royal Bank LOC	\$243,000	\$380,229				
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$970,009	\$970,009				
1st Mid Illinois (formerly Cloverleaf) LOC	\$76,500	\$76,500				
	YTD 2018	YTD 2017		Change		
Year/Year Change in Cash	\$106,297	\$44,840		\$61,457		
Year/Year AP	\$427,862	\$566,579		(\$138,717)		
Year/Year Change in Debt	\$1,888,509	\$1,850,596		\$37,913		
<b>Mortgages</b>	<b>Actual</b>	<b>Benchmark</b>				
Delinquent Mortgages (90+ days)	0		In 2018 CitiMortgage has written off 24 HFHSL loans for buyers that did not qualify for the modification. Staff is reviewing documents related to second mortgage on these homes.			
Open Communication w Representative	See Note					
Total Mortgage Portfolio						
Delinquency Percentage						
<b>Construction</b>	<b>Actual</b>	<b>Benchmark</b>				
Housing Units Closed	1					
Housing Units Under Construction	11					
Construction In Progress	\$1,319,272					
Cost/Closed	\$174,120		Includes In Kind Amount of \$15,395			
Financial Donor Volunteer Days	5		5 of 2 possible build days, 1 ReStore groups			
Homeowner Applications Distributed	213		131 returned 61%, 5 @ address selection, 6 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			
<b>ReStore</b>	<b>Actual</b>	<b>Benchmark</b>				
Average Number of Transactions SS	1185		Per Month and Per Customer (not per item)/ +123 from prior report; -346 from prior year.			
Average Number of Transactions DP	1549		Per Month and Customer, +5 from prior report, +91 from prior year			
Average Sales Per Square Foot SS	\$16.75	\$22.71	HFHI median of stores similar sqft (20.5k), open 18 months + / +7.35 from prior report, +1.22 from prior year.			
Average Sales Per Square Foot DP	\$18.62	\$23.99	Benchmark (40k sqft as basis)/-.08 from prior report; +3.95 from prior year.			
Total pickups/drop-offs this month	868		196 Pick-Ups/97 drop offs SS/575 drop offs DP.			
						<b>COMMENTS</b>
<b>Resource Development</b>	<b>Actual</b>	<b>Benchmark</b>				
New Donors : Mission Support	144		Increase of 5 from prior month			
New Donors YTD -Contribution= / > \$1200	3		Same as prior report (report correction from Jan) / -7 from prior year			
Median GC Gift Amount	\$35		Decrease of \$5 from prior report /Decrease of \$5 from prior year			
Renewed Mission Support Donor %	24%	40%	Benchmark reflects a NFP Standard			
Renewed Keystone members/Specialty	46		Increase of 7 from prior report /decrease of 16 from prior year			
New Keystone members/Specialty Build	12		Increase of 3 from prior report /decrease of 4 from prior year			
						<b>COMMENTS</b>
<b>Board Engagement</b>	<b>Actual</b>	<b>Benchmark</b>				
Board Meeting Attendance	62%	80%	80% Best Practice Recommendation			
Board Percentage (personal giving ytd %)	32%	100%	Per HFHSL Statement of Commitment; Increase of 3% prior report , Decrease of 38% from prior year.			
Board Giving (Total \$ YTD)	\$11,300		Increase of \$2750 from prior report / decrease of \$17,985 from prior year			

**Habitat for Humanity Saint Louis Board of Directors Meeting**  
**Tuesday, June 26, 2018**  
**CEO Report**

**Successes and Shout Outs!**

**HFHSL Headquarters: Board Retreat Outcome 2014** (attachment: TOWN&Style article)

Settling into our new normal!

As you will see within the May dashboard report, ReStore South Side sales were very strong during May without negatively impacting the ReStore Des Peres location – combined sales represented a new record by over \$7500! (\$125,613 in May of 2018 vs \$118,021 in August of 2017). And 44% of the revenue YTD for ReStore SS (previously ReStore Forest Park) were recognized during May. June is currently looking similarly strong. In advance of midyear inventory, both stores will have a 25% off sale on June 30<sup>th</sup> and July 1<sup>st</sup> before closing for inventory on July 3<sup>rd</sup>.

