

HABITAT FOR HUMANITY ST. LOUIS

TO: HFHSL Board of Directors

FROM: Kimberly McKinney

RE: Board of Directors Meeting

Tuesday, October 23rd- 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. 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
October 23, 2018

Call to Order

Linda Loewenstein

Mission Moment

Minutes of September 25th, 2018 Meeting

Pattye Taylor-Phillips

Strategic Topics:

All Present – 5 of Anything

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

Sunday, October 28, 2018

Tuesday, November 27, 2018

Friday, December 7, 2018

Volunteer Appreciation Event, 12:00-3:00 PM at AB Biergarten

Board Meeting, 11:30 AM, Tiffany Board Room

Executive Build, 2nd build of 2

“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)
September 25, 2018

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

Linda Loewenstein	Stephen Westbrook	Patty Taylor-Phillips
Kim Bakker	Amy Berg	Jami Boyles
Kay Gasen Thenhaus	Peggy Holly	John Parker
Nick Popielski	Carla Reid	Nat Walsh
Bob West	Kimberly McKinney	

Linda Loewenstein called the meeting to order at 11:34 am. The mission moment was given by Patty Taylor-Phillips.

Minutes: A motion to approve the minutes from August 28, 2018 Board of Directors meeting was made by Nat Walsh, and seconded by Peggy Holly. The motion was approved.

Strategic Topics: All Present – 5 of Anything. This topic is moved to the October 2018 meeting to provide an opportunity for more Board members to participate in the discussion.

CEO Report (Kimberly McKinney): Mission Support: Gifts continue to trickle in for the Spire / 400th House Match challenge launched as of June 1st. Donations totaling \$61,410 have been received. To avoid competition in mailboxes with midterm election mailers, the holiday appeal will be mailed on November 9th. The annual holiday appeal traditionally accounts for approximately 50% of the donations we will receive from direct mail approaches during the calendar year, so it is crucial that timing and content for this appeal are the best of the year. As an example, in 2015, we sent 8465 appeal letters out and received 236 responses for a total of roughly \$40,000 raised. The response rate was 2.79%. In 2017, we sent 5718 appeal letters and received 307 responses totaling \$48,300 with a 5.37% response rate. Interestingly enough, the more money we have spent on direct mail pieces, the more money they make. For example: In 2016, our Holiday appeal cost 86 cents per piece and we had a net of \$34,760. In 2017, our piece cost was \$1.11 per appeal letter and had a net of \$41,982. Both pieces had a cost of 13 cents per dollar raised, but the effect of a “flashier” piece of mail in 2017 led to more donations. We will be testing the waters again this year with a piece that will be priced about the same as our 2017 piece.

Attrition is a natural part of the donor cycle: people die, people move, people's philanthropic interests change. To keep building a strong direct marketing program, a steady stream of self-identifying and carefully mined prospects must be a part of a healthy donor database. Habitat works to ensure this by creating opportunities for potential new donors to self-identify (social media, tiny house raffle, volunteers) and using prospects provided by invested constituents (i.e. names for the UnGala provided by the Board of Directors.)

In addition to people who respond directly to our appeal letter, there are donors who will make their gift without providing evidence of motivations. Although many of these could be attributed to the direct mail appeal, we opt to only attribute donations which are returned with a reply device or appeal envelope to any given appeal to ensure that our data is as clean as possible which helps us to plan more accurately for future appeals.

Although we have not seen a decrease of donations given in the 4th quarter as the result of a stronger summer strategy (Match Grant Appeal), there is a possibility that it might impact giving by some donors who opt to give their annual gift in the summer rather than the winter. We are carefully monitoring this possibility.

Executive Build: Much thanks those who assisted with recruitment for the Executive build on September 21st. Please continue to share the December 7th opportunity. Send candidates for the Executive Build to Kimberly or Linda Loewenstein. A registration link can be found at – <https://www.habitatstl.org/executive-build-registration-now-open/>

UnGala: This Thursday (September 27th) is the date that we are NOT having a Gala, the UnGala. Silly vignettes will be released via social media (Facebook, Twitter, Instagram) throughout the day. Amy Determan shared a preview of the vignettes with the Board. Board members are encouraged to send an email or text photos to Amy (Amy@habitatstl.org or 618-401-0892) and she will post during an appropriate time. (You can stage photos and send anytime between now and 9/27). If you wish to tweet on your own, please do so only during hours that we are not having an event. (7pm – 9 pm) Amy provided a preview of several vignettes that will be used. The hashtag will be #HabitatSTLUnGala. As of 9/24/18, over \$11,000 has been raised. Many thanks to those who assisted with Habitat's presence at the Missouri Growth Association Meeting, which will also be held on the same evening.

Shout Out – Congrats to Carla Reid as a graduate of the 2018 Inaugural Neighborhood Leadership Fellows program.

