



**Board of Directors Meeting,  
March 25, 2025  
3830 South Grand, St. Louis MO 63118**

Call to Order: Jim Del Carmen  
Mission Moment: Kimberly Batteast-Moore  
Minutes of November 25, 2024, Meeting: Kimberley Batteast-Moore  
Strategic Topic: Retreat Outcomes & Messaging  
Treasurers Report: Judy Cromer  
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** \*If Needed

**MARK YOUR CALENDARS:**

*Upcoming Events*

Tuesday, March 25, 2025	<b>Board Meeting, 11:30 AM</b>
Tuesday, April 22, 2025	<b>Board Meeting, 11:30 AM</b>
Tuesday, May 20, 2025	<b>Board Meeting &amp; Social Hour, 4:00 PM</b> <b>Ameren – 1901 Chouteau Ave. 63103</b>
Tuesday, June 24, 2025	<b>Board Meeting, 11:30 AM</b>

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

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Minutes from the Meeting of the Board of Directors of  
Habitat for Humanity Saint Louis (HFHSL)  
Tuesday, November 26th, 2024

The following members of the Board of Directors and other interested parties participated in this Board meeting via conference call and in person. Participants are listed below:

Abby Kepple	Angie Eslinger	Amy Berg
Ashley Storman	Chris Roetheli	Dan Weiss
Jared Boyd	Jami Boyles	Jim Del Carmen
John Short	Judy Cromer	Kevin Wilson
Kirsty McDonald	Kimberley Batteast-Moore	Lance Cage
LaDawn Ostmann	Lauren Talley	Matt Guymon
Matthew Kim	Mike Eggleston	Paul Woodruff
Samantha Arvin Nix	Steven Scott	Subash Alias
Bob West	Howard Smith	Nat Walsh
Marc Hirshman	Kimberly McKinney	

Amy Berg called the meeting to order at 11:33 am

The Mission moment was presented by LaDawn Ostmann. LaDawn shared with how she lived in St. Louis before relocating only to return years later. During our prior time in St. Louis, she was with Saint Louis University Law and worked on the build in Wellston. After returning to St. Louis and joining Ameren, she reconnected with Habitat – joining the Board in 2019. As LaDawn term limits, she expressed the enjoyment it has been to serve on the Board (even the early AM KMOV calls) and noted for all that there is certainly a difference between Habitat for Humanity St. Louis versus Habitat International,

On a motion by Steven Scott and seconded by Jami Boyles, the minutes of the October DATE, 2024 meeting were approved unanimously.

As the Strategic Topic, Board Treasurer Judy Cromer presented the 2025 budget. Judy noted that the budget narrative provided to members in advance corresponded to the line item numbers in the budget summary. Judy also shared that the budget had been reviewed by the Finance Committee and recommended for approval. She then reviewed each line-item number for Revenue and Expenses. Following her review and discussion, on a motion by Abby Kepple and seconded by Mike Eggleston, the budget was approved unanimously.

Following the presentation by Judy, Kimberly presented the CEO report by giving a shout out to all the members who provided introductions to potential new members.

Kimberly also noted that the Winter appeal has dropped and is already generating contributions (sent to approximately 3,300 households). The same households will also receive a stark black and white postcard with "Give Local" postcard on or around November 26<sup>th</sup>. The goal is that the postcard hits just before Giving Tuesday (December 3<sup>rd</sup>). HFHI has provided notice of an insert - raising funds for HFHI - within the *St. Louis Post Dispatch*. Within the packets, a sample of the insert was attached as was an article from St. Louis magazine that focused on giving local.

**James S McDonnell Foundation RECEIVED!**

Resource Development staff have received email confirmation that the James S McDonnell foundation grant was approved. Because the specifics remain pending, the grant was not included in the 2025 budget. The original ask of \$900,000 reflects a program mirrored from the successful savings program with St. Louis Community Credit Union. The program will direct savings to three areas: emergency savings, home repairs, and investments in dependent education and/or small business development. Kimberly thanked Harper Zielonko and Dominic Xavier who shepherded this award.

