

Habitat for Humanity of Saint Louis
Dashboard
as of November 2019

Income and Expenses						
	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$993,911	\$1,267,425	78%	\$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	\$80,108	\$91,663	87%	\$100,000	\$97,500	
Total RD Revenue	\$1,074,019	\$1,359,088	79%	\$1,701,500	\$1,175,920	
Construction Grants	\$394,931	\$1,025,595	39%	\$1,367,460	\$30,000	
Total Contributions	\$1,468,950	\$2,384,683	62%	\$3,068,960	\$1,205,920	
Other Income	\$975,655	\$1,073,555	91%	\$2,816,291	\$1,892,168	Other income over budget: AHAP over by \$22k
House Transfers	\$1,216,000	\$2,700,000	45%	\$3,600,000	\$145,000	
Construction In-kind	\$83,816	\$87,000	96%	\$174,000	\$424,387	
ReStore South Side (SS/FP) Revenue	\$522,494	\$608,000	86%	\$650,000	\$422,788	
ReStore Des Peres (DP) Revenue	\$890,826	\$954,344	93%	\$780,400	\$652,613	
Total Income	\$5,157,741	\$7,807,582	66%	\$11,089,651	\$4,742,876	
Operating Expenditures	\$3,423,371	\$4,364,612	78%	\$5,755,112	\$3,465,518	
Home Construction	\$1,458,775	\$2,824,329	52%	\$4,393,219	\$138,908	
Total Expenditures	\$4,882,146	\$7,188,941	68%	\$10,148,331	\$3,804,425	Operating expense under budget. Salaries under budget by \$69k / Facility Cost Under Budget by \$143k
Net Profit (Loss)	\$275,595	\$618,641	45%	\$941,320	\$1,138,318	
ReStore SS Profit (Loss)	\$170,514	\$153,971	111%	\$145,767	\$171,069	
ReStore Des Peres Profit (Loss)	\$273,970	\$547,679	50%	\$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	\$367,891					
Royal Banks Truck Loan	\$37,507	\$48,950				
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$261,629	\$1,189,367				
	YTD 2019	YTD 2018		Change		
Year/Year Change in Cash	\$168,769	\$79,964		\$88,805		
Year/Year AP	\$1,020,745	\$1,082,479		\$201,572		
Year/Year Change in Debt	\$1,061,629	\$1,992,227		(\$648,526)		
Mortgages	Actual	Benchmark				
Delinquent Mortgages (90+ days)	2					CitMortgage 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	9					
Housing Units Under Construction	6					
Construction In Progress	\$721,292					
Cost/Closed	\$175,670					Includes In Kind Amount of \$16,076 (average per home)
Financial Donor Volunteer Days	22					22 of 13 possible build days / 1 ReStore group
Homeowner Applications Distributed	288					203 returned (70%), 28 buyers confirmed, 255 Tier 2.
Lots Available	25					Ownership or Option. One additional property has an accepted option contract that hasn't yet been
Vacant Homes	0					No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots
ReStore	Actual	Benchmark				
Average Number of Transactions SS	1446					Per Month and Per Customer (not per item)/ -8 from prior report; +81 from prior year.
Average Number of Transactions DP	1593					Per Month and Customer. -39 from prior report, -2.19 from prior year
Average Sales Per Square Foot SS	\$27.83	\$22.71				HFHI median of stores similar sqft (20k), +0.08 from prior report, +\$6.58 from prior year.
Average Sales Per Square Foot DP	\$16.70	\$23.99				Benchmark (40k sqft as basis)/ +0.26 from prior report; -\$2.96 from prior year.
Total pickups/drop-offs this month	779					205 Pick-Ups/71 drop offs SS/503 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	60%	80%				80% Best Practice Recommendation
Board Percentage (personal giving ytd %)	100%	100%				Per HFHSL Statement of Commitment.
Board Giving (Total \$ YTD)	\$35,013					