NGZ presented the out-parcel site at the recent ICSC (International Council of Shopping Centers) and has some interest from 10 – 12 entities (primarily fast food and/or convenience stores).

The project has been submitted for consideration of the AGC Keystone Award. **Thank you SM Wilson** and see below for an excerpt from the support letter from Alderman Shane Cohn –

*“Habitat for Humanity Saint Louis’s selection of this location for the redevelopment of their headquarters was meaningful news for the Dutchtown community, as this site sat underutilized for several years, and vacant for the past few. The transformation of a building that was originally built to accommodate a full-service grocery store into a building which supports all of Habitat for Humanity’s primary functions – their administrative offices, retail store, and construction warehouse – has brought great visibility to our commercial corridor. The addition of their staff, customers, partners, donors, and the like will bring new energy and renewal to an underserved community in St. Louis and is a much appreciated addition to the Dutchtown neighborhood.*

*Further, the investment of over \$2.5 million at one of the city’s busiest intersections will hopefully serve as a catalyst for additional investment and development to this business district and neighborhood.”*

A TOWN&Style article is attached (photo was publication cover).

**Mission Support**

Our Spire / 400<sup>th</sup> House Match challenge launched as of June 1<sup>st</sup>. Between now and July 31<sup>st</sup>, dollars will be matched up to \$50k (Much thanks Spire and Board Member Nick Popielski). As of June 18<sup>th</sup>, we are at 26% of goal. More information can be found at the shareable link below –

<https://www.habitatstl.org/spire/>

**Mortgage Loan Fund: Board Retreat Outcome 2015**

All documents are expected to be signed next week and as this coincides with the week of the Board Meeting, we are hopeful that it may occur just prior to the meeting and give members an opportunity to thank / meet representatives from Midland States. As shared in prior reporting, the first buyers from MLP will be those Tier 2 buyers who are interested in buying Hazelwood or Lookaway homes (5 total).

**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 day representing five homes currently under construction (Marine Villa -3436 Indiana, Carondelet – 6132 Vermont, Bevo – 5019, 5032 and 5034 Ulena). Two additional lots in Carondelet 7806 and 7810 Virginia are being held for the 2018 KMOX project (two houses beginning in November).

**Tiffany Phase 2:** Site development work to begin this month, volunteer dates being scheduled beginning post July 4<sup>th</sup> holiday. As we have built in Tiffany previously, there will not be a community kickoff event.

**La Saison: (previously noted as New City Build):** Much progress was made in recent meetings with St Louis Housing Authority and documentation / land acquisition is slated for later this month / early July. A kickoff event is scheduled at **1200 South 13<sup>th</sup> Street, 63104** for **10 am** on **Wednesday, July 11<sup>th</sup>** celebrating both our entry into this new neighborhood as well as our 400<sup>th</sup> Home. More details forthcoming.

### **TINY HOUSE**

The Tiny House has been safely relocated to Chesterfield Amphitheatre. Staff will be on site to answer questions, sell tickets during concert events on June 16<sup>th</sup> (four tickets sold, 100+ visitors), 7/14, 7/28 and August 11<sup>th</sup>. As of June 18<sup>th</sup>, 33 tickets (of 1500) sold. The drawing will occur August 17<sup>th</sup> at 10 am. A "Show Me St. Louis" segment can be found at –

<https://www.ksdk.com/article/entertainment/television/show-me-st-louis/tiny-house-being-raffled-off-to-benefit-habitat-for-humanity-st-louis/63-565322128>

And tickets can be purchased at –

<https://www.habitatstl.org/tiny-house/>

### **Please share with your contacts!**

And, for all the challenges, the message below was great to receive –

*Kyle,*

*I did view the tiny house on Friday with Harper, Jack and the student design team. We love it! You did an amazing job on this project. I know there were a few elements of the design that were different but the end result is amazing. I just want to thank you for all of your hard work and determination to finish this project. We could not have completed this project without you. Thank you also for your professionalism throughout the entire process. I hope we can work together again in the future.*

*Erin*

*Erin LeClerc, ASID, IIDA, IDEC  
Associate Professor  
Interior Design Program Coordinator  
St. Louis Community College*

### **HFHI**

As shared at the March meeting, the Quality Assurance Checklist is now divided into two sections – 13 Core Requirements and 16 Other Essential Practices. At the time of submittal, Habitat Saint Louis responded yes to all 29 requirements except one core requirement (#7) that is related to Qualified Loan Origination. Three staff members – Dan Cierpiot, Avis McHugh and LaRita Fields – will complete the online certification courses by the end of the month.

