

HABITAT FOR HUMANITY ST. LOUIS

TO: HFHSL Board of Directors

FROM: Kimberly McKinney

RE: Board of Directors Meeting

Tuesday, June 25th- 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
June 25, 2019

Call to Order	Chris Roetheli
Mission Moment	Dan Cierpiot
Minutes of May 21 st , 2019 Meeting	Pattye Taylor-Phillips
Strategic Topic	Presentation of 218 Audit Representatives of CohnReznick Stephen Westbrook, Board Treasurer
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

NO JULY BOARD MEETING

Tuesday, August 27, 2019

Friday, September 20, 2019

Tuesday, September 24, 2019

Tuesday, October 22, 2019

Tuesday, November 19, 2019

Friday, December 6, 2019

Board Meeting, 11:30 AM

Executive Build, 2 of 3

Board Meeting, 11:30 AM

Board Meeting, 11:30 AM

November Finance Committee Meeting, 11:30 AM

Executive Build, 3 of 3

“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 21, 2019 Minutes

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

Chris Roetheli	Stephen Westbrook	Patty Taylor-Phillips
Natasha Das	Amy Berg	Jami Boyles
Nick Popielski	Ed Alizadeh	Rob Anderson
Jared Boyd	Kay Gasen Thenhaus	Tiffany Harvey-Horton
Peggy Holly	Malaika Horne	Linda Moen
LaDawn Ostmann	John Parker	Sarah Roe Sise
John Short	Josh Udelhofen	Nat Walsh
Kimberly McKinney	Michael Powers	

Chris Roetheli called the meeting to order at 11:29 am. The mission moment was given by Michael Powers (Real Estate Development Manager) who left the meeting following.

Minutes: A motion to approve the minutes from the April 23, 2019 Board of Directors meeting was made by Peggy Holly and seconded by Nat Walsh. The motion was approved.

Treasurer's Report: Stephen Westbrook provided a summary of the April 2019 Dashboard. Mission Support YTD is 141% of budget. Total Resource Development Revenue YTD is 124% of budget and is inclusive of recent commitments from TD Ameritrade and Wells Fargo. Total expenditures are 70% of budget in part due to the delay in home closings. ReStore South Side Profit YTD is \$58,811 (106% of budget) while the ReStore Des Peres YTD Profit is \$128,887 (67% of budget). The return rate of homeowner applications distributed is increasing (currently at 72%), 81 applications have been returned of the 113 distributed. The increase is due to application orientation sessions where potential buyers receive one on one assistance versus applications being mailed. Board giving is at 48% YTD. Board members who committed to donate by June 2019 are asked to make their donations this month. The June Board meeting will focus on the results of the annual audit. Auditors from CohnReznick will attend to provide an overview of results and answer questions from Board Members. Board members who would like a deeper dive into the details of the audit are encouraged to attend the Finance Committee Meeting (and review of audit findings) that will be held on June 18 with the audit team from CohnReznick.

CEO Report

As shared last month, HFHI Collaborative Development is now actively pursuing a "strong federated" model, named Habitat 2.0, where more funds raised by HFHI would be transferred to affiliates. Currently HFHI receives approximately \$74 million in restricted funds on behalf of US affiliates and \$90 million in unrestricted donations which they retain for their own operations. If approved, the \$90 million would also be transferred to affiliates and an affiliate fee (as a replacement to the current Stewardship and Sustainability Initiative- SOSI) would fund HFHI operations. Options for how the fee can be determined includes population of the geographical service area (GSA), which is how the current SOSI fee is determined, revenue of the affiliate and/or production.

SOSI began in 2014 as an "annual fee to offset a portion of the costs associated with the efforts that benefit all affiliates". From the onset, SOSI was tied to collaborative development review as affiliate feedback overwhelmingly challenged the fairness of a fee while HFHI continued raising

money via direct and electronic mail along with telemarketing and in competition with local affiliates. Most recently, the US-SOSI policy was extended until June 30, 2021. The two-year extension of US-SOSI in its current form was approved in order “to allow HFHI and affiliate leadership to focus on the ongoing Collaborative Operating Model (COM) work, while ensuring HFHI continues to receive revenues needed to maintain the current level of support to affiliates, as well as the COM work.” The SOSI fee for Habitat- St. Louis is currently \$25K annually (for a total of \$125k paid to date).

To further the conversation along collaborative development, HFHI provided to each affiliate the dollar amount benefit received from HFHI during the past year, and for the first time ever, the total amount raised from the number of donors within the affiliate GSA. The fiscal year amounts for St. Louis are –

FY 2017	\$528,529 (4570 donors)
FY 2016	\$472,349 (4327 donors)
FY 2015	\$489,162 (4198 donors)

for a three-year total of \$1,490,040 raised from direct mail (including media inserts), telemarketing and online giving (email, search engine, digital display, web giving).

Transfers to St. Louis during this time are reported to be \$172K (FY17), \$273K (FY16) and \$136K (FY15) for a total of \$581k. These amounts are representative of both cash in the form of national partnerships like TD Ameritrade and HFHI’s value of gifts in kind such as Whirlpool appliance donations.

There is confusion among local donors to Habitat Saint Louis, in part because Habitat International mailings, emails and phone calls are to potential local donors and include marketing materials that do not clearly designate that donations are being used to support Habitat International. Sample materials from HFHI Direct Mail and email solicitations were shared for review. A possible public service announcement is in process with KMOV to stress that in order to build locally, donations should be made locally. Please share with colleagues, friends, and potential donors that gifts intended to support affordable housing in St. Louis should be sent to the St. Louis address.

Successes and Shout Outs: The Title Company Industry Challenge netted \$21,790! A celebratory happy hour was held on May 8th and included many of the participants who expressed their enthusiasm for participating again next year. Much thanks to Harper Zielonko for shepherding the challenge and to Nat Walsh for the outreach. While we can customize the program to work with any sector, the Title Company challenge is proof of how well the program works for transactional businesses. As a reminder, their contribution was \$5 per side of closing and included an acknowledgement card along with information about the ReStore. Please consider what sectors may be good partners and who you know that can be contacted to participate. The success of the Title Company Challenge is largely because a personal contact was made with a few of the largest industry representatives and their early buy-in encouraged the participation of others. Real Estate (closings) and Tax Return transactions are areas that could be sources for a future industry challenge.

Executive Build: Thank you to Jamey Edgerton and Subash Alias for agreeing to serve as hosts for the December Executive Build. If you are interested in serving as host or co-host for the June 7th or September 20th (co-host with Kathy Sorkin) dates, please let either Harper or Kimberly know.

Neighborhoods/Home Construction/Homebuyers: La Saison – Closing occurred on the Phase 1 property (5 homes) on May 17th. The subsidy is \$521,751. Site development slated to begin in mid-May for Lookaway Phase 2 (7 homes) awaits the completion by the Community Development Administration of an environmental review. The subsidy is \$446,751. KMOV is slated to work at this build beginning on October 28. The Gate District (across from Tiffany) will build 5 homes, projected to start in the Fall of 2019. The subsidy is \$285,800. Future builds include: 1) Tiffany – Phase 3, 3 homes, \$216,287 subsidy, projected to start 2020, 2) University City Phase 3 – 7 homes, \$425,000. St. Louis County Office of Community Development is in the process of drafting loan documents; start date contingent on outcome and timing of Lookaway environmental review.