ReStore Des Peres continued to battle water/sewer flooding post rainfall (resulting in one day closing and a few

early closings). After providing more information from Castle, the landlord has engaged contractors to investigate this ongoing issue and make necessary repairs. The Taylor Community Consulting (Washington University) program continues – draft report expected in late November/early December.

As a closing update, Kimberly noted that work continued with various subsidy partners (CDA, AHTF and SLDC) for upcoming closings of - 712 Lookaway, 3330 Vista and 3708 California (NMTC).

The fourth of 17 properties funded in 2023 has been funded and again approximately \$30k will be received as an offset of qualifying expenses. Additionally, 1522 / 1524 Mallinckrodt is being processed – as a rehab, the amounts anticipated will be \$60k+ (each).

Affordable Housing Assistance Production (AHAP) credits to sustain donations of \$1,363,636 were awarded as of late September, however, the property used to leverage the credits (a land use restriction agreement is required as part of AHAP Production Credits) have numerous title issues. While the check exchanges could be completed, the donors would not receive credits (like UCity last year). Work is ongoing to resolve issues as quickly as possible – but a second application will also be submitted. Kimberly noted that the delay in completing has (through October) a \$840k+ impact on the P/L and thanked Nat Walsh for his assistance.

### **Management/General**

Family Care Health Center has shared plans for a groundbreaking at 3 pm on Friday, November 22<sup>nd</sup>. Kadean has been selected as the general contractor.

Kimberly then reviewed the recommendations of the Board of Governance including -

- Approval of Officers
- Approval of At-Large Executive Committee members
- Approval of Board nominees including both new and renewing members

For consideration as Officers:

#### 2025 Officers / Executive Committee

President Elect – Judy Cromer

General Counsel – Matt Guymon

Treasurer – Judy Cromer

Secretary- Kimberley Batteast Moore At

Large: Jami Boyles

Ashley Storman Paul

Woodruff

New Members Proposed – alphabetical order by last name.

Briana A. Bobo

Cyeria Jackson

Brittany N.P McCoo

Lance McNeel

Chauncey Nelson

Jason Posley

The written report included other names and/or entities for new member consideration including Sondra Terry (Tarlton Corp.), Shonnah Paredes (MSD) and a Spire representative but Kimberly noted various circumstances that impacted approving these candidates as of the meeting date. Additionally, Steven Scott had determined that as part of his retirement from SSM, he would also be resigning from the Board.

The individuals noted below are completing their first term and are being recommended for renewal as provided for in HFHSL bylaws:

Jami Boyles

Abby Kepple

Kevin Wilson

On a motion by Lance Cage and seconded by Judy Cromer, the Officers, new members (those listed) and renewing members were approved and the consideration of additional candidates discussed but unable to be

confirmed as of the meeting date was designated to the approval of the Board Governance taskforce. Kimberly and the Board also expressed appreciation to the following Board Members who are either term limiting or who stepped down due to retirement.

Subash Alias  
Rob Anderson  
Priscilla Bennett  
Jared Boyd  
Phil Hulse  
LaDawn Ostmann  
Brian Pratt  
Chris Roetheli  
Steven Scott  
John Short

In her final meeting as Board President, Amy Berg requested a motion to adjourn the meeting at 12:45 pm. On a motion by LaDawn Ostmann and seconded by Steven Scott, the motion was approved unanimously.

