## Habitat for Humanity of Saint Louis Dashboard as of November 2019

VTD Actual         VTD Bodget         VTD Bod	Income and Expenses				Annual	Prior Year		
Restreted         Str 0.00			YTD Budget		Budget			
Restricted Contributions         \$80,108         \$91,663         \$97,6         \$100,000         \$97,600	Mission Support	\$993,911	\$1,267,425	78%	\$1,601,500		2019 build benefits currently under budget by \$137, partially offset by ge	neral
Construction Grants         \$34,9431         \$1,025,565         \$3,974,60         \$30,000           Total Contributions         \$1,468,950         \$2,346,860         \$2,255,555         \$1,073,555           Other Income         \$975,555         \$1,073,555         \$3,000,800         \$1,450,000         \$2,270,000         \$454,307           Onsum Transfers         \$1,216,000         \$2,270,000         \$474,327         \$2,800,000         \$2,278,100         \$424,337           Restore South Side (SSFPT Revenue         \$809,026         \$505,434         \$378,400         \$505,200         \$424,387           Total Income         \$5,157,741         \$7,407,520         68%         \$11,049,615         \$1,428,770           Total Income         \$5,157,747         \$7,40,752         \$2,42,478         \$2,42,478           Onerning Expenditures         \$4,452,146         \$7,188,441         \$5,157,747         \$1,408,771         \$1,108,318         \$2,600,420         \$2,42,478           Total Incomitures         \$4,452,146         \$7,188,441         \$5,57,271         \$3,436,415         \$7,660         \$2,42,478           Total Incomitures         \$4,450,771         \$1,108,2167         \$1,108,2167         \$1,108,2167         \$1,108,2167         \$1,108,2167         \$1,108,217         \$1,108,217		. ,	. ,		. ,			
Total Contributions         \$1,488,950         \$2,384,883         62%         \$3,008,900         \$1,205,920           House Transfers         \$1,216,000         \$2,700,000         \$45,800         \$145,000         \$145		\$1,074,019	. , ,		\$1,701,500			
Other Income         S975 655         \$1/07.355         91%         \$2.816.291         \$1.892/168         Income mark index Available Available by the House Transfer State           Muses Transfers         \$1.216.000         \$\$2.700.00         \$556         \$560.000         \$545         \$560.000         \$545         \$560.000         \$567         \$560.000         \$567         \$560.000         \$567         \$560.000         \$567         \$560.000         \$567         \$560.000         \$567         \$560.000         \$567         \$567.000         \$562.213         \$560.000         \$567         \$567.577         \$577.80.200         \$562.213         \$560.000         \$567.577.577         \$577.578.20         \$567.577.578         \$577.657.577         \$577.655         \$561.664.4568         \$569.589.580         \$560.000         \$567.577.577         \$577.0578         \$578.0567         \$577.0584	Construction Grants	\$394,931	\$1,025,595	39%		. ,		
House Transfers         § 174 000         § 270 000         § 45%         § 360000         § 454 000           Construction In-Hord         \$83 816         \$87 000         \$80 0000         \$8					. , ,	. , ,		
Construction In-kind         \$83,816         \$87,000         \$84,44         \$93,000         \$84,44         \$93,000         \$84,27,88           ReStore Das Pares (DP) Revenue         \$52,000,741         \$7,80,700         \$84,27,88         \$80,000         \$86,414         \$93,000         \$86,213         \$82,000         \$86,214         \$84,000         \$86,213         \$82,000         \$86,214         \$84,000         \$86,214         \$84,000         \$86,213         \$84,000         \$86,214         \$84,000         \$86,213         \$84,000         \$86,213         \$84,000 <td>Other Income</td> <td>\$975,655</td> <td>\$1,073,555</td> <td>91%</td> <td>\$2,816,291</td> <td>\$1,892,168</td> <td>Other income over budget: AHAP over by \$22k</td> <td></td>	Other Income	\$975,655	\$1,073,555	91%	\$2,816,291	\$1,892,168	Other income over budget: AHAP over by \$22k	
Restore South South Sale (SS-FP) Revenue         5522-344         5608 000         5422.788           Restore Das Proce (DP) Revenue         5809.002         5863.444         937.         587.00         5852.013           Total Income         53.443.371         \$7.807.582         66%.         \$11.098.651         \$4.727.876           Operating Expenditures         53.443.371         \$4.346.4612         75%.         \$5.363.371           Total Expenditures         \$4.882.144         \$77.148.946.162%         \$3.304.425         Operating Expenditures         Operating Expenditures         \$4.882.144         \$77.148.941         \$3.304.425         Operating Expenditures         Operating Expenditures         State and the stat	House Transfers	\$1,216,000	\$2,700,000	45%	\$3,600,000	\$145,000		