ReStore: After much conversation and meetings both internally and externally, we opted to promote Damon Guthrie who had been Manager of South Side. In our due diligence, Damon expressed a depth of perspective related to the non-traditional retail environment of the ReStore and the requirements for donations as well as buyers. He was able to participate in a two week “immersion” program with Josh Vaughn prior to his departure.

Outparcel Update: Josh Udelhofen (Altus) joined other board members who met with the broker from NGZ to discuss Habitat’s requirements for the sale of the property, including scenarios for potential use. Josh provided an update of the discussion for the Board. Infrastructure requirements for utilities (such as Ameren, Spire, Water, MSD) for a new development may impact use of the site. Habitat needs to understand the costs to remediate those items. A civil engineer could be engaged to conduct a preliminary analysis of the site, but there will be some cost to pursue this, unless time/analysis work is donated. The group suggests that site layouts be developed that can be used by the broker to market the property. If there are restricted uses, the outparcel could be on the market for a long time. As there is interest to use proceeds from the sale of the outparcel to reduce debt, percentages (as opposed to actual dollar amounts) related to proceeds has been vetted by the Finance Committee and approved by the Board. There may be an opportunity to hold a large event with brokers at the ReStore that could be a combined mission event (to advertise Habitat) and a sales event (to market the outparcel). Josh will join leadership of the taskforce to develop a plan for the next 90 days. Kimberly will share the next meeting date with the Board and those interested in attending are welcomed.

Adjournment

There being no further business, the meeting adjourned at time 12:20 pm. The motion was made by Amy Berg and seconded by Nat Walsh. The motion was approved.

Respectfully submitted: Pattye Taylor-Phillips, Board Secretary

Habitat for Humanity of Saint Louis

Dashboard

as of May 2019

Income and Expenses	YTD Actual	YTD Budget	%	Annual Budget	Prior Year YTD	
Mission Support	\$423,624	\$339,275	125%	\$1,601,500	\$442,595	\$80k is Wells Fargo \$ that is restricted as the grant requires it to be connected to a specific address.
Restricted Contributions	\$80,000	\$41,665	192%	\$100,000	\$85,000	
Total RD Revenue	\$503,624	\$380,940	132%	\$1,701,500	\$527,595	
Construction Grants	\$88,960	\$341,865	26%	\$1,367,460	\$0	
Total Contributions	\$592,584	\$722,805	82%	\$3,068,960	\$527,595	
Other Income	\$348,127	\$403,880	86%	\$2,816,291	\$443,630	Under budget amount / mostly due to AHAP exchange.
House Transfers	\$403,000	\$900,000	45%	\$3,600,000	\$145,000	
Construction In-kind	\$73,097	\$0		\$174,000	\$61,813	Schneider Electric, Whirlpool and Valspar.
ReStore South Side (SS/FP) Revenue	\$248,687	\$271,000	92%	\$650,000	\$145,827	
ReStore Des Peres (DP) Revenue	\$261,416	\$320,165	82%	\$780,400	\$309,767	
Total Income	\$1,926,911	\$2,617,850	74%	\$11,089,651	\$1,623,632	
Operating Expenditures	\$1,549,037	\$1,671,277	93%	\$5,755,112	\$1,566,611	
Home Construction	\$469,807	\$1,098,304	43%	\$4,393,219	\$153,323	
Total Expenditures	\$2,018,844	\$2,769,581	70%	\$10,148,331	\$1,719,934	
Net Profit (Loss)	(\$91,933)	(\$151,731)		\$941,320	\$96,302	
ReStore Forest Park Profit (Loss)	\$79,204	\$69,124	115%	\$145,767	(\$5,820)	
ReStore Des Peres Profit (Loss)	\$154,722	\$246,227	63%	\$ 582,986	\$324,980	
	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	\$378,225					
Royal Banks Truck Loan	\$46,449	\$48,950				St Louis Jefferson Reimbursement
Royal Bank LOC	\$800,000	\$800,000				
Peoples Bank LOC	\$638,755	\$1,189,367				
	YTD 2019	YTD 2018		Change		
Year/Year Change in Cash	\$7,394	\$13,819		(\$6,425)		
Year/Year AP	\$1,083,613	\$985,293		\$98,320		
Year/Year Change in Debt	\$1,509,017	\$1,794,800		(\$285,583)		
Mortgages	Actual	Benchmark				
Delinquent Mortgages (90+ days)	2					CitiMortgage has transferred all of our remaining loans to Cenlar Financial, however they are not communicating presently. So we are unsure of future homebuyers or the forgiveness program
Open Communication w Representative	0					
Construction	Actual	Benchmark				
Housing Units Closed	3					
Housing Units Under Construction	11					
Construction In Progress	\$1,027,791					
Cost/Closed	\$155,942					Includes In Kind Amount of \$19,453 (average per home)
Financial Donor Volunteer Days	4					4 of 4 possible build days / 0 ReStore groups
Homeowner Applications Distributed	137					95/137 or 69% return rate. 178 Tier 2 / 14 Approved
Lots Available	25					executed with LRA
Vacant Homes	0					No owned, any vacancies are pending title issue resolution/ Wellston (5) Vacant Lots
ReStore	Actual	Benchmark				
Average Number of Transactions SS	1373					Per Month and Per Customer (not per item)/-8 from prior report; +188 from prior year.
Average Number of Transactions DP	1517					Per Month and Customer, +2 from prior report, -32 from prior year
Average Sales Per Square Foot SS	\$29.11	\$22.71				HFHI median of stores similar sqft (20k), +0.61 from prior report,+\$12.36 from prior year.
Average Sales Per Square Foot DP	\$15.69	\$23.99				Benchmark (40k sqft as basis)/ -0.30 from prior report; -\$2.93 from prior year.
Total pickups/drop-offs this month	792					222 Pick-Ups/82 drop offs SS/488 drop offs DP. (868 total last year)
						COMMENTS
Resource Development	Actual	Benchmark				
New Donors : Mission Support	190					Increase of 25 from prior report, increase of 46 from prior year.
New Donors YTD -Contribution=/> \$1200	13					Increase of 9 prior report / increase of 10 prior year
Median GC Gift Amount	\$50					Non change from prior report/increase of \$15 from prior year
Renewed Mission Support Donor %	42%	40%				Benchmark reflects a NFP Standard
Renewed Keystone members/Specialty	38					Increase of 6 from prior report / decrease of 8 from prior year.
New Keystone members/Specialty Build	15					Increase of 5 from prior report / increase of 3 from prior year.
						COMMENTS
Board Engagement	Actual	Benchmark				
Board Meeting Attendance	68%	80%				80% Best Practice Recommendation
Board Percentage (personal giving ytd %)	55%	100%				Per HFHSL Statement of Commitment. Increase of 7% from prior report and 23% from prior year
Board Giving (Total \$ YTD)	\$23,150					Increase of \$3290 from prior report/Increase of \$11,850 from prior year

**Habitat for Humanity Saint Louis Board of Directors Meeting
Tuesday, June 25, 2019
CEO Report**

Successes and Shout Outs!

Resource Development

HFHI *attached: Habitat Saint Louis PSA / postcard*

As has been shared, HFHI Collaborative Development is now actively pursuing a “strong federated” model, named Habitat 2.0, where more of the funds raised by HFHI would be transferred to affiliates. Currently HFHI receives approximately \$74 million dollars in restricted funds on behalf of US affiliates and \$90 million in unrestricted donations which they retain for their own operations. If approved, the \$90 million would also be transferred to affiliates and an affiliate fee (as a replacement to the current Stewardship and Sustainability Initiative – SOSI) would fund HFHI operations.