Board Governance: For 2019, 4-6 openings are anticipated. Please share possible candidates with Kimberly or Linda Loewenstein. The 2019 Board Retreat will be held on February 2nd, from 7:30 AM – Noon, Location TBD.

Habitat- St. Louis will receive the 2018 Developer of the Year Award from Mayor Lyda Krewson at a luncheon on October 26, 2018. The award is received in recognition for development of the new Headquarters & ReStore and the organization's work to build affordable housing in St. Louis. Please note that this award cannot be publicized until after the luncheon.

Mark your calendars for upcoming Habitat-St. Louis events:

- Tuesday, Sept 25, The Fortune Teller Bar , 6pm – 10pm
Drink and food sales from 6pm – 8 pm benefit Habitat for Humanity Saint Louis
- Tuesday, Oct 2, Hamburger Mary's Bar and Grille, 6pm
\$10 suggested donation to play bingo and support Habitat for Humanity Saint Louis
- Sunday, October 28, Volunteer Appreciation Lunch, Noon – 3pm
RSVP at Habitatstl.org/volunteerlunch, held at Anheuser-Busch Biergarten

Kimberly recently received two offers from NGZ (our Real Estate Broker) for the outparcel lot adjacent to the Headquarters and ReStore. Both offers represent buyers who want to build gas stations and/or convenience stores. With the receipt and the review of these offers, Kimberly asked the Habitat Board for recommendations.

Board Members posed several questions about Habitat's needs:

1. Does Habitat Saint Louis need (for financial reasons) or want to sell this property now?
2. What kind of business/function does the organization want to sell to (and be a neighbor with)?
3. Does Habitat want community input on the type of business that should occupy the space?
4. Initial considerations include: traffic, parking, safety for employees and customers
5. Are there restrictions that Habitat Saint Louis wants to impose on the use of the property? On the design of the structure?
6. From a Finance Committee perspective: If the property is sold, how does Habitat-STL want to use the proceeds?
7. Several Board members stated that increased restrictions on use of the outlot can decrease developer interest and reduce the offer price (depending on use). The question to be answered is: "What are the priorities for Habitat Saint Louis?"

A motion was made to ask the Facility Needs Taskforce to reconvene to discuss uses for the outparcel. The motion was made by Bob West, seconded by Nat Walsh, and approved by the Board. Board Members are invited to attend the Facilities Task Force meeting. Amy Berg will be added to the Facilities Task Force. Additionally, the Finance Committee was asked to discuss the use of proceeds at their next meeting. Both recommendations will then be presented to the Board at the October meeting.

Kimberly provided an overview of the FY2019 Affiliated Organization Covenants and Quality Assurance Checklist (QAC) documents. A motion was made to accept and approve the covenants for Habitat for Humanity International, Habitat for Humanity Saint Louis, and the QA Checklist. The motion made by Nat Walsh, seconded by Nick Popielski. The motion was approved.

Kimberly shared highlights from the August 2018 Dashboard. The number of transactions at ReStore SS are down but the sales dollars are up. Marketing is ongoing to boost Sunday sales which continue to lag at the City location. ReStore Forest Park was closed on Sunday while the ReStore SS is open on Sunday. Board Giving is currently at 65%. Board members who have not yet donated for 2018 are encouraged to make their donation.

Nat Walsh asked that Board Members recommend candidates for the Development Council. Council discussion focuses on identifying candidates for the Executive Build, and plants "seeds of thought" with leaders in businesses that do not currently have a relationship with Habitat Saint Louis. The meeting commitment is less frequent than the Board, since members meet every other month in Clayton.

Thanks to US Bank CDC and Chris Roetheli - Kimberly McKinney participated in the Jimmy Carter Work Project in South Bend, Indiana in late August. A group photo was shared.

There being no further business, the meeting adjourned at time 12:45 pm. The motion was made by Amy Berg and seconded by Stephen Westbrooks. The motion was approved.