ReStore Des Prese (DP) Revenue         \$890,620         \$354,434         \$378,400         \$65,62,713           Total income         \$51,107,415         \$17,802,862         \$66,853,112,83,863         \$11,089,861         \$14,942,876           One construction         \$14,452,775         \$22,824,226         \$28,433,217         \$33,804,452         \$133,804         \$133,804,452         \$13	Construction In-kind	\$83,816	\$87,000	96%	\$174,000	\$424,387		
Total Income         \$5,157,741         \$7,807,822         66%         \$11,089,651         \$4,742,76           Operating Expenditures         \$3,432,371         \$4,364,417         \$7,807,822         \$27,595         \$23,824,326         52%         \$4,393,211         \$3,143,313,304,425           Total Expenditures         \$4,882,146         \$7,188,341         68%         \$51,414,331         \$3,143,21,313,304,425           Net Profit Loss)         \$370,571         \$54,832,146         \$57,188,341         68%         \$504,727         \$171,069           ReStore Des Profit Coss)         \$377,577         \$54,850         \$468,599         \$468,599           Standard Grand, Royal TBBF         \$20,400,000         \$20,400,000         \$468,590         \$468,590           Standard Grand, Royal TBBF         \$20,400,000         \$20,400,000         \$468,050         \$468,590           Royal Bank Coccatacion Lue of Candit         \$37,507         \$48,950         \$468,520         \$468,520           Year/Year AP         \$10,02,745         \$1,189,367         \$201,572         \$201,572         \$201,572           Year/Year AP         \$10,02,745         \$1,982,227         \$166,468,520         \$201,572         \$201,572         \$201,572         \$201,572         \$201,572         \$201,572         \$201,572<	ReStore South Side (SS/FP) Revenue	\$522,494	\$608,000	86%	\$650,000	\$422,788		
Operating Excenditures         \$3.432,371         \$4.3434,472         78%         \$5.755,112         \$3.466,775         \$2.824,225         \$5.755,112         \$3.466,775         \$2.824,225         \$5.755,112         \$3.466,775         \$5.824,225         \$5.755,112         \$3.466,775         \$5.824,225         \$5.755,112         \$3.463,271         \$3.163,076         \$5.857,075         \$5.857,051         \$5.818,641         \$6.755,152         \$5.818,641         \$6.755,152         \$5.818,051         \$5.870,078         \$5.870,078         \$5.870,078         \$5.870,078         \$5.870,078         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.852,966         \$4.66,959         \$5.85,950         \$5.85	ReStore Des Peres (DP) Revenue	\$890,826	\$954,344	93%	\$780,400	\$652,613		
Home Construction         \$1.48,77.5         \$2.824.20         52%         \$4.333.218         \$1.014         Store S         Store S <td>Total Income</td> <td>\$5,157,741</td> <td>\$7,807,582</td> <td>66%</td> <td>\$11,089,651</td> <td>\$4,742,876</td> <td></td> <td></td>	Total Income	\$5,157,741	\$7,807,582	66%	\$11,089,651	\$4,742,876		
Total Expenditures         \$4,882,146         \$7,188,941         68%         \$10,148,331         \$23,6736         \$3618,641         45%         5841,320         \$1,138,318         (bare barget to baget to	Operating Expenditures	\$3,423,371	\$4,364,612	78%	\$5,755,112	\$3,465,518		
Net Profit Loss)         \$275.586         \$618.641         45%         S94.1320         \$11.320	Home Construction	\$1,458,775	\$2,824,329	52%	\$4,393,219	\$138,908		
Net Profit (Loss)         \$275.995         \$616.641         45%         \$941.320         \$11.430         \$145.767         \$171.069           ReStore SP Profit (Loss)         \$273.370         \$547.675         50%         \$582.986         \$468.599           Restore SP Preise Profit (Loss)         \$273.370         \$547.675         50%         \$552.986         \$468.599           Standard Texture         Standard Texture         \$204.000         \$2.040.0000         \$2.040.0000         \$2	Total Expenditures	\$4,882,146	\$7,188,941	68%	\$10,148,331	\$3,804,425	Operating expense under hudget Salaries under hudget hv \$60k / Facil	ity Cost
ReStore Des Peres Portir (Loss)         \$273.970         \$547.679         \$50%         \$\$282.986         \$468.599           Principal Bal         High Limit         Image Server	Net Profit (Loss)	\$275,595	\$618,641	45%	\$941,320	\$1,138,318	Under Budget by \$143k	ity COSt