Production, which has been one of three options discussed as a possibility for how the fee would be determined along with population of the geographical service area (GSA, which is how the current SOSI fee is determined), and revenue of the affiliate, has been ruled out. All of the advisory groups overwhelmingly viewed this as a disincentive for building locally.

The most recent advisory group conference call focused on tithe and whether it would/would not be included in the new fee. Clarity around whether the \$47 million that HFHI cited as the amount spent to support International operations is included in the \$90 million or in addition to the \$90 million was lacking so little progress was made related to tithe.

To assist with donor transparency that it is important to give local if donors wish to build local, a :15 second PSA has been recorded featuring Kyle Hunsberger, Director of Construction, and a :5 second version will be added using just a voiceover. The PSA will run on KMOV (Channel 4) at least until the end of July (to coincide with the summer challenge). Additionally, a postcard to donors is slated for late June.

Historical Info:

SOSI began in 2014 as an “annual fee to offset a portion of the costs associated with efforts that benefit all affiliates”. From the onset, SOSI was tied to collaborative development review as affiliate feedback overwhelmingly challenged the fairness of a fee while HFHI continued raising money via direct and electronic mail along with telemarketing in competition with local affiliates. Most recently, the US-SOSI policy was extended until June 30, 2021. The two-year extension of US-SOSI in its current form was approved in order “to allow HFHI and affiliate leadership to focus on the ongoing Collaborative Operating Model (COM) work, while ensuring HFHI continues to receive revenues needed to maintain the current level of support to affiliates, as well as the COM work.” The SOSI fee for Habitat St. Louis is currently \$25k annually (for a total of \$125k paid to date). To further the conversation along collaborative development, HFHI provided to each affiliate the dollar amount benefit received from HFHI during the past year, and for the first time ever, the total amount raised from the number of donors within the affiliate GSA. The fiscal year amounts for St. Louis are –

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Mission Support *attached: HFHI appeal*

Summer Challenge: The summer appeal hit mailboxes early June as planned and through June 17th, \$27,405 has been received or pledged (via charitable trusts). As a reminder the goal is individual donors match \$50k (the Spire money) between June 1 – July 31 with a “bonus” that if \$50k worth of matched support is garnered by July 31, the Board will kick in an additional \$10k which would bring the total to \$110k (approximately 7% of the total Mission Support budget number of \$1,601,500). Related to above, HFHI's Direct Mail calendar indicates six emails related to a “Habitat Challenge” between June 4th and June 28th – a sample of one of their emails follows this report.

Executive Build: Development Council members, Craig Webster, BR+A Consulting Engineers and Alex Kuehling, Rosenblum Goldenhersh, will be cohosting the September 20th Executive Build with Kathy Sorkin. Please forward any referrals to either Harper or me.

The registration link is:

<https://www.habitatstl.org/executive-build-registration-now-open/>

Program

HFHSL Headquarters: Outparcel

A taskforce of the Board met June 4th. Various documents are being reviewed/prepared with an update planned at the August meeting. If you would like a more specific update or wish to participate, please let me know.

Mortgage Loan Fund: Board Retreat Outcome 2015

Up and running with three Investors! Just under \$800k of loans have closed of the \$3 million currently committed.

Neighborhoods/ Home Construction/Homebuyers

attached: La Saison Wall Raising event flyer; various site summaries

Scattered South City Sites: Closings on Ulena and Indiana to occur by end of July (slightly delayed due to weather/flooding slowing down the completion of flatwork). Based on concerns regarding timing of the environmental work (timing dependent on the City of St. Louis), the KMOV build will be moved to the Indiana lot adjacent to the house nearing completion.

Tiffany Phase II is in the final phases with masonry nearly completed. Closings on these homes is being planned (tentatively also July). It is likely that at least one of the Tiffany families will be a recipient of the First Things First (Kurt and Brenda Warner) blessing over the July 4th holiday; an update will be provided at the June meeting.

La Saison: (previously noted as New City Build): Excavation and foundation work underway. First Wall ceremony slated for Thursday, July 18th, flyer attached. This is a great celebratory event to invite prospects to attend, please forward to contacts.

Lookaway Phase 2 – 7 homes, \$446,751: Start date continues to await the completion by CDA (Community Development Administration) of an environmental review.

Gate District (across from Tiffany) - 5 homes, \$285,800: Projected to start Fall of 2019. At the request of Midtown Redevelopment, a presentation was made to SLU staff who may have an interest in homeownership. With overwhelming attendance (over 50 people), it set the stage for future phases in this community.

Future Builds:

Tiffany Phase 3 – 3 homes, \$216,287: Projected to start 2020

University City Phase 3 – 7 homes, \$425,000: St. Louis County Office of Community Development is in the process of drafting loan documents; start date contingent on outcome and timing of Lookaway environmental review.

ReStore

Mid-year inventory is scheduled for July 2nd and 3rd (closed on the 4th for the holiday); a graduated sale (10% on day one – 50% on day 5) will occur just prior to inventory.

Management/General

The Administrative offices will be closed July 4th and 5th in observation of the holiday.



**We build St. Louis one home and one family at a time.
Give locally to Habitat Saint Louis to build locally!**





DID YOU KNOW: Where you send your gift to Habitat for Humanity determines where it will be used.

To support affordable housing in **Saint Louis**, please make your contribution to:

Habitat for Humanity Saint Louis
3830 South Grand Blvd.

St. Louis, MO 63118

Or visit us online at habitatSTL.org/donate

For more information, please call 314-371-0400.



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John Q. Sample
Company Name
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The 2019 Habitat Challenge



Army
veteran
Dave
needed
a hero ...

GOAL: \$1 million by June 30

Dear Maxine,

Dave, a heroic Army veteran and his 7-year-old son with special needs lived in a cramped space and shared one small bedroom. The cockroaches, exposed screws in the floorboards and loud neighbors made it unbearable.

I've had several days when I just didn't want to come home," Dave told us about his old apartment.

He'll never forget the day he found out they were approved for a new Habitat home.

"We're extremely grateful for the donations, and I want them to know how many lives they are changing for the better," Dave says about Habitat donors.

This is the kind of difference you make possible — and right now you have the chance to help Habitat make TWICE the impact for families like Dave's.

Last week I told you about our unique [2019 Habitat Challenge](#). There's still time to match the Verizon Foundation's generous \$1 million donation and double our ability to help families in need of a safe, affordable home.

Dave is putting in his sweat equity to build his own house and homes for other Habitat families. For Dave, it's all worth it to give his little boy a better life.

Maxine, donors like you have changed Dave's life. He's building a brighter future for his son thanks to you.

Your gift to the special 2019 Habitat Challenge by June 30 will help DOUBLE the difference Habitat makes for another family like Dave's who needs a decent place to call home.

[Make your Challenge gift today!](#) Thank you!

In partnership,

A handwritten signature in black ink, appearing to read "Jonathan Reckford". The signature is fluid and cursive, with the first name "Jonathan" written in a larger, more prominent script than the last name "Reckford".

Jonathan T.M. Reckford
Chief Executive Officer

P.S. Support even more families when you help meet the challenge. [Give now!](#)



Habitat for Humanity Saint Louis would like to invite you to raise the first wall in our La Saison development in partnership with the St. Louis Housing Authority and the City of St. Louis Affordable Housing Commission.

**Wall Raising and remarks at 10 AM on Thursday, July 18th
Location address: 1200 S. 13th Street, St. Louis, MO 63104**

Please be considerate of neighbor's driveways and alleyways as parking is very limited.