Respectfully submitted Kimberley Batteast-Moore, Secretary



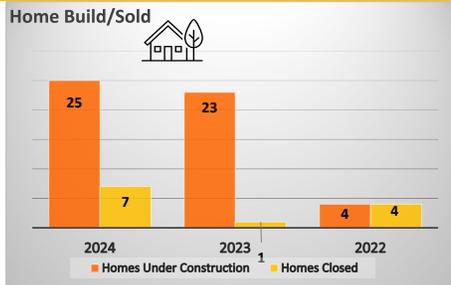


As of December 2024 DASHBOARD					
<b>RESOURCE DEVELOPMENT</b>	<b>December</b>	<b>YTD</b>	<b>December 2023</b>	<b>2023 YTD</b>	<b>Notes:</b>
New Donors	56	280	76	317	
New Keystone Benefit Members (\$1500+ Annually/Mission Support)	2	15	2	18	Reminder - First Time Donors
<b>RESOURCE DEVELOPMENT</b>	<b>December</b>	<b>YTD</b>	<b>December 2023</b>	<b>2023 YTD</b>	<b>Notes:</b>
Build Benefits Recd To Date	\$8,748	\$268,936	\$18,130	\$ 419,361	
Build Benefits Pledged	\$8,610	\$140,610	\$0	\$150,500	
Renewed Donors		61%		40%	
BOD Funds Pledged	\$0	\$47,300	\$0	\$35,650	
BOD: Funds Received	\$1,062	\$38,176	\$3,800	\$40,550	
BOD % Giving	23%	100%	27%	100%	
BOD Meeting Attendance		62%		66%	
<b>PROGRAM</b>	<b>2024</b>	<b>2023</b>	<b>2022</b>	<b>Annual Budget</b>	<b>Notes:</b>
Homes Under Construction	25	23	4		
Homes Closed	7	1	4	17	
<b>BUILDS</b>	<b>2024</b>	<b>2023</b>	<b>2022</b>		<b>Notes:</b>
Average Cost / Closed Home	\$252,864	\$ 241,081.00	\$ 234,016.00		
Future Build Sites Available	19	19	20		
Applicants Pipeline	50	25	0		15 Tier 1 Applicants (2024)
Mortgage Loan Fund Balance	\$2,786,999	\$3,635,760	\$2,445,000		
<b>RESTORE</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>2023</b>	<b>Annual Budget</b>	<b>Notes</b>
Revenue RSS	\$ 487,863	\$ 685,000	\$ 562,523	\$ 685,000	Sales Only
<b>RESTORE</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>2023</b>	<b>Annual Budget</b>	<b>Notes</b>
Revenue RDP	\$ 421,424	\$ 670,000	\$ 478,235	\$ 670,000	Sales Only
<b>ReStore P/L</b>	<b>\$ 244,548</b>	<b>\$ 472,550</b>		<b>\$ 472,550</b>	
<b>Total # of Donations</b>	<b>409</b>				
Drop Offs RSS	52				
Drop Offs RDP	263				
Pick Ups	94				
<b>FINANCIALS</b>	<b>YTD</b>	<b>YTD</b>	<b>YTD</b>	<b>Annual</b>	<b>Notes</b>
<b>Income</b>	<b>Actual</b>	<b>Budget</b>	<b>%</b>	<b>Budget</b>	
Resource Development	\$ 1,416,657	\$ 1,305,500	109%	\$1,305,500	
Program	\$ 3,151,887	\$ 6,788,426	46%	\$6,788,426	
ReStore	\$ 2,625,742	\$ 3,481,000	75%	\$3,481,000	
Management General	\$ 990,384	\$ 454,967	218%	\$454,967	
<b>TOTAL INCOME</b>	<b>\$ 8,184,670</b>	<b>\$ 12,029,893</b>	<b>68%</b>	<b>\$12,029,893</b>	
<b>Expenses</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>%</b>	<b>Annual Budget</b>	<b>Notes</b>
Home Construction	\$ 2,610,165	\$ 5,539,395	47%	\$5,539,395	
Operating	\$ 3,209,406	\$ 3,499,428	92%	\$3,499,428	
ReStore	\$ 2,381,194	\$ 3,008,450	79%	\$3,008,450	
<b>TOTAL EXPENSES</b>	<b>\$ 7,329,602</b>	<b>\$ 9,758,134</b>	<b>68%</b>	<b>\$12,047,273</b>	
<b>Net Profit/Loss</b>	<b>\$ (16,095)</b>	<b>\$ (17,380)</b>		<b>-\$17,380</b>	
<b>Year over Year changes</b>	<b>YTD 2024</b>	<b>YTD 2023</b>	<b>Change</b>		
Change in Cash	\$ 831,347	\$ 3,789,486	\$ (2,958,138)		
Account Payable (due to vendors)	\$ 685,666	\$ 733,102	\$ (47,435)		
Long Term Loans	\$ 3,149,010	\$ 3,193,136	\$ (44,125)		
Short Term Liabilities	\$ 300,791	\$ 924,724	\$ (623,932)		
Construction in Progress	\$ 6,594,006	\$ 3,380,027	\$ 3,213,979		