Following action by the Policy Committee and US Council, the extension of SOSI (US Stewardship and Organizational Sustainability Initiative) through June 2021 will be put out for comment by affiliates later this year.

### **Staffing**

Zoe Sullivan has been hired as Office Manager following the resignation of Grace Boehm. Zoe joined Habitat as of June 12<sup>th</sup> which allowed her some overlapping time with Grace.

While our organizational structure was temporarily modified, it is now time to return to a structure that consistently mirrors Construction, Family Services and Operations and, as such, I wanted to share that Harper Zielonko has been named Director of Resource Development. The entire Resource Development team will



continue to work collaboratively within their department as well as across the organization. I hope that you will join me in welcoming Harper to her new role.

### **Advocacy**

An umbrella entity, Equitable St. Louis, was recently formed focusing on leading the conversation related to Community Benefit Agreements. For now, we have now been asked to sign on as an organization (being viewed as a likely benefactor of CBA's) but more on the efforts is included below -

#### **Mission:**

Equitable St. Louis' mission is to empower residents to drive racially equitable development in the St. Louis region through Community Benefits Agreements that are community-based, legally binding, and enforceable by the community. The coalition advocates for policy level implementation by providing education tools, data, and support to community members, neighborhood organizations, institutions, and local government.

We believe that St. Louis must address our regional inequities in order to grow. We will prioritize transparent, inclusive, and racially equitable development that invests in historically disenfranchised neighborhoods, particularly communities of color.

#### **Values:**

Community Benefits Agreements that include:

- Affected community representation leading the negotiation process

- Legally binding agreements

- Enforceable by the community

Racial Equity

Transparency

Equitable and Inclusive Development



AS SEEN IN  
**T&S**  
 JUNE 06, 2018

# BUILDING HOPE

## HABITAT FOR HUMANITY SAINT LOUIS

by stephanie wallace

**HABITAT FOR HUMANITY SAINT LOUIS RECEIVES MORE THAN 5,000 CALLS ANNUALLY** from families looking to own a home. The local need for affordable housing is evident. The nonprofit estimates that more than half of all rental units are occupied by people who pay more than 30 percent of their income toward rent, leaving them without financial resources for child care, medical services and education. It's Habitat's mission to provide opportunities for economic and social stability through affordable home ownership.

When many of us think about Habitat for Humanity, we picture free houses built by volunteers, but that is a common misconception. "We don't give houses away; we provide opportunities to well-deserving St. Louis families," explains CEO Kimberly McKinney. The nonprofit helps those who live off of 25 to 50 percent of the area median income and aren't able to obtain conventional financing. The families purchase their homes, pay a mortgage, contribute 350 hours of 'sweat equity' to construction, and take educational courses to prepare them for the challenges of owning a house.

Habitat for Humanity Saint Louis raises more than 95 percent of its funding locally. "Without the financial support of the community, we wouldn't be able to buy the land or building materials we need," McKinney says. Along with donations from individuals, businesses and faith-based organizations, the local chapter raises funds through its two area ReStore locations, which sell new and gently used building materials and home products to the public. Money raised by ReStore sales helps cover operating costs, meaning more of the donations can go directly to creating

affordable housing. "It's our long-term goal to have all of the money we raise fund our programs, so if you write a check, every cent will go to building houses, selecting families and mobilizing volunteers," McKinney says. "It's about 84 cents on the dollar now."

ReStore South Side recently relocated to the new Habitat for Humanity Saint Louis headquarters at 3830 S. Grand Blvd. The new building brings the nonprofit's resources and services together in one place. Along with the ReStore, the facility includes administrative offices, a conference room and a construction warehouse. McKinney is confident the new arrangement will increase efficiency and collaboration. "We're thrilled to have everyone under one roof," she says. "We're excited to settle in and continue to serve the community. At the end of the day, it's about all of us working together to solve an issue here in St. Louis."