Questions, RSVP's and press inquiries can be submitted to Harper Zielonko at harper@habitatstl.org or 314-371-0400.

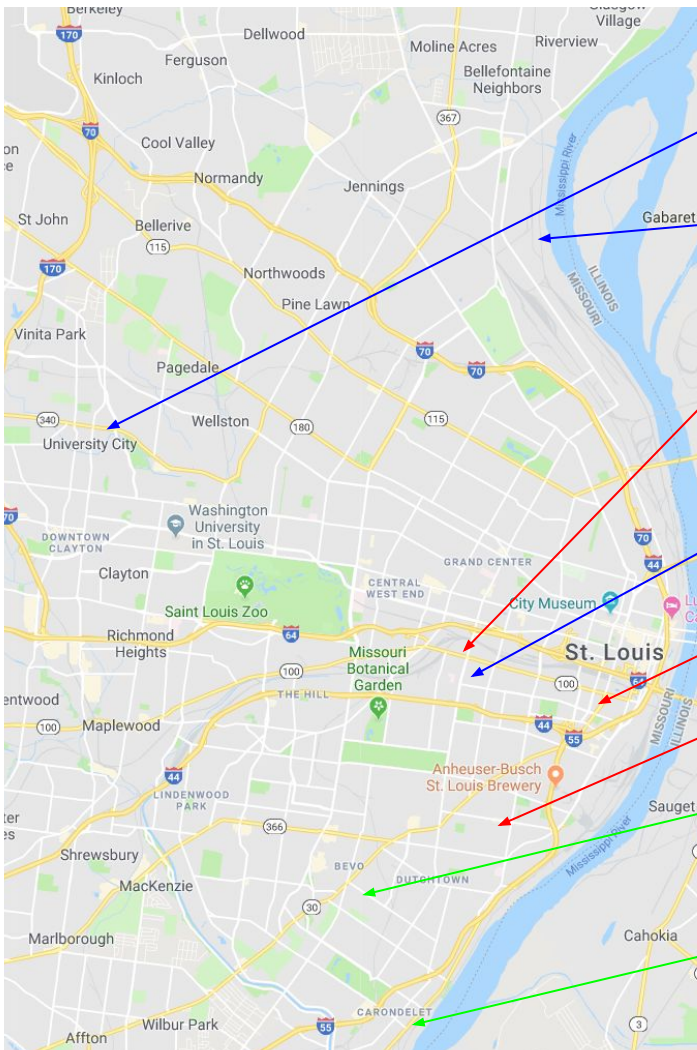


Habitat for Humanity Saint Louis

BUILDS IN PROGRESS

June 18, 2019





UNIVERSITY CITY III



LOOKAWAY SUMMIT II

GATE DISTRICT WEST

TIFFANY II-III

LA SAISON I-II



 **Under Construction**

 **Completed**

 **Planned for 2019**



LA SAISON I - II

STATUS: UNDER CONSTRUCTION

Project Overview: This build is the result of Habitat St. Louis being selected as the builder of choice by the St. Louis Housing Authority, who issued an RFP for new-home construction on vacant land under their ownership. The project involves 10 new construction two-story single-family homes with detached garages. Four of the homes will be built to Universal Design standards.

Location: This site is just south of Downtown St. Louis in the Peabody Darst-Webbe neighborhood, now rebranded as “La Saison.” The area has direct access to mass transit and is within a short distance of most of the city’s job centers.

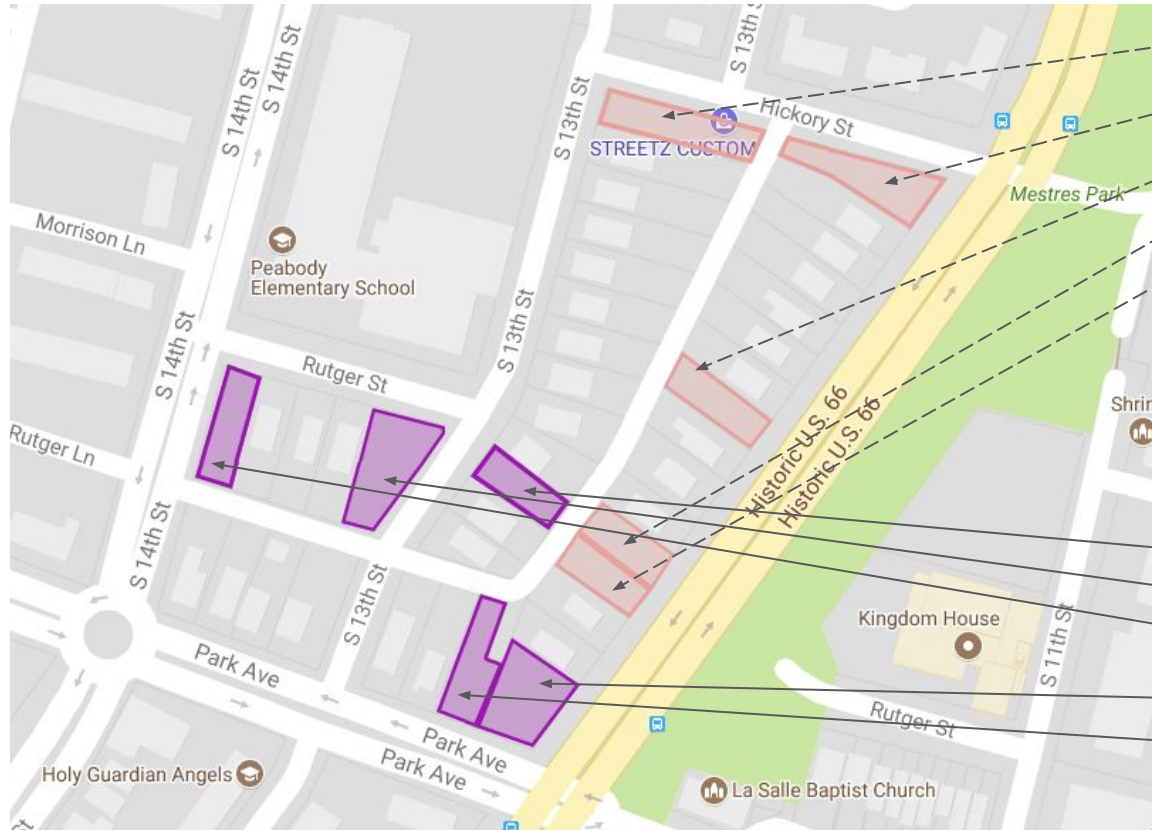
Funding: This project has received \$968,502 in funding. \$818,502 from the St. Louis Housing Authority, \$150,000 from the Affordable Housing Commission. These sources represent funding of 47% of the build costs of Phase I and 40% of the build costs of Phase II.

Budget: The total build cost is estimated at \$1,271,325 per phase, or just over \$2.5m.

Timeline: The first phase is now under construction through the end of the year. The second phase will begin in August or September, depending on approvals from the funding partners.

LA SAISON PHASE I-II SITE PLAN

PHASE I (2018)



- 1200 S. 13th St.
- 1201 S. Tucker Blvd.
- 1301 S. Tucker Blvd.
- 1317 S. Tucker Blvd.
- 1321 S. Tucker Blvd.

PHASE II (2019)

- 1308 S. 13th St.
- 1300 Rutger St.
- 1316 Rutger St.
- 1201 Park Ave.
- 1205 Park Ave.

