

Habitat for Humanity of Saint Louis
Dashboard
as of December 2019

Income and Expenses						
	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$1,184,301	\$1,601,500	74%	\$1,601,500	\$1,078,420	2019 build benefits currently under budget by \$137, partially offset by general donations being over budget by \$63k
Restricted Contributions	\$81,108	\$100,000	81%	\$100,000	\$97,500	
Total RD Revenue	\$1,265,409	\$1,701,500	74%	\$1,701,500	\$1,175,920	
Construction Grants	\$394,931	\$1,367,460	29%	\$1,367,460	\$30,000	
Total Contributions	\$1,660,340	\$3,068,960	54%	\$3,068,960	\$1,205,920	
Other Income	\$940,484	\$2,561,042	37%	\$2,816,291	\$1,892,168	Other income over budget: AHAP over by \$22k
House Transfers	\$1,496,000	\$3,600,000	42%	\$3,600,000	\$145,000	
Construction In-kind	\$86,050	\$174,000	49%	\$174,000	\$424,387	
ReStore South Side Revenue	\$553,586	\$650,000	85%	\$650,000	\$422,788	
ReStore Des Peres (DP) Revenue	\$927,507	\$1,035,649	90%	\$780,400	\$652,613	
Total Income	\$5,663,967	\$11,089,651	51%	\$11,089,651	\$4,742,876	
Operating Expenditures	\$3,696,814	\$6,382,558	58%	\$5,755,112	\$3,465,518	
Home Construction	\$1,794,160	\$3,765,773	48%	\$4,393,219	\$138,908	
Total Expenditures	\$5,490,974	\$10,148,331	54%	\$10,148,331	\$3,804,425	Operating expense under budget. Salaries under budget by \$69k / Facility Cost Under Budget by \$143k
Net Profit (Loss)	\$172,993	\$941,320	18%	\$941,320	\$1,138,318	
ReStore SS Profit (Loss)	\$137,311	\$145,736	94%	\$145,736	\$171,069	
ReStore Des Peres Profit (Loss)	\$315,069	\$582,986	54%	\$582,986	\$468,599	
	Principal Bal	High Limit				
3830 South Grand / Royal TEBF	\$2,040,000	\$2,040,000				
Royal Bank Construction Line of Credit	\$366,899					
Royal Banks Truck Loan	\$37,507	\$48,950				
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$197,788	\$1,189,367				
	YTD 2019	YTD 2018		Change		
Year/Year Change in Cash	\$170,174	\$153,238		\$16,936		
Year/Year AP	\$924,789	\$947,726		(\$22,937)		
Year/Year Change in Debt	\$997,788	\$2,193,500		(\$1,195,712)		
Mortgages	Actual	Benchmark				
Delinquent Mortgages (90+ days)	2					CitiMortgage contact shared that over the past year she has been training the Cenlar staff on how delinquent accounts are handled however they are doing the opposite. Buyers should only be offered repayment plan without submitting proof of income and/or tax returns but Cenlar is still sending a complete packet that request income docs. Cenlar has also switched to charge off rather than write off's which negatively effect credit. STILL UNDER
Open Communication w Representative	0					
Construction	Actual	Benchmark				
Housing Units Closed	10					
Housing Units Under Construction	\$5					
Construction In Progress	\$632,045					
Cost/Closed	\$177,144					Includes In Kind Amount of \$15,941 (average per home)
Financial Donor Volunteer Days	6					6 of 5 possible build days / 1 ReStore group
Homeowner Applications Distributed	288					203 returned (70%), 28 buyers confirmed, 255 Tier 2.
Lots Available	27					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	1358					Per Month and Per Customer (not per item)/-44 from prior report; +44 from prior year.
Average Number of Transactions DP	1601					Per Month and Customer. -33 from prior report, -41 from prior year
Average Sales Per Square Foot SS	\$24.80	\$22.71				HFHI median of stores similar sqft (20k), -0.78 from prior report,+2.25 from prior year.
Average Sales Per Square Foot DP	\$18.47	\$23.99				Benchmark (40k sqft as basis)/ -0.29 from prior report; -\$2.06 from prior year.
Total pickups/drop-offs this month	451					148 Pick-Ups/47 drop offs SS/256 drop offs DP.
						COMMENTS
Resource Development	Actual	Benchmark				
New Donors : Mission Support	306					An increase of 34 from prior month
New Donors YTD -Contribution= / > \$1200	26					An increase of 2 from prior report
Median GC Gift Amount	\$50					No change from prior report /no change from prior year
Renewed Mission Support Donor %	69%	40%				Benchmark reflects a NFP Standard
Renewed Keystone members/Specialty	75					Increase of 3 from prior report
New Keystone members/Specialty Buil	25					Increase of 2 from prior report
						COMMENTS
Board Engagement	Actual	Benchmark				
Board Meeting Attendance	59%	80%				80% Best Practice Recommendation
Board Percentage (personal giving ytd %)	100%	100%				Per HFHSL Statement of Commitment.
Board Giving (Total \$ YTD)	\$35,013					