A grand opening celebration was held May 2, which included a massive ribbon cutting with about 150 pairs of scissors as Habitat representatives joined contractors, volunteers and others who made the new building possible. "We opted to make the ribbon cutting a reflection of the collaborative process of the move and renovation," McKinney says.

Along with the excitement of the new space, the chapter will celebrate another important accomplishment this summer: construction of its 400th house. "We want to recognize any and all milestones," McKinney says. "I hope we reach the next 100 quicker because there are so many families who need a decent place to live. I think it's a mission the whole community can get behind." 🏠

HABITAT FOR HUMANITY SAINT LOUIS OFFERS HOME OWNERSHIP OPPORTUNITIES TO FAMILIES LIVING BETWEEN 25 AND 50 PERCENT OF THE AREA MEDIAN INCOME. ITS NEWLY OPENED HEADQUARTERS AT 3830 S. GRAND BLVD. WAS A COLLABORATIVE UNDERTAKING WITH CUSHMAN & WAKEFIELD, HOK AND S.M. WILSON & CO. PICTURED ON THE COVER, CLOCKWISE FROM TOP LEFT: ERIC MERSMANN, LAUREN TALLEY, MEGAN BANKS, KYLE HUNSBERGER, LINDA LOEWENSTEIN. FOR MORE INFORMATION, CALL 314.371.0400 OR VISIT HABITATSTL.ORG.

Last updated 6/15/18					
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	Kimberly McKinney, Harper Zielonko, Marisa Botta	Jun-18
Wells Fargo Advisors	Architects Circle	\$ 80,000.00	75,000 From Advisers- possible extra funding	Harper Zielonko	received
KMOV TV Home 4 the Holidays	Builders Circle	\$ 60,000.00	Partners unknown at this time. Will be two homes in South City	Kimberly McKinney, Harper Zielonko	November - Dec 2018
Spire	Builders Circle	\$ 50,000.00	400th home sponsor, match challenge	Kimberly McKinney, Harper Zielonko	fall 2018
TD Ameritrade	Contractors Circle	\$ 25,000.00	HFHI partnership		
Manchester UMC	Carpenters Circle	\$ 26,000.00	partnership absolved. Church is giving alone	Harper Zielonko	\$25,000 received
Travelers Insurance	Carpenters Circle	\$ 18,000.00	HFHI partnership	Harper Zielonko	HFHI allotments, probably late July
Altisource	Carpenters Circle	\$ 15,000.00	HFHI partnership	Harper Zielonko	once days are completed, proably early July
US Bank	Carpenters Circle	\$ 15,000.00			
Simmons Charitable Foundaion	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
Carraden Group	Framers Circle	\$ 6,000.00	monthly giving		
Ameren Foundation	Framers Circle	\$ 5,000.00			
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
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
Martha Kratzer	Framers Circle	\$ 5,000.00			
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
Kimberly & Kevin McKinney	Crew Member	\$ 1,790.00			
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 & Susan 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
<b>BUILDERS CLUB TEAMS</b>					
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



## Finance Committee Minutes

### May 15, 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.

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**Facilitator(s):** Dan Cierpiot, Julia Hart  
**Scribe:** Sabrina Stahl  
**Attendees:** Mike Giger, Bob Frank, Stephen Westbrooks, Chris Roetheli, John Castagno, Judy Cromer, Bob West, Lisa Blamy, Roger Brown, Rob Anderson

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### Approval of Minutes

- Roger Brown moved to approve the minutes of March 20, 2018. Bob West seconded.
- All in attendance approved and there were no objections or abstentions.

### New Member

- Rob Anderson was introduced and welcomed as a new member of Habitat for Humanity Finance Committee.