In partnership with the St. Louis Housing Authority, and with nearly \$1m in public funding, Habitat will begin construction on the first five of ten two-story homes planned for this neighborhood just to the east of Lafayette Square. Construction to begin late summer.



MARINE VILLA

STATUS: UNDER CONSTRUCTION

Project Overview: The Marine Villa build is part of a South City Scattered Site effort launched in 2017. This project consists of two single-story new-construction homes on vacant land acquired from the City of St. Louis and one lot donated by a private owner. Both homes will offer a one-car garage to accommodate city parking requirements.

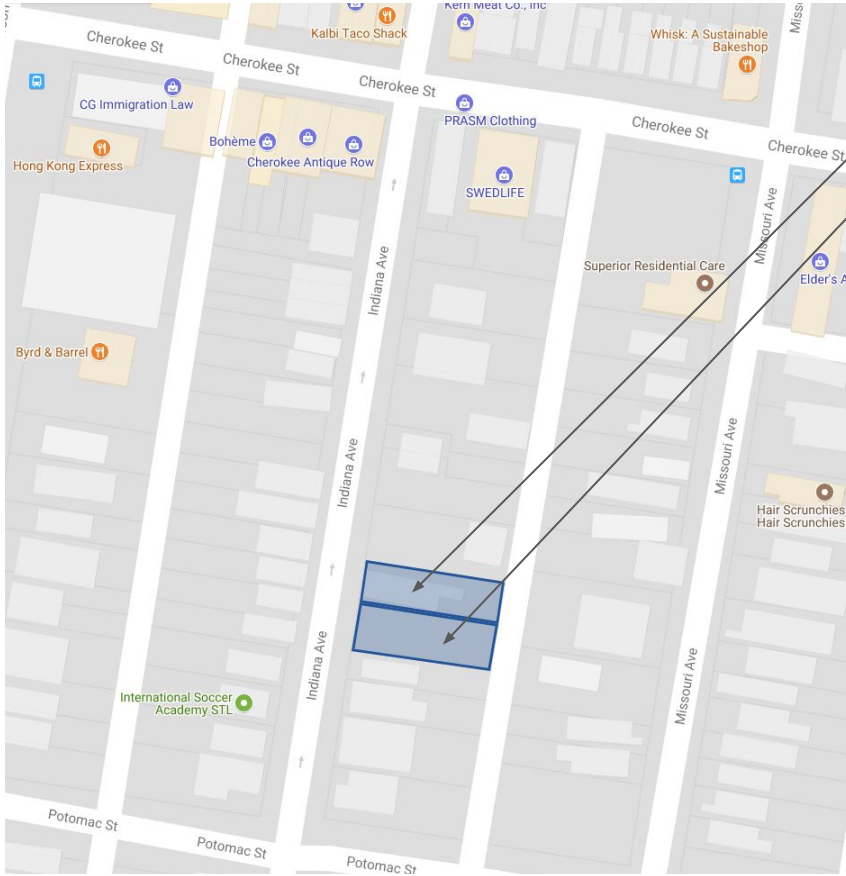
Location: This site is just south of Cherokee Street Antique Row in a neighborhood seeing rapid stabilization due to private-sector investment. The Marine Villa neighborhood is just south of Benton Park neighborhood is adjacent to interstate 55 and major bus lines on Jefferson St. and Cherokee St.

Funding: The second Marine Villa home at 3434 Indiana has been selected as the 2019 KMOV build and will benefit from the donation drive surrounding that media blitz.

Budget: The total build cost is estimated at \$349,200.

Timeline: The first home will be completed by the end of July 2019. The second home will break ground in October 2019. The estimated under-construction time is 2-3 months.

MARINE VILLA PHASE I SITE PLAN



PHASE I

- 3434 Indiana Ave
- 3436 Indiana Ave



TIFFANY II-III

STATUS: UNDER CONSTRUCTION

Project Overview: Habitat's investment in the Tiffany neighborhood began in 2015 and construction on Phase I, five homes, was completed in 2016. The final two phases each consist of three new-construction single family homes on vacant land secured from the City of St. Louis and a private owner. The homes are built to historic standards to respect the existing streetscapes. One completed, Habitat will have constructed 11 new homes in this small neighborhood, leaving very few vacant lots remaining, and stabilizing the neighborhood in the process.

Location: This site is between interstate 44 and the St. Louis University Hospital complex.

Funding: Both phases have financial support from the Community Development Administration (CDA) of the City of St. Louis and the Affordable Housing Commission. Tiffany II has \$265,000 secured, 39% of the project cost. Tiffany III has \$206,287 secured, 31% of the project cost.

Budget: The total build cost for each phase is \$671,712, or \$1,343,424 total.

Timeline: The first three homes, or Phase II, will be completed by the end of July 2019. The third and final phase is slated to begin in the first quarter of 2020 and be completed in 9 to 11 month.

TIFFANY PHASE II-III SITE PLAN (2018-2020)



PHASE II (2018)

- 3861 Folsom
- 3869 Folsom
- 3846 Folsom

PHASE III (2019)

- 3866 Folsom
- 3864 Folsom
- 3859 Blaine



Phase I, which broke ground in 2015, included two properties shown in blue, plus and additional three properties on McRee one block south. All phases represent a stabilizing of 4 city blocks in the Tiffany neighborhood.

GATE DISTRICT WEST I

STATUS: PRE-DEVELOPMENT

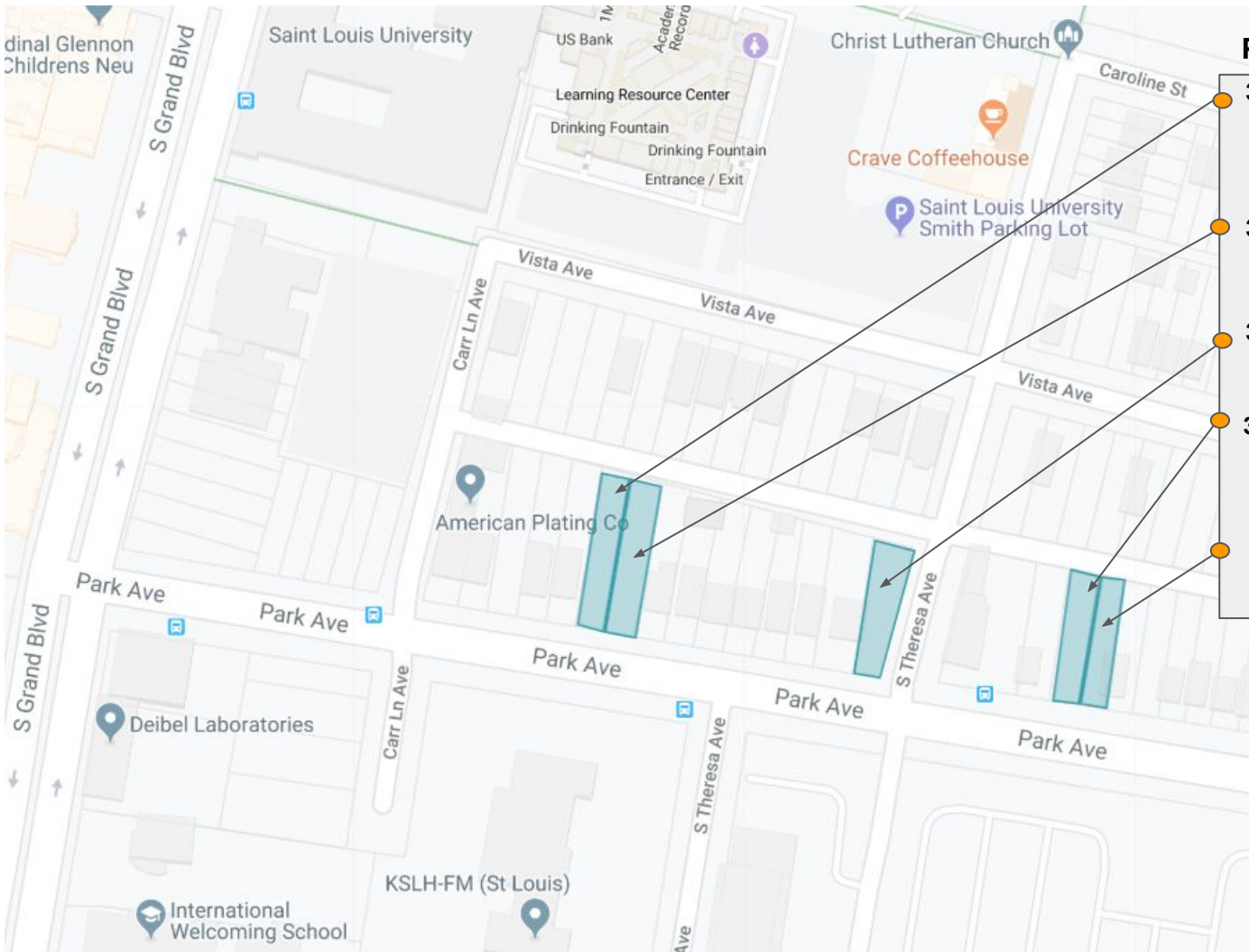
Project Overview: In partnership with St. Louis University's St. Louis Midtown Redevelopment Corporation, in early 2019 Habitat St. Louis acquired five lots at a below-market rate for new home construction. The project involves five two-story single-family homes and has received support from the neighborhood association and elected officials.