Respectfully submitted: Pattye Taylor-Phillips, Board Secretary

Habitat for Humanity of Saint Louis

Dashboard

as of September 2018

Income and Expenses						
	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$1,026,918	\$738,377	139%	\$1,107,265	\$637,463	
Restricted Contributions	\$92,500	\$84,500	109%	\$100,000	\$93,826	
Total RD Revenue	\$1,119,418	\$822,877	136%	\$1,207,265	\$731,289	
Construction Grants	\$0	\$211,500		\$282,000	\$424,222	
Total Contributions	\$1,119,418	\$1,034,377	108%	\$1,489,265	\$1,155,511	
Other Income	\$1,880,191	\$2,335,956	80%	\$4,033,873	\$1,183,794	Annual budget includes \$1,190,000 ReStore donated materials, \$636,772 AHAP check exchange and \$657,512 AHAP donations. POB 2011 unwound resulting in \$1,107,707
House Transfers	\$145,000	\$1,462,500	10%	\$1,950,000	\$920,000	
Construction In-kind	\$381,152	\$105,003	363%	\$140,000	\$44,150	\$322k of In Kind for 3830 within this line item.
ReStore South Side (SS/FP) Revenue	\$356,391	\$413,442	86%	\$551,250	\$351,592	
ReStore Des Peres (DP) Revenue	\$579,653	\$511,245	113%	\$681,661	\$483,609	Recd \$194k in mgmt. and facility cost fees
Total Income	\$4,461,805	\$5,862,523	76%	\$8,846,049	\$4,138,656	
Operating Expenditures	\$3,180,133	\$3,186,204	100%	\$6,892,656	\$2,619,915	
Home Construction	\$156,053	\$1,886,607	8%	\$1,078,593	\$1,235,829	
Total Expenditures	\$3,336,186	\$5,072,811	66%	\$7,971,249	\$3,855,744	
Net Profit (Loss)	\$1,125,619	\$789,712	143%	\$874,800	\$282,912	
ReStore Forest Park Profit (Loss)	\$143,941	\$116,462	124%	\$147,145	\$50,596	
ReStore Des Peres Profit (Loss)	\$425,158	\$195,289	218%	\$ 253,922	\$204,671	Net revenue over budget RSS because of \$81k donated materials in mid year inventory/RDP mid year inventory negligible effect
	Principal Bal	High Limit				
3830 South Grand / Royal TEBF	\$2,040,000	\$2,040,000	The full amount had to be booked in order to purchase tax exempt bonds.			
Royal Bank Construction Line of Credit	\$346,758	\$386,758				
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$945,832	\$1,056,000				
1st Mid Illinois (formerly Cloverleaf) LOC	\$0	\$76,500				
	YTD 2018	YTD 2017		Change		
Year/Year Change in Cash	\$66,392	\$22,828		\$43,564		
Year/Year AP	\$752,648	\$786,115		(\$33,467)		
Year/Year Change in Debt	\$1,787,832	\$1,691,743		\$96,089		
Mortgages	Actual	Benchmark				
Delinquent Mortgages (90+ days)	0					
Open Communication w Representative						
Total Mortgage Portfolio						
Delinquency Percentage						
Construction	Actual	Benchmark				
Housing Units Closed	1					
Housing Units Under Construction	20					
Construction In Progress	\$1,647,769					
Cost/Closed	\$176,415					Includes In Kind Amount of \$15,760
Financial Donor Volunteer Days	14					14 of 9 possible build days, 1 ReStore group
Homeowner Applications Distributed	444					215 or 48% return rate. 116 Tier 2 / 12 Approved (9 from MLF)
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 SS	1279					Per Month and Per Customer (not per item)/+18 from prior report; -223 from prior year.
Average Number of Transactions DP	1622					Per Month and Customer, +9 from prior report, +128 from prior year
Average Sales Per Square Foot SS	\$21.85	\$22.71				HFH median of stores similar sqft (20k), open 18 months + / +\$1.16 from prior report, +\$4.25 from prior year.
Average Sales Per Square Foot DP	\$19.53	\$23.99				Benchmark (40k sqft as basis)/ -0.19 from prior report; + 3.34 from prior year.
Total pickups/drop-offs this month	847					203 Pick-Ups/90 drop offs SS/460 drop offs DP.
						COMMENTS
Resource Development	Actual	Benchmark				
New Donors : Mission Support	N/A					Etapestry formula issue/resolve pending
New Donors YTD -Contribution= / > \$1200	18					Increase of 4 prior month /same as prior year
Median GC Gift Amount	\$50					Increase of \$7 from prior report / same as prior year
Renewed Mission Support Donor %	N/A	40%				Benchmark reflects a NFP Standard
Renewed Keystone members/Specialty	68					Increase of 10 from prior report / -1 from prior year
New Keystone members/Specialty Buil	26					Increase of 6 from prior report /increase of 6 from prior year
						COMMENTS
Board Engagement	Actual	Benchmark				
Board Meeting Attendance	56%	80%				80% Best Practice Recommendation/ -12% from last year
Board Percentage (personal giving ytd %	74%	100%				Per HFHSL Statement of Commitment; Increase of 9% prior report , Decrease of 1% from prior year.
Board Giving (Total \$ YTD)	\$30,046					Increase of \$2405 from prior report / decrease of \$6,839 from prior year

Habitat for Humanity Saint Louis Board of Directors Meeting
Tuesday, October 23, 2018
CEO Report

Successes and Shout Outs!