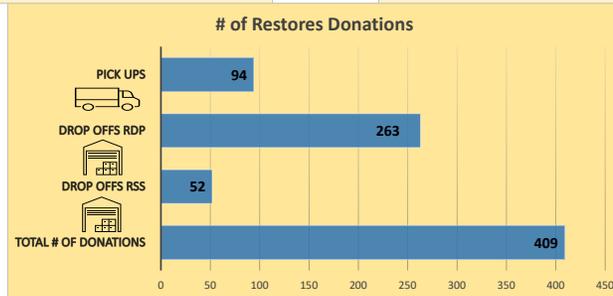
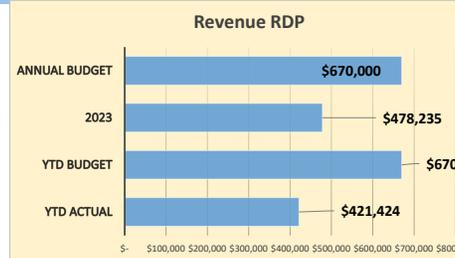
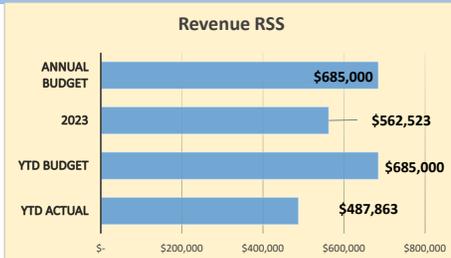
1.RESOURCE DEVELOPMENT



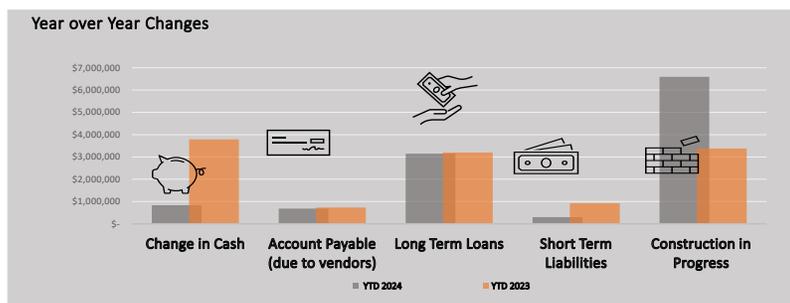
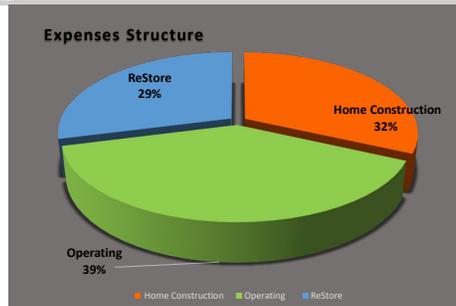
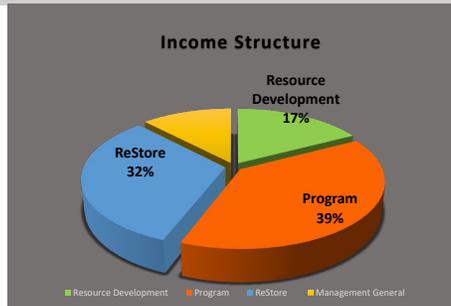
2.PROGRAM & BUILDS