Location: This site is just east of St. Louis University's medical campus in a targeted redevelopment area adjacent to major central corridor investments including the Chouteau's Greenway and SLU Hospital and other major residential, commercial and office developments. This area is seen as an extension of Habitat's Tiffany builds due to the proximity.

Funding: Gate District Phase I aligned with the funding priorities of the Affordable Housing Commission due to the proximity to mass transit, jobs and interstates. Habitat St. Louis was awarded \$285,800, which includes \$10,000 per home in buyer's assistance. This represents funding for just under 30% of the project's overall cost. **A grant application for an additional \$15,000 has been submitted for Federal Homeloan Bank of Des Moines's consideration.**

Budget: The total build cost is estimated at \$996,115.

Timeline: 80% of pre-development work has been completed (JUNE,2019) and construction is slated to begin late-August or early-September. The estimated under-construction time is 9-11 months.



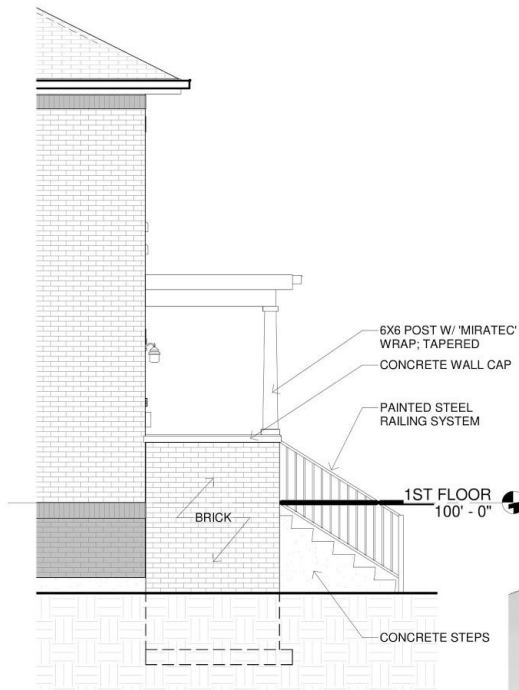
PHASE I (2019)

- 3511 Park Ave
- 3509 Park Ave
- 3445 Park Ave
- 3429 Park Ave
- 3427 Park Ave

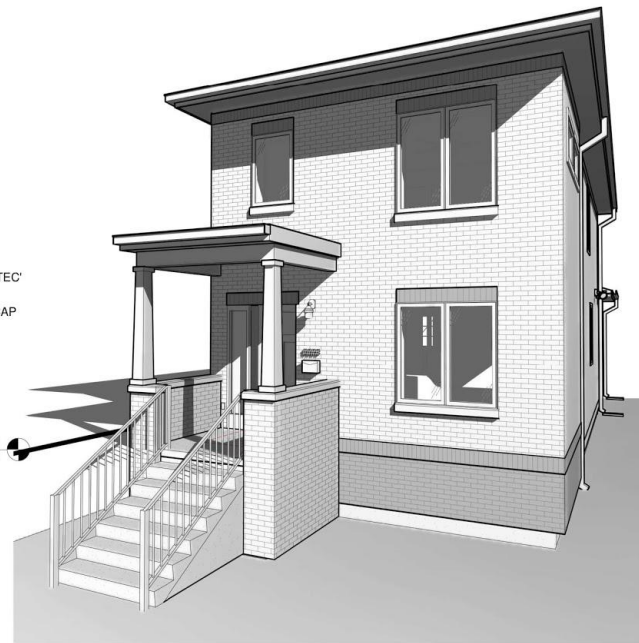




① FLAT ROOF - ELEVATION
1/4" = 1'-0"



①A FLAT ROOF - SIDE ELEVATION
1/4" = 1'-0"



⑥ HIPPED ROOF - PERSPECTIVE



THE GATE DISTRICT WEST

EXISTING CONDITIONS



LOOKAWAY SUMMIT II

STATUS: PRE-DEVELOPMENT

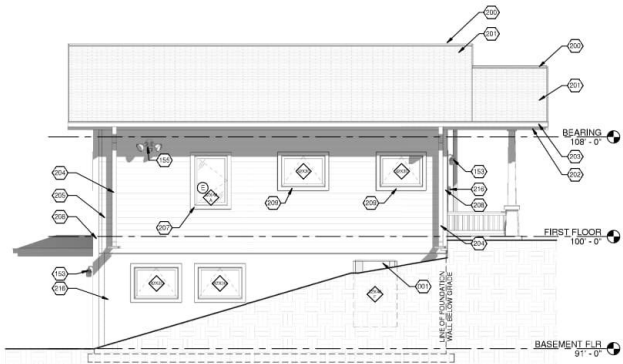
Project Overview: This is the second and final build at Lookaway Summit, a subdivision in the Riverview Neighborhood of north city that Habitat St. Louis acquired from a private seller. The second phase comes after the successful completion of seven homes here from 2016-2018 in which all homes sold and are occupied. Seven more single-family new construction homes are planned for the remaining vacant lots. These homes will be single-story models and all built to Universal Design standards.

Location: This site is on a bluff off of north Riverview Drive. The location is proximal to interstate 270 and access to job centers in North St. Louis County.