Resource Development

Recent Publicity

<https://nextstl.com/2018/10/habitat-continues-to-build-in-carondelet-and-the-patch/>

Additionally, multiple TV stations covered the Bank of America Keystone Community Partners volunteering -

https://www.kmov.com/news/bank-of-america-teams-up-with-habitat-for-humanity-to/article_02bfdece-d0c1-11e8-ba4e-034dcb644f22.html?utm_medium=social&utm_source=email&utm_campaign=user-share

<https://fox2now.com/2018/10/15/habitat-for-humanity-gets-corporate-assistance-from-bank-of-america-volunteers/>

Mission Support

As shared previously, the holiday appeal will drop on November 9th. The annual holiday appeal traditionally accounts for approximately 50% of the donations we will receive from direct mail approaches during the calendar year. An electronic “ask” that complements the holiday appeal will be made available to the Board in advance of the November meeting.

The 2017 Annual Report is nearing completion and will go live on our website prior to the KMOV build (which generates more web traffic).

From the recently released Giving USA 2018 Report, total charitable giving was \$410 billion in 2017 – up 5.2% from 2016 (3% adjusted from inflation) and represents giving percentages and amounts from the following sectors –

Individuals	\$286.65 Billion
Foundations	\$66.9 Billion
Bequest	\$35.7 Billion
Corporate	\$20.77 Billion

While we could and should continue to grow Keystone Community Partners which is predominately corporate or faith-based groups and prospects, this also reflects the need for additional contacts within individual networks (see more on UnGala below).

Executive Build

Please continue to share the December 7th Executive Build opportunity. A registration link can be found at - <https://www.habitatstl.org/executive-build-registration-now-open/>

To date, the following participants are registered: Ed Alizadeh (Geotechnology/Board Member), Amy Berg (SM Wilson/Board Member), Jonathan Ranken (Core Properties), Joe McGauley (Colliers International/return participant from September), Matt Masiel (Screaming Eagle Development) and Alex Kuehling (Rosenblum Goldenhersh/Development Council)

UnGala

Just under \$13k (\$12,861.66) was realized from this first-time event including 13 donors that were from 9 known Board referrals (*much thanks to those who participated!*). In the event of straggler gifts, the campaign will remain open through the end of the year.

Board Governance

For 2019, 4 – 6 openings are anticipated. Just a reminder to share possible candidates with either Linda or me. The 2019 Board Retreat will be held on February 2nd, location TBD, from 7:30 AM – Noon.

Program

Volunteer Appreciation: Sunday, October 28th

Please consider stopping by our Volunteer Appreciation Lunch on Sunday, October 28, 2018 at the Anheuser-Busch Biergarten between 12 pm – 3 pm. The Anheuser-Busch Biergarten is located at 1127 Pestalozzi Street, St. Louis, MO 63118. **RSVP is required**, register at www.habitatstl.org/volunteerlunch

Relocation: HFHSL Headquarters: Board Retreat Outcome 2014

The Dutch town Business Association meeting will be held here in November. Due to lack of contractor interest, the St. Louis Rehabbers postponed their September event that was previously shared. The October CREW Annual Meeting/Speed Networking on October 9th brought over 60 attendees to the building - outparcel information was shared with the group.

Per the discussion at the September Board of Directors meeting, both the Facility Needs Taskforce and Finance Committee met and discussed aspects related to the sale of the outparcel. A separate memorandum is included within the packet to reflect those discussions and recommendations.

Mortgage Loan Fund: Board Retreat Outcome 2015

Per the latest email from David Noble, there is very little review remaining. While documents have not yet been signed, additional buyers have been approved for mortgages out of the fund.

Neighborhoods/ Home Construction/Homebuyers

St. Louis City:

Scattered South City Sites: Construction in final phases. Two additional lots in Carondelet, 7806 and 7810 Virginia as the KMOV houses, will begin on November 1st.

Tiffany Phase 2: Construction continues.

La Saison: (previously noted as New City Build): Biweekly meetings with St. Louis Housing Authority continue. Through the winter months, architects and engineers will finalize plans for five houses in Phase I and begin the design work on the second and final phase of five additional homes. While we had hoped to start moving dirt in 2018, with design and title issues continuing to be resolved, it made more sense to start work on both phases (back to back) beginning with the digging of foundations in February 2019. The complete build of 10 homes is still on schedule to be completed in 2019 and the tightened on-site build time will reduce the amount of time neighbors are impacted by our work. Permits for Phase I will be secured in November and utilities will be installed soon thereafter in advance of a February ground breaking.

Future Builds: Funding announcement for HOME applications noted in August report is expected by the end of October.

Through our long-time relationship with Alderwoman Marlene Davis, we are being asked to consider a build within The Gate District (adjacent to Tiffany). Michael Powers (Real Estate Development Manager) has attended a meeting with stakeholders and the reception was very warm. The group represented a sub-committee of the neighborhood organization that is focused on development and they have now asked that he return for a meeting with the full neighborhood association board. More on the location of the build is included as an attachment.