Principal Eal         High Limit.         High Limit.           830 South Grand / Royal TERF         \$2,040.000         \$2,040.000         \$2,040.000           Royal Bank Construction Line of Credit         \$367,891         \$367,891         \$367,891           Royal Bank Construction Line of Credit         \$375,707         \$48,950         \$367,891         \$48,950           Royal Bank CoC         \$300,000         \$48,950         \$48,950         \$48,950         \$48,950           Peoples Bank LOC         \$300,1629         \$11,189,367         \$48,950         \$48,950         \$48,905           Year/Year Change in Cash         \$16,87,789         \$79,964         \$88,805         \$48,920         \$48,927         \$48,926         \$49,972         \$40,972         \$40,972         \$40,972         \$40,972         \$40,972         \$30,973         \$40,972         \$40,9	ReStore SS Profit (Loss)	\$170,514	\$153,971	111%	\$145,767	\$171,069		
Stat0 Scint Grand / Royal TEBF       \$2,040,000       \$2,040,000       \$2,040,000         Royal Bark Construction Line of Credit       \$37,507       \$48,950       \$100         Royal Bark Conc       \$200,000       \$800,000       \$100       \$100         Royal Bark LCC       \$261,629       \$1,189,367       \$100       \$100         Year/Year Change in Cash       \$166,799       \$79,964       \$888,805       \$100       \$100         Year/Year Change in Cash       \$166,799       \$79,964       \$888,805       \$100       \$100       \$100       \$100       \$100,100	ReStore Des Peres Profit (Loss)	\$273,970	\$547,679	50%	\$582,986	\$468,599		
Royal Bank Construction Line of Credit       \$37,507       \$48,050       Image: Construction Line of Credit       \$37,507         Royal Bank LOC       \$3800,000       \$800,000       S800,000       Image: Construction Line of Credit       Image: Construction Con		Principal Bal	High Limit					
Royal Banks Truck Loam         \$37.507         \$48,950         Image: Construction in the set of the set	3830 South Grand / Royal TEBF	\$2,040,000	\$2,040,000					
Broyle Bank LOC         \$800.000		\$367,891						
Peoples Bark LOC     \$261,623     \$1,189,367     Image: Construction in Cash     \$168,769     \$79,964     \$68,005     Image: Construction in Construstent in Construction in Construst in Construction in Cons	Royal Banks Truck Loan	\$37,507	\$48,950					
YTD 2019       YTD 2018       Change       Image	Royal Bank LOC	\$800,000	\$800,000					
Year/Year Change in Cash       \$188.769       \$79,964       \$88.805       Image: Change in Cash       \$108.769       \$108.745       \$1.080,745       \$1.080,745       \$1.080,745       \$1.081,627       \$201,572       Image: Change in Debt       \$1.080,745       \$1.082,479       \$201,572       Image: Change in Debt       \$1.080,745       \$1.082,479       \$201,572       Image: Change in	Peoples Bank LOC	\$261,629	\$1,189,367					
Year/Year AP         \$1.020.745         \$1.081.624.79         \$201.672           Year/Year Change in Debt         \$1.061.629         \$1.982.227         (\$646.5.06)         Image: Construction         Actual         Benchmark           Delinquent Mortgages         Actual         Benchmark         CilMortgage const atms that we the past year should only be offeed regiment plan without state and or tax returns but Center as at and once presentative         0           Construction         Actual         Benchmark         Benchmark         Compress pacts that returns the Center state on with off summer plan within state of a within stat		YTD 2019	YTD 2018		Change			
Year/Year Change in Debt       \$1,061,629       \$1,992,227       (\$648,526)         Mortgages       Actual       Benchmark         Delinquent Mortgages (90+ days)       2       CatMortgage contact shared flat over the past year site has been training the Certar staff on how delinquent accurats are handled however the operative share and only be officient reporter past whole submitting point of howe and/or the numer but Certar staff on how delinquent accurats are handled however the operative past whole negleting reporting point whole submitting point of howe and/or the numer but Certar staff on how delinquent accurats are handled however the operative past whole negleting reporting point whole submitting point of how end/or the operative past whole negleting reporting point whole submitted to catego of however and/or the numer but Certar staff on how delinquent accurats are handled however the operative past whole negleting reporting point the numer whole of however and/or the operative past accurate past accurate staff flat on how delinquent accurate and how delinquent accurate accurate and how delinquent accurate accurate accurate accurate accurate acc	Year/Year Change in Cash	\$168,769	\$79,964		\$88,805			