### Updates

- Dan provided the following updates:
- He welcomed everyone to the first meeting since our move to the new building at 3830 S. Grand.
- The next meeting in June will be the Audit presentation with auditing firm CohnReznick.
- The Mortgage Loan Fund project is close to being up and running. Midland States Bank has committed \$2 million, with \$1 million accessible the first year. The fund will have a warehouse line which we can use as a line of credit. The loans will be structured as 30-year fixed interest loans for homeowners. Once the fund is operating, Midland States will have rights to the first 5 loans, then the next 5 loans will go to the next bank to participate in the fund (not yet determined), and will continue this way.
- Both ReStore locations, South Side and Des Peres, are now open 6 days a week. Tuesday thru Sunday from 10am-6pm.
- Our new website launched in May, and feedback has been good.
- It was explained that AHAP tax credits received have been used for the purchase of the new building, as well as, a check exchange with Chapman Ventures, that will result in cash back of around \$194,000.
- Resource development is on track to make their goal for 2018 of \$1.3 Million, with current commitments already reaching \$600,000.
- The new project that will begin in 2018, the La Saison project, will generate grants of around \$100,000 per house, and is estimated to bring a first mortgage of around \$150,000 per house. With construction costs of about \$210,000 per house, there is potential to have a cash surplus on these homes.



- The tenant space at 3830 S Grand will be occupied by Royal Banks and the buildout for them should begin in the fall.

#### **April 2018 Results**

- Julia reported with 1/3 of the year in, Fundraising is at 64% of YTD budget, ReStore Forest Park is at 83% and ReStore Des Peres is at 103%.
- At April 30, Cash is up \$506k, Payables are down \$17k, and Short term debt is up \$381k.
- The trended P&L includes GAAP revenue and expenses for 16 home sales (12 carry over from 2016 and 4 from 2017). Current forecast is to end the year with a surplus of \$1,116,034.
- At February 28, Cash is up \$46k YOY and payables are up \$146k YOY.
- The 2017 Cash Forecast reflects year end cash at \$201k, investments at \$500k, and short term debt at \$1,031k.
- Bob West requested that more robust budget to actual reporting for home construction be in place by next meeting.

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**Next Meeting:** June 19, 2018– Habitat for Humanity Saint Louis  
**Topics to be covered:** 2017 Audit, May 2018 financial results



## Leading Edge Committee Meeting Minutes

**To:** Leading Edge Committee Members and HFHSL Board of Directors  
**From:** Joe Fetter, HFHSL Volunteer Services Manager  
**Date:** May 23, 2018 @ HFHSL Boardroom  
**Attendees:** Bob Frank, Erica Flanagan, Bill Schwartz, Brandon Meinert, Joe Fetter (HFHSL VSM)  
**Absent:** Paul Tohl, Bob Miller, Jon Beaury, Steve Moore, Bob Fayman, Kevin Rapp, Kathy Ryan

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- I. **Welcome – 6:00pm**  
*Joe Fetter, Habitat for Humanity VSM*
- II. **Approved March 2018 Minutes** (no meeting was held in April)
  - a. March 2018 minutes reviewed
  - b. Bob Frank moves to accept the minutes as edited. Bill Schwartz seconds.
  - c. March 2018 minutes are approved.
- III. **Sub-Committee 2018 Updates**
  - a. **Leadership Recruitment & Retention (R&R) Subcommittee**
    - i. Review of CLT 2018 numbers and statistics
      1. New potential CLTs since last LE meeting: 4
      2. Potential new CLT contacts made in 2018: 28
      3. Total active (rough estimate): ~30
  - b. **Leadership Training Sub-Committee**
    - i. Discussion of the possibility of using trainings to keep CLTs engaged
      1. Use the warehouse for certain trainings, such as general safety, CLT 101, or power tool training (general use, safety, etc)
      2. Flooring training on Indiana
      3. Will have to run these options by construction staff to see if they're even a possibility.
    - ii. Discussion of partnering with trade schools to enhance trainings
      1. Such as the community college or technical schools (such as Ranken)
      2. We could borrow PowerPoints or training materials, or borrow instructors and/or training space.
      3. Brandon has contacts at some schools and can reach out to see what's possible.
      4. Joe will talk to the construction staff to see if they support this.
- IV. **Upcoming LE Committee Meetings**
  - a. **Leading Edge Committee:** Wednesday, June 27<sup>th</sup>, 2018; 6pm at South Grand
- V. **Meeting Adjourned – 7:00pm**