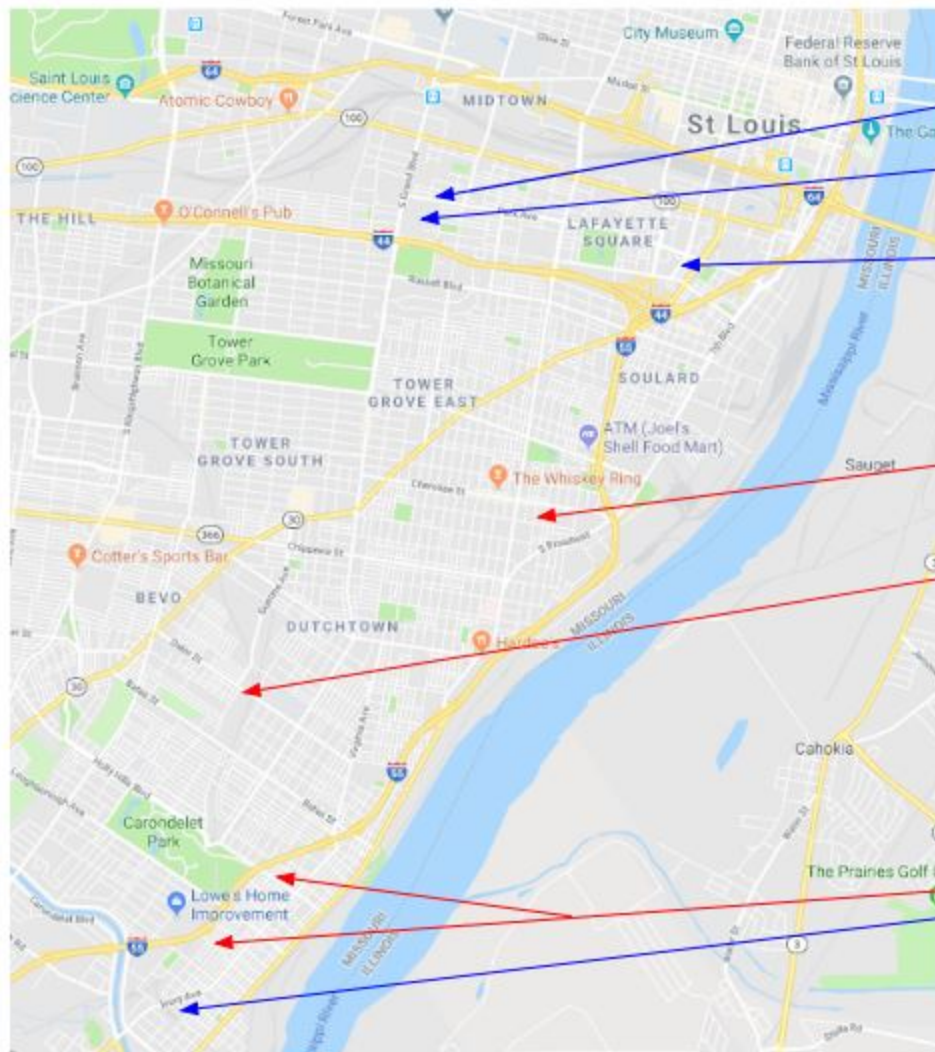
Management/General

HFHI

The Collaborative Operating Model Executive Task Force has engaged agency partners [One & All](#) and [Blue State Digital](#) to design direct response pilots. The direct response pilots will bring affiliates and HFHI together to collaborate on direct marketing activities including digital and direct mail. As this work is occurring, HFHI has decided to NOT do a holiday appeal insert within local newspaper publications.

Advocacy

As expected, Governor Parsons added two additional commissioners to MO Housing Development Commission and a meeting was held on Friday, October 5th followed by the Notice Of Funding Availability (NOFA) for the Affordable Housing Assistance Program being released on October 8th. An application will be submitted by the end of October at the latest. The current Commissioners include Governor Mike Parsons, Lt. Governor Mike Kehoe, State Treasurer Eric Schmitt, Attorney General Josh Hawley, Jeffrey S. Bay (Chair), William Miller (Secretary/Treasurer), Mark Eliff and Rick McDowell.



THE GATE DISTRICT

TIFFANY II-III

LA SAISON I-II



Under Construction

Planned for 2018/2019





DATE: October 16, 2018

TO: Board of Directors

FROM: Kimberly McKinney, CEO

RE: Outparcel Discussion and Recommendations **CONFIDENTIAL**

Per the discussion at the September meeting of the Board of Directors (see minutes excerpt below). Both the Facility Needs Taskforce and Finance Committee discussed elements regarding the sale of the outparcel. Those discussions and recommendations follow below –

Facility Needs Taskforce (10/9/18: *Marc Hirshman, Nat Walsh, Bob West, Brad Beggs, Natasha Das, Amy Berg, Pattye Taylor Phillips*)

Following a discussion about applicable zoning, parking and the opportunity/desire for shared parking from the end buyer, and how certain uses can lessen the value of surrounding real estate, the taskforce prioritized the uses as (1) beneficial to community (i.e. something like Family Care Health Center, Aspen Dental, etc.), (2) restaurant including fast food, (3) office or other use that would consider a shared parking arrangement (4) gas station/convenience store. This information will be shared with NGZ as our broker. Additionally, the taskforce requested a marketing flier be provided to all members of the Board for distribution to personal contacts who may have an interest in developing the property. Flier attached.