Mortgages         Actual         Benchmark         Enderdigage costant shured that over the past year the has been training the Certiar staff on how delinquent accounts are bandled however doing the spoose and or training the Certiar staff on how delinquent accounts are bandled however doen Communication were reservative         O           Construction         Actual         Benchmark         Complete packet that request income doos. Certiar thes also exhibited to charge off rather than write off's which negatively effect credit. STILL Construction In Progress         9           Housing Units Under Construction         6         Construction In Progress         \$721,292           Cost/Closed         \$175,670         Includes In Klind Armount 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 Vacant Homes           Average Number of Transactions SS         1446         Per Month and Per Customer (not per item)/-8 from prior report; +81 from prior year.           Average Sales Per Square Foot SS         \$27.33         \$22.71         HFH median of stores similar and (204 sort set).         406 mort price prior ty 48.5           Average Sales Per Square Foot SS         \$27.83         \$22.	Year/Year AP	\$1,020,745	\$1,082,479		\$201,572			
Delinquent Mortgages (90+ days)         2         Catiforage constraint at word thin over the past year she has been training the Centra salf on how deinquent accurate are handled however the construction           Open Communication w Representative         0         Construction         Actual         Benchmark           Housing Units Closed         9         Includes in the construction of 6         Construction of 6         Construction           Construction In Progress         \$721,292         Includes In Kind Amount of \$16,076 (average per home)         Each of the construction of 6           Construction In Progress         \$721,292         Includes In Kind Amount of \$16,076 (average per home)         Each of the construction of 6           Cost/Closed         \$175,670         Includes In Kind Amount of \$16,076 (average per home)         Each of the construction of construct in the construction of \$16,076 (average per home)           Homeowner Applications Distributed         288         203 returned (70%), 28 buyers confirmed, 255 Tier 2.           Vacant Homes         0         No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots           Restore         Actual         Benchmark         Average Number of Transactions SDP         1583           Average Number of Transactions SDP         1593         Per Month and Per Customer (not per item)/-8 from prior year.           Average Sales Per Square Foot SS         \$27.31	Year/Year Change in Debt	\$1,061,629	\$1,992,227		(\$648,526)			
Description         Description <thdescription< th=""> <thdescription< th=""></thdescription<></thdescription<>	Mortgages	Actual	Benchmark					
Open Communication Wepresentative         0         complete packet that request income docs. Certar has also switched to charge off righer than write off's which negatively effect credit. STILL           Construction         Actual         Benchmark           Housing Units Under Construction         6	Delinquent Mortgages (90+ days)	2						
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         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         Average Sales Per Square Foot SS       \$27.83         Average Sales Per Square Foot SS       \$27.83         Average Sales Per Square Foot SS       \$27.83         Resource Development       Actual Benchmark         New Donors : Mission Support.       306         New Donors : Mission Support.       306         New Donors : Mission Support.       306         Renewed Mission Support.       500         New Donors : Mission Support.       500         New Donors : Mission Support.       500 <t< td=""><td>Open Communication w Representative</td><td>0</td><td></td><td>complete pack</td><td>et that request income do</td><td>cs. Cenlar has also</td><td>switched to charge off rather than write off's which negatively effect credit. STILL</td><td>UNDER</td></t<>	Open Communication w Representative	0		complete pack	et that request income do	cs. Cenlar has also	switched to charge off rather than write off's which negatively effect credit. STILL	UNDER