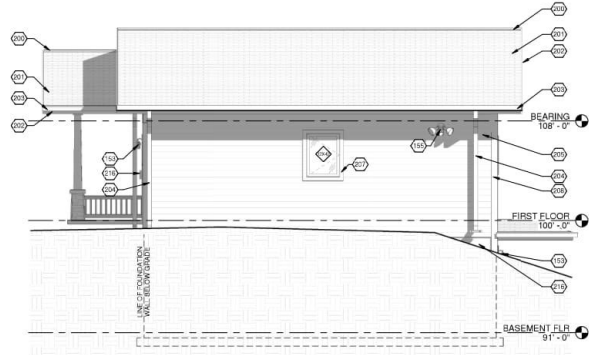
Funding: This project received \$414,932 in funding. \$169,932 from the Community Development Administration of the City of St. Louis, \$245,000 from the Affordable Housing Commission. These sources represent funding of 38% of the build cost.

Budget: The total build cost is estimated at \$1,096,382.

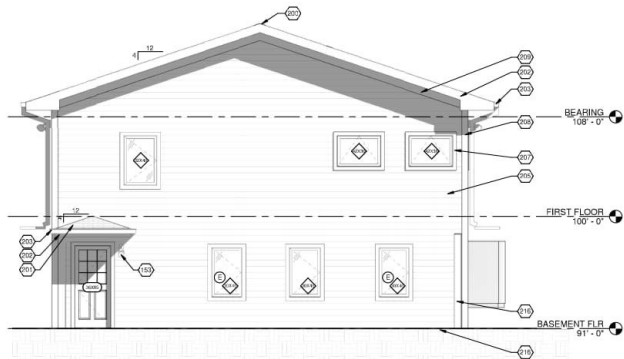
Timeline: The pre-development underway is expected to continue until late Summer 2019. A fall 2019 groundbreaking is planned, but will be impacted by staff availability. The build will take up to 12 months.



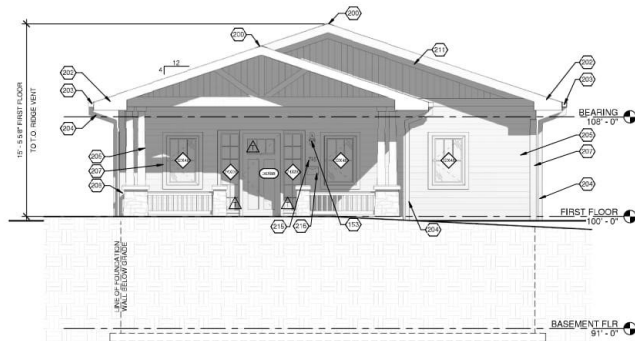
① EAST ELEVATION
1/4" = 1'-0"



② WEST ELEVATION
1/4" = 1'-0"



③ SOUTH ELEVATION
1/4" = 1'-0"



④ NORTH ELEVATION
1/4" = 1'-0"

GENERAL ELEVATION NOTES:

- A. ALL ELEVATION HEIGHTS ASK APPROXIMATE - G.G. TO VERIFY IN FIELD.
- B. FLOOR ELEVATIONS ARE TO THE TOP OF SUB FLOOR, RATHER THAN FLOOR JOIST OR FINISH FLOOR.

KEYED NOTES

001	CODE-COMPLIANT EGRESS WINDOW WELL. REFER TO SECTION FOR ADDITIONAL INFORMATION.
103	EXTERIOR-RATED WALL-MOUNTED LIGHT FIXTURE. CONFIRM SELECTION WITH OWNER.
105	EXTERIOR-RATED MOTION-SENSORED FLOOD LIGHT. CONFIRM SELECTION WITH OWNER.
200	ROOF JOIST. REFER TO ROOF VENTING NOTES FOR ADDITIONAL INFORMATION.
201	FRUITING SHINGLE FLOORING. INSTALL PER MANUFACTURER'S SPECIFICATIONS.
202	EXTERIOR FINISH FLOORING.
203	3" PINE FINISH 1/2" AMT 6X ALUMN. W/ JITTER.
204	5/8" PINE FINISH 1/2" AMT 6X ALUMN. W/ JITTER TO SPLASHBLOCK. REFER TO SHEET A4.3 FOR SITE DETAILS FOR ADDITIONAL INFORMATION.
205	5/16" LP SMARTSIDE LAP SIDING 7" EXPOSURE.
207	5/16" LP SMARTSIDE DOORS AND PATIEN SIDING.
208	5/16" LP SMARTSIDE SHAKE SIDING.
209	1X4 MIXED COMPOSITE TRIM GUTTER.
210	1X2 MIXED COMPOSITE TRIM GUTTER.
215	PROVIDE ADDRESS NUMBERS 4" TALL AND CONTRAST WITH MOUNTING BACKGROUND BY 70% MIN. NUMBERS SHOULD BE ILLUMINATED OR REFLECTIVE.
216	WALL-MOUNTED MAILBOX.

KILLEEN STUDIO ARCHITECTS

3015 SALENA STREET
ST. LOUIS, MO 63118
314-771-0863

SEAL #: A-7587



6/10/19

**HABITAT FOR HUMANITY - LOOKAWAY
NEW SINGLE FAMILY RESIDENCE
LOOKAWAY COURT
ST. LOUIS, MO 63137**

MARK	DATE	DESCRIPTION
	6/10/19	Issued for Review

SHEET NO.

A2.0

Building Elevations

EXISTING CONDITIONS



UNIVERSITY CITY III

STATUS: PRE-DEVELOPMENT

Project Overview: This project involves seven new construction single-family homes on vacant land in the northernmost ward of University City. This third phase builds on the success Habitat St. Louis has had in meeting demand for affordable housing in a section of University City in need of investment and stabilizing.

Location: This site is just minutes from the Loop, north of Olive Boulevard and close to mass transit, jobs in Clayton, Downtown and West County and in area that benefits from low(er) property taxes and accredited schools.

Funding: This project received \$422,225 in funding from the St. Louis County Office of Community Development. Land is being donated by the City of University City to support the project, and other parcels are being purchased below-market costs from St. Louis County.

Budget: The total build cost is estimated at \$1.43m.

Timeline: The land is being acquired from three owners: the City of University City, St. Louis County and a private owner. Pre-development, including civil and architectural design and environmental testing, will continue through the summer. Construction is expected to commence in the first quarter of 2020.

PHASE III (2019)

- 6545 Plymouth Ave
- 6535 Plymouth Ave
- 6533 Plymouth Ave
- 6526 Plymouth Ave
- 6524 Plymouth Ave
- 6522 Plymouth Ave



BUILDERS CLUB TEAMS



Development Council Meeting Minutes

Date & Time: June, 4, 2019

Location: St. Louis Title, LLC. 7701 Forsyth Blvd Suite 200, Clayton MO 63105

Parking: St. Louis Title can validate both outdoor parking available off Hanley, garage parking available of Forsyth

In attendance:

Nat Walsh, Kimberly McKinney, Glenda Jehle, Stacey Hudson, Linda Loewenstein, Helen Lee, Alex Kuehling, Craig Webster and Harper Zielonko

- **Welcome and Introduction**

Nat Walsh- Development Council Chair

- Call out for the ReStores! Who do you know who doesn't know about the ReStores, both shoppers and donations? More ReStore information about Deconstruction, donations, and materials we accept and don't accept can be found [here](#)

Commented [HZ1]:

- **Habitat for Humanity Saint Louis 2018 Construction Update**

Kimberly McKinney- CEO Habitat for Humanity Saint Louis

- Construction update
 - Finishing out the closings on the most recent round of scattered site houses in South City neighborhoods. In the past two years we built houses in Carondelet, Bevo Mill, and Marine Villa.
 - Excavation has begun on the 1st phase of the La Saison development. We will complete these houses in two phases of five houses each. These houses are part of a partnership with the St. Louis Housing Authority and will finished out the development they started over a decade ago. House renderings are attached. All five houses in the first phase of this development have Habitat. (old Peabody Darst Webbe site) Homeowners attached and are considered sold. **Renderings attached**
 - Front end development work for Phase 2 of Lookaway Summit continues and we are optimistic work can begin in the next few months. We have 7 homes already in this neighborhood and we will building 5-7 more. (up north on city county line off Riverview)
 - Front end development work is also up and running for phase 1 of a development in the Gate District (East of Cardinal Glennon across Grand Ave) in partnership with Midtown Re-Development. This will be five houses to start and we hope to start building this calendar year
- Outparcel update- Still looking to sell the outparcel to the right developer. **Flyer attached.**

- Relationship with HFHI and local PSA spot with KMOV- In an effort to make sure our donor community understands how their dollars work, we will be putting out some short PSA's encouraging people to give locally to build locally. We often discover donors believe they are giving to Habitat Saint Louis, however their checks were going to our parent company Habitat for Humanity International. If you ever hear anyone say they support Habitat please thank them, but make sure they know who they are sending their check to.
- **2019 Development Council Projects**
 - Harper Zielonko- Resource Development Relationship Manager
 - Executive Build- \$500 donation per person. June 7th, September 20th, December 6th.
 - Low turnout for June 7th so lets push September 20th and December 6th! Kathy Sorkin has volunteered to co-chair the September 20th event and we are looking for a second co chair. You would be asked to help drive attendance, cover lunch costs, and would then attend the event for free. December 6th will be hosted by Habitat Board members. If you are interested, please reach out to Harper and/or Kathy. More information and registration can be found [here](#).
 - Industry Challenges- This program is designed to raise money from within an industry (realty companies, CPA Firms, etc) during one month and works best, but not exclusively with transactional industries. We gave it a test run in April with the support of Nat Walsh, our Industry champion. Nat sent out the call to action for the Title Agencies he knows and before we knew it we had 11 participating agencies all pledging \$5 per side per closing. We raised a total of \$21,000! We are looking to extend this model into the coming months and need champions (you all) and industries for July, August, September & October. Ideas are currently Realtor Agencies, Mortgage lenders, and Accounting firms. We can make this work in any industry as long as we have people willing to help us make the contacts. Reach out to Harper!
 - Dates for 2019 to keep in mind
 - Meeting dates: August 6th, October 8th, and December 3rd
 - Events Habitat is hosting
 - Sample Soulard Sunday 11am-5pm June 9th <http://bit.ly/samplesoulard2019>
 - Habitat Road Show at Anheuser Bush Campus 8am-4pm June 20th
 - La Saison Wall Raising 9:00am July 18th
 - KMOV Build October 28th-November 22nd. Dedication November 25th

“A world where everyone has a decent place to live.”



Finance Committee Minutes

May 14, 2019

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, Tom Wohlfeil
Scribe: Sabrina Stahl
Attendees: Stephen Westbrooks, Mike Giger, Howard Smith

Approval of Minutes

- Mike Giger moved to approve April 16, 2019 minutes. Howard Smith seconded the motion.
- All in attendance approved and there were no objections or abstentions.

Updates

- Audit fieldwork in the Habitat office is done and went well, they will finish up the audit at their office through phone calls and email. There were no concerns from Jeff about the audit so far, and they will present their findings at the June committee meeting and board meeting.
- Home Updates: Habitat for Humanity will be closing on Phase 1 of the La Saison project on Friday, Phase 2 will be closed later, due to additional testing that is being required by the city for those sites.
- Habitat is expecting new builds to have the highest 1st mortgages in the history, with some being as high as \$135,000-\$150,000.
- A committee member asked for an update on the endowment that was brought to the attention of Finance committee last meeting and was told that it has gone to the board for recommendation and could possibly be brought back to Finance in the future.
- An update was requested on the potential sale of the outparcel. The response was that the Development Committee was meeting to determine the best option for the neighborhood, every offer is being looked at seriously. As great as the cash would be for Habitat St. Louis, it is more important that we benefit the community and Habitat as we share the space they will occupy.

Mortgage Loan Fund Updates

- Royal Banks has signed on as the 3rd bank to participate in the Mortgage Loan Fund.
- Of the three homes to close in April, all three were funded by the Mortgage Loan Fund.

ReStore

- It was bittersweet news when it was announced that ReStore General Manager, Josh Vaughn, had made the decision to leave Habitat for Humanity St. Louis. He will be replaced by Damon Guthrie, who was formerly the ReStore South Side manager. And



Damon's former position will go to the Assistant Manager from ReStore Des Peres, Bryan Johnson.

- A question was asked about the possibility of a 3rd ReStore location. The response was that another store has been on the horizon for some time but was put on hold with the purchase and move to the new headquarters at 3830 S Grand. It could be brought back up again soon and the target area would be North County.

April 2019 Results

- The Financial Manager reported a loss of \$176k for the four months ending April 30, 2019.
- During the month we closed on three homes, the forecast is to close 20 homes by the end of the year.
- ReStore Southside sales were \$42k for the month, which is under budget by \$10k. Restore Des Peres sales were \$43k for the month, which is under budget by \$28k. The combined sales for Restore during April were \$84k, which was \$50k less than last month and \$17k more than last year. Restore Southside sales are forecasted to be \$627k by year end and Des Peres sales are forecasted to be \$741k by year end.
- YTD Actual vs Budgeted - Net Income: RD net income was \$56k over budget, an improvement of \$43k over the previous month. Mission Support is \$100k over budget, due to \$155k in pledges from Wells Fargo and TD Ameritrade, but restricted donations and AHAP Capacity Building Revenue are a combined \$40k under budget. M&G net income is \$8k under budget, an improvement of \$30k over the prior month. M&G revenue is over budget by \$2k and expenses are also over budget by \$18k. The expense increase is related to the Mortgage Loan Service Fund. Program net income is under budget by \$35k, an improvement of \$27k from last month. The main reason program is under budget is that we have sold only three homes in 2019. Restore net income is under budget by \$61k. The reason the Restore is under budget is due to a short fall in sales. Currently the Restore sales are \$63k under budget.
- During the month of April, the organization had a Net Income of \$48k. For the year, the organization is operating at a Net Loss of \$176k. We are projecting a Net Profit of \$897k by the end of the year. The year end projection is \$44k less than our budgeted Net Profit of \$941k. The decrease in the projected net income is attributed to updated sales figures to our homes that have been sold.
- Payables at the end of April 2019 totaled \$1,084k, which is \$99k increase over last year. The increase in payables is related to home construction. Home Construction AP increased \$163k over last year due to home construction being at a standstill the first four months of 2018 with the build out of 3830 South Grand.
- Cash at the end of April totaled \$18k, which is an increase of \$3k over last year. Cash is projected to end the year at \$416k with \$240k pay down of payables.
- Short term debt is down \$274k year over year and is projected to end the year at \$1,070k (with the \$800k unsecured line of credit paid down to \$775k).
- Long term debt increased \$195k over last year. The year end projection for long term debt is \$2,459k, which is \$39k more than the previous month. The increase in long term debt is related to the 2019 Ford 550 truck that was purchased by the organization in March 2019.

Announcements



- CohnReznick will present the 2018 Audited Financial Statements during our June 18th meeting.
-

Next Meeting: June 18, 2019 – Habitat for Humanity Saint Louis
Topics to be covered: May 2019, 2018 Audited Financial Statements