Since the taskforce meeting noted above, I spoke with Alderman Shane Cohn who noted that he would be reluctant to provide a conditional use permit which would be required for the property to be developed as a gas station/convenience store. Additionally, a meeting was held with Family Care Health Center and that information will be shared at the board meeting.

Finance Committee (10/16/18: *Stephen Westbrooks, Bob West, John Castagno, Lisa Blamy, Mike Giger, Rob Anderson, Andy Weissler, Roger Brown, Bob Frank, Rick Sullivan, and Chris Roetheli (by phone)*).

For the sake of conversation, the Finance Committee discussion avoided a specific dollar amount and instead focused on the division of any funds that would be realized from the sale of the outparcel. Following much conversation related to the paydown of debt (long term and/or accounts payable) and/or strengthening the cash position, the committee on a motion from Rick Sullivan and seconded by Bob West recommends:

- At least 50% of proceeds be applied to paydown the \$800k Royal Bank line of credit (1% over prime, interest paid through September 30, 2018 = \$35,078) and for this amount to be considered a permanent payoff but for expenses as approved within the annual budget and/or by the Board of Directors.
- 20% or an amount not to exceed \$100,000 for cash reserves within the two organizational operating accounts.
- The remaining 30% to be applied to debt, either in the form of additional payoff to Royal and/or to vendor accounts payable based on highest need at the time proceeds are received.

Excerpt from September Board of Directors meeting minutes:

Kimberly recently received two offers from NGZ (our Real Estate Broker) for the outparcel lot adjacent to the Headquarters and ReStore. Both offers represent buyers who want to build gas stations and/or convenience stores. With the receipt and the review of these offers, Kimberly asked the Habitat Board for recommendations.

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SOUTH CITY REDEVELOPMENT
HABITAT FOR HUMANITY OUTLOT FOR SALE

NOW OPEN

Habitat for Humanity
ReStore



CHIPPEWA ST.

**UP TO 1.20 ACRES
+/- AVAILABLE**

FAMILY DOLLAR



30,000+ VPD

S. GRAND BLVD.

**3830 S. GRAND BLVD.
SAINT LOUIS, MO 63118**

**UP TO 1.20 ACRES +/- AVAILABLE FOR SALE
SALE PRICE: \$18.00 PSF**

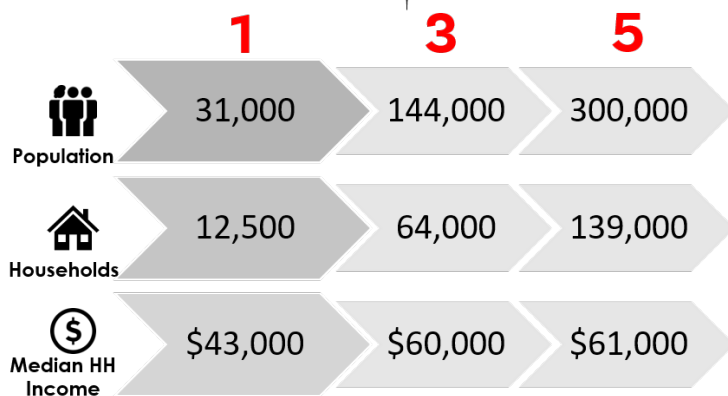


Newmark Grubb
Zimmer



AREA DEMOGRAPHICS

Radius In Miles



Mission: Habitat for Humanity brings people together to build homes, communities and hope.

- Global civic organization, established local chapter in 1986
- 40 full time staff, 3,500+ annual volunteers



ReStore

Mission: Provides additional financial support for the St. Louis affiliate of Habitat for Humanity, offers a lower-cost alternative to a traditional hardware store and facilitates reuse and waste reduction by diverting construction and household materials from landfills.