Housing Units Under Construction       6         Construction In Progress       \$721,292         Cost/Closed       \$175,670         Financial Donor Volunteer Days       22         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         Vacant Homes       0         No owned, any vacancies are pending title issue resolution/Wellston (5) Vacant Lots         Restore       Actual         Average Number of Transactions SD       1446         Per Month and Per Customer (not per item)/-8 from prior report; +81 from prior year.         Average Sales Per Square Foot SS       \$22,71         HFHI median of stores similar str(120k; 4):08 from prior report; -2.19 from prior report; -3.19 from prior report; -3.2, 96 from prior report; -3.2, 90 from prior report; -3.2, 96 from prior repor	Construction	Actual	Benchmark					
Construction In Progress       \$721,292         Cost/Closed       \$1175,670         Financial Donor Volunteer Days       22         22 of 13 possible build days / 1 ReStore group         Homeowner Applications Distributed       288         Lots Available       25         Vacant Homes       0         No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots         ReStore       Actual         Average Number of Transactions SS       1446         Per Month and Per Customer (not per item)/-8 from prior report; +81 from prior year.         Average Sales Per Square Foot SS       \$27.83         \$27.83       \$22.71         HFHI median of stores similar sqft (20k), +0.08 from prior report; +82 form prior year.         Average Sales Per Square Foot DP       \$16.70         \$23.99       Benchmark         Resource Development       Actual         Mew Donors 'TD -Contribution=/>\$1200       26         An increase of 34 from prior report       \$2.90         New Donors 'S Mission Support       306         New donors YTD -Contribution=/>Specialty Buil       25         Increase of 2 from prior report       CoMMENTS         Renewed Mission Support Donor %       69%         40%       Benchmark	Housing Units Closed	9						
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         Vacant Homes       0       No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots         Restore         Average Number of Transactions SS       1446         Average Number of Transactions DS       1446         Average Sales Per Square Foot SS       \$27.83         Starz       \$22.71         HFIH median of stores similar sqft (200, +0.08 from prior report, +81 from prior year.         Average Sales Per Square Foot DS       \$27.83         Starz       \$22.71         HFIH median of stores similar sqft (200, +0.08 from prior report, +82.96 from prior year.         Average Sales Per Square Foot DP       \$16.70         \$23.99       Benchmark         Average Super Goot DP       \$16.70         Resource Development       Actual         New Donors 'ID -Contribution=/ > \$1200       26         An increase of 34 from prior report <tr< td=""><td>Housing Units Under Construction</td><td>6</td><td></td><td></td><td></td><td></td><td></td><td></td></tr<>	Housing Units Under Construction	6						
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         Vacant Homes       0       No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots         ReStore       Actual       Benchmark         Average Number of Transactions DP       1593       Per Month and Per Customer (not per item)/ -8 from prior report, +81 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, +86.58 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.         Resource Development       Actual       Benchmark       COMMENTS         New Donors YTD -Contribution=/ > \$1200       26       An increase of 2 from prior report       COMMENTS         Renewed Kission Support       306       An increase of 3 from prior report       Median GC Gift Amount       \$50         New Donors YTD -Contribution=/ > \$1020       26       An increase of 2 from prior report       Increase of 3 from prior report <td< td=""><td>Construction In Progress</td><td>\$721,292</td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Construction In Progress	\$721,292						
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         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 Sales Per Square Foot SS       \$22.71       HFHI median of stores similar sqlt (20%), -0.08 from prior report, -2.19 from prior year.         Average Sales Per Square Foot DP       \$16.70       \$23.99       Benchmark (40k sqft as basis)/ +0.26 from prior report, -\$.52.06 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       An increase of 34 from prior report, no change from prior year.       COMMENTS         Renewed Mission Support       306       An increase of 34 from prior report into 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       COMMENTS         Board Engagement		\$175,670		Includes I	n Kind Amount o	f \$16,076 (av	erage per home)	