28,000 annual customers

7,400 generous donors

7,600 volunteer hours

42 deconstructions



Sale Information:

BEN WEIS
Associate - Retail Brokerage
314.628.0437
bweis@ngzimmer.com

MIKE CARLSON, SIOR, CCIM
Executive Managing Director - Principal
314.628.0438
mcarlson@ngzimmer.com



Account Name	Keystone Giving Circle Levels	Committed Donation Amount	2018 Donor Notes	Natural Partner
TD Ameritrade	Contractors Circle	\$ 140,000.00	HFHI partnership	
Anheuser Busch Foundation	Developers Circle	\$ 100,000.00	Onsite, plus extra engagement events	Kimberly McKinney, Harper Zielonko, Marisa Botta
Wells Fargo Advisors	Architects Circle	\$ 80,000.00	75,000 From Advisers- possible extra funding	Harper Zielonko
KMOV TV Home 4 the Holidays	Builders Circle	\$ 60,000.00	Brown & Crouppen, Butler Supply, Carpenters Union, Clayco, Koch Air, Imos, Mastercard (2), Regions Bank, TDK Technologies, Vatterott Education	Kimberly McKinney, Harper Zielonko
Spire	Builders Circle	\$ 50,000.00	400th home sponsor, match challenge	Kimberly McKinney, Harper Zielonko
Manchester UMC	Carpenters Circle	\$ 40,000.00	partnership absolved. Church is giving alone	Harper Zielonko
Bank of America	Carpenters Circle	\$ 35,000.00		
The Bank of Edwardsville	Carpenters Circle	\$ 20,000.00		Kimberly McKinney
ArcBest	Carpenters Circle	\$ 20,000.00	ABF Freight - new donor	Harper Zielonko
Travelers Insurance	Carpenters Circle	\$ 18,000.00	HFHI partnership	Harper Zielonko
Altisource	Carpenters Circle	\$ 15,000.00	HFHI partnership	Harper Zielonko
US Bank	Carpenters Circle	\$ 15,000.00		
Homebuilders Charitable foundation	Carpenters Circle	\$ 15,000.00		
Simmons Charitable Foundaion	Carpenters Circle	\$ 15,000.00		
Ladue Chapel	Carpenters Circle	\$ 12,500.00		Harper Zielonko
John Giger	Carpenters Circle	\$ 12,246.00		
Bonhomme Presbyterian Church	Carpenters Circle	\$ 10,625.00		
Ashinger Electric Company	Carpenters Circle	\$ 10,000.00	AHAP	Kimberly McKinney, Deirdre Schaneman
Employees Community Fund of Boeing	Carpenters Circle	\$ 10,000.00		
The Itegra Group, Inc.	Carpenters Circle	\$ 10,000.00	returning group from the fall	Harper Zielonko
The Moneta Group	Carpenters Circle	\$ 7,500.00	returning group from the fall	Harper Zielonko
General Growth Properties	Framers Circle	\$ 7,275.00		
ESCO	Framers Circle	\$ 7,275.00		Kimberly McKinney
Carraden Group	Framers Circle	\$ 6,000.00	monthly giving- Greg Meyer	
Ameren Foundation	Framers Circle	\$ 5,000.00		
Bob & Kathy West	Framers Circle	\$ 5,000.00	2018 Board Commitment	Kimberly McKinney
Karen & James Keeven	Framers Circle	\$ 5,000.00		
Bodine Aluminum	Framers Circle	\$ 5,000.00	grant application	Deirdre Schaneman
Diann Caze Design Co	Framers Circle	\$ 5,000.00	2018 Board Commitment	Kimberly McKinney
Ladue High School	Framers Circle	\$ 5,000.00	Chapus Chapter fundraising	Harper Zielonko
Nidec	Framers Circle	\$ 5,000.00		Kimberly McKinney
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
Linda Loewenstein	Crew Member	\$ 3,300.00	2018 Board Commitment	Kimberly McKinney
Washington University Campus Chapter	Crew Member	\$ 5,000.00		
St. Louis University Campus Chapter	Crew Member	\$ 3,000.00		
Kimberly & Kevin McKinney	Crew Member	\$ 2,500.00		
Amy Berg	Crew Member	\$ 2,500.00	2018 Board Commitment	Kimberly McKinney
Karen Strobach	crew member	\$ 2,500.00		
Rick & Mary Anne Roberts	Crew Member	\$ 2,500.00	AHAP	Deirdre Schaneman & Harper Zielonko
Peggy Holly	Crew Member	\$ 2,400.00	2018 Board Commitment	
Jeffrey St. Orner	Crew Member	\$ 2,000.00	2018 Board Commitment	Kimberly McKinney
Peggy Holly	Crew member	\$ 2,000.00	2018 Board Commitment	
Todd Smith	Crew Member	\$ 2,000.00		
Webster Groves Presbyterian	Crew Member	\$ 2,000.00		
Shirley Dowdy	Crew Member	\$ 2,000.00		Deirdre Schaneman
Patty Taylor Phillips	Crew Member	\$ 1,900.00	2018 Board Commitment	Kimberly McKinney
Kimberly & Kevin McKinney	Crew Member	\$ 1,790.00		
Roger & Susan Brown	Crew Member	\$ 1,600.00	2018 Board Commitment	
Boeing	Crew Member	\$ 1,538.00	individual matches	Deirdre Schaneman
Linda Mohen	Crew Member	\$ 1,500.00	2018 Board Commitment	
Anna Hart	Crew Member	\$ 1,500.00	2018 Board Commitment	
Ed & Brenda 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

BUILDERS CLUB TEAMS				
Towers Watson	Builders Club Team	\$ 4,000.00		
Brad & Heather Strahorn	Builders Club Team	\$ 3,000.00	2 Builders Club teams- new donor	Harper Zielonko
Crawford Butz	Builders Club Team	\$ 2,500.00	New donor	Harper Zielonko
Abstract Marketing	Builders Club Teams	\$ 2,000.00		
Melco tool	Builders Club Team	\$ 2,000.00		
Whelan Security	Builders Club Team	\$ 2,000.00		
RedKey Realtory	Builders Club Team	\$ 2,000.00		
Genworth Mortgage	Builders Club Team	\$ 2,000.00		
Country Financial	Builders Club Team	\$ 2,000.00		
Interfaith Community Partnership	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team	Harper Zielonko
Renewal by Anderson	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team - New donor	Harper Zielonko
Wallis Companies	Builders Club Team	\$ 2,000.00	TwoStory Builders Club Team- New Donor	Harper Zielonko



Finance Committee Minutes September 18, 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 West, Judy Cromer, Lisa Blamy, and Chris Roethli

Approval of Minutes

- Chris Roethli moved to approve the minutes of August 21, 2018. Bob West seconded.
- All in attendance approved and there were no objections or abstentions.

Mission Moment

- Chris Roethli shared a mission moment as the meeting began. He told of a trip taken by he and Kimberly McKinney to the 35th annual Jimmy and Rosalyn Carter build in South Bend, Indiana. They worked with a group from US Bank to help build 20+ homes with the help of many volunteers from around the country. They were assigned to house number 13, where they were joined by and met the homeowner, a single mother.

Construction Updates

- Habitat is in the final stages to secure funds from the St. Louis Housing Authority for the La Saison project.
- Concern was raised about the number of projects being started, will there be enough staff and volunteers. The response was that the schedule was being watched closely by our Director of Construction. In addition, many companies are still waiting to be assigned build days for their contributions to the organization.
- For 2018 there will be two KMOV houses, as opposed to one in previous years, in the Carondelet neighborhood, with 12 sponsors to finance the projects.

Other updates

- Preparation for the 2019 budget has begun with budget worksheets distributed to managers. The finished budget will be presented at the November 2018 meeting and will include ongoing construction costs. It was suggested that the budget also include a plan to pay down Line of Credit with Royal Banks of \$800,000.
- Habitat St. Louis received an unexpected donation recently. We received a check for \$70,000 from a trust that had been set up.
- The mortgage loan fund is moving forward. Documents are currently at Midland States Bank for final approval. Approval is down to the final 4 signatures and is expected by the end of week. Once approved it will fund 9 mortgages in the neighborhoods of Lookaway



Summit, Hazelwood and South City. We are actively seeking other banks to participate in the fund.

- Bob West inquired about deviations from construction budgets and suggested that significant changes should be brought to the committee for approval. He suggested that above a 10% increase in the overall project should be considered significant.

ReStore Updates

- ReStore has broken a record for number of pickups with 238 pickups, which is up 17 from the old record.
- The ReStore in Des Peres had 524 drop-offs in August.
- Habitat ReStore was awarded a grant from Jefferson Solid Waste to purchase a much-needed new truck, the order has been placed and is expected to be fulfilled by end of year.

August 2018 Results

- Julia reported a surplus of \$1,034,303 at August 31 vs \$1,150,413 at July 31. Fundraising is at 125% of budgeted revenue, ReStore South Side is at 82% and ReStore Des Peres is at 114% of budget.
- The 2011 New Market Tax Credit deal unwound June 19 which resulted in GAAP net revenue of \$965k and Cash revenue of \$0 (all cash was received in 2011).
- More in kind donations for the build out of 3830 South Grand were booked in August (CI Select \$7.7k; IFS \$35k; Facility Services \$22k, and Interior Investments \$5.3k) in addition to in kind donations from SM Wilson (\$144k) Cushman Wakefield (\$41k), HOK (\$60k), and The Lawrence Group (\$6k) recorded in June.
- One home has been sold through August 31, but the GAAP and Cash projections reflect 13 homes sold by year end (8 carry forward and 5 new builds).
- The Trending report projects a net surplus of \$444k at year end vs. \$875k budgeted.
- Cash is forecast to end the year at \$43k

Announcement and Adjournment

- Volunteer Appreciation will be held on Sunday October 28 from 12p-3p at the A.B. Biergarten

Next Meeting: October 16, 2018 – Habitat for Humanity Saint Louis
Topics to be covered: September 2018 financial Statements