Resource Development         Actual         Benchmark           Average Sales Per Square Foot DP         \$16.70         \$23.99         Benchmark           New Donors YTD-Contribution=/>\$1200         26         An increase of 34 from prior report         COMMENTS           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 DS         \$27.83         \$22.71         HFHI median of stores similar sqt (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, +\$6.58 from prior year.         Exercise of 34 from prior report, -10.20 from prior year.         Exercise of 34 from prior report, -10.20 from prior year.         Exercise of 34 from prior report         COMMENTS           Resource Development         Actual         Benchmark         An increase of 24 from prior report         COMMENTS           New Donors YTD-Contribution=/>\$1200         26         An increase of 2 from prior report         COMMENTS           Renewed Keystone members/Specialty         75         Increase of 2 from prior report         No change from prior report         No	Financial Donor Volunteer Days	22						
Lots Available       25       Ownership or Option. One additional property has an accepted option contract that hasn't yet         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 Sales Per Square Foot SS       \$22.71       HFHI median of stores similar sqt (20k), +0.08 from prior report; +\$2.96 from prior year.         Average Sales Per Square Foot DP       \$16.70       \$23.99       Benchmark         Average Number of Transactions SUpport       779       205 Pick-Ups/71 drop offs SS/503 drop offs DP.       COMMENTS         Resource Development       Actual       Benchmark       An increase of 34 from prior report       COMMENTS         New Donors YTD -Contribution=/ > \$1200       26       An increase of 2 from prior report       No change from prior report         Median GC Gift Amount       \$50       No change from prior report       Increase of 3 from prior report         Renewed Keystone members/Specialty       75       Increase of 2 from prior report       COMMENTS         Board Engagement       Actual       Benchmark       Benchmark         Board Meeting Attendance       60%       80% Best Practice Recomme	Homeowner Applications Distributed	288		203 return	ned (70%), 28 bu	yers confirme	d, 255 Tier 2.	
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, +86.58 from prior year.         Average Sales Per Square Foot DP       \$16.70       \$23.99       Benchmark         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.       Decomment         Resource Development       Actual       Benchmark       An increase of 34 from prior month       New Donors : Mission Support       306       An increase of 2 from prior report / no change from prior year         New Donors 'TD -Contribution=/>\$\$1200       26       An increase of 2 from prior report / no change from prior year       Renewed Keystone members/Specialty       75       Increase of 3 from prior report       No change from prior report         New Keystone members/Specialty Buil				Ownershi	o or Option. One	e additional pr	operty has an accepted option contract that hasn't vet	been
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.       Total pickups/200 prior month         New Donors : Mission Support       306       An increase of 34 from prior report       COMMENTS         Median GC Gift Amount       \$50       No change from prior report /no change from prior year         Renewed Keystone members/Specialty       75       Increase of 3 from prior report         New Keystone members/Specialty Buil       25       Increase of 2 from prior report         Board Engagement       Actual       Benchmark         Board Meeting Attendance       60%       80% 80% Best Practice Recommendation								
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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       COMMENTS         New Donors : Mission Support       306       An increase of 34 from prior report /no change from prior year         New Donors YTD -Contribution=/ > \$1200       26       An increase of 2 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         New Keystone members/Specialty Buil       25       Increase of 2 from prior report         Board Engagement       Actual       Benchmark       Benchmark         Board Meeting Attendance       60%       80% Bost Practice Recommendation       Comme			Benchmark					
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Board Giving (Total \$ YTD) \$35,013								