3.RESTORE



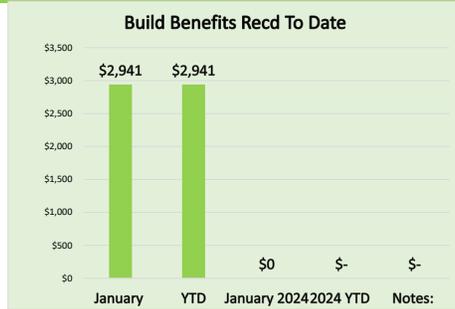
4.FINANCIALS



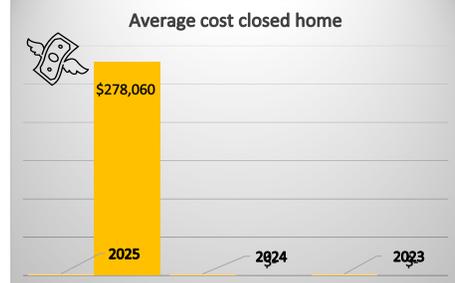
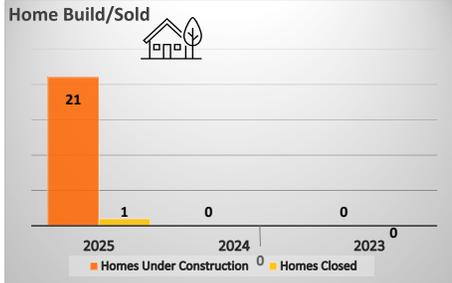
Department	Glossary	Graphic #
<b>RESOURCE DEVELOPMENT</b>	Department works with corporate and individual donors, responsible for volunteer coordination and marketing strategy of the Organization	<b>1</b>
<b>PROGRAM</b>	All the projects currently rulled by the Organization including Construction projects, Family servises, Real estate development, Home repairs program, NMTC	<b>2</b>
<b>RESTORE</b>	Organization is managing two Restores - the data shows individual results for each store	<b>3</b>
<b>FINANCIALS</b>	Data shows the revenue and expenses for each department based on YTD data and compared to the annual budget. Year over year chart shows current data compared to previous year same period position of important cash activities	<b>4</b>

As of January 2025 DASHBOARD					
<b>RESOURCE DEVELOPMENT</b>	<b>January</b>	<b>YTD</b>	<b>January 2024</b>	<b>2024 YTD</b>	<b>Notes:</b>
New Donors	12	12	45	45	Large difference likely due to change in last 2024 date.
New Keystone Benefit Members (\$1500+ Annually/Mission Support)	2	2	1	1	Reminder - First Time Donors
<b>RESOURCE DEVELOPMENT</b>	<b>January</b>	<b>YTD</b>	<b>January 2024</b>	<b>2024 YTD</b>	<b>Notes:</b>
Build Benefits Recd To Date	\$2,941	\$2,941	\$0	\$ -	
Build Benefits Pledged	\$0	\$0	\$0	\$0	
Renewed Donors		58%		36%	
BOD Funds Pledged	\$0	\$0	\$34,900	\$34,900	
BOD: Funds Received	\$0	\$0	\$4,136	\$4,136	
BOD % Giving	0%	0%	10%	10%	
BOD Meeting Attendance	NA	NA	68%	68%	2024 Board Retreat held 1/27/24
<b>PROGRAM</b>	<b>2025</b>	<b>2024</b>	<b>2023</b>	<b>Annual Budget</b>	<b>Notes:</b>
Homes Under Construction	21				
Homes Closed	1			17	
<b>BUILDS</b>	<b>2025</b>	<b>2024</b>	<b>2023</b>		<b>Notes:</b>
Average Cost / Closed Home	\$278,060	\$ -			
Future Build Sites Available	19				
Applicants Pipeline	50	25	0		15 Tier 1 Applicants (2024)
Mortgage Loan Fund Balance	\$2,786,999	\$3,635,760	\$2,445,000		
<b>RESTORE</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>2024</b>	<b>Annual Budget</b>	<b>Notes</b>
Revenue RSS	\$ 32,200	\$ 42,500		\$560,000	Sales Only
<b>RESTORE</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>2024</b>	<b>Annual Budget</b>	<b>Notes</b>
Revenue RDP	\$ 25,397	\$ 38,750		\$ 530,000	Sales Only
<b>ReStore P/L</b>	<b>\$ 100,688</b>	<b>\$ 129,783</b>		<b>\$ 225,311</b>	
<b>Total # of Donations</b>	<b>448</b>				
Drop Offs RSS	50				
Drop Offs RDP	311				
Pick Ups	87				
<b>FINANCIALS</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>YTD %</b>	<b>Annual Budget</b>	<b>Notes</b>
<b>Income</b>					
Resource Development	\$ 95,247	\$ 90,950	105%	\$1,470,202	
Program	\$ 304,780	\$ 284,622	107%	\$7,277,596	
ReStore	\$ 115,194	\$ 157,500	73%	\$2,927,200	
Management General	\$ 23,276	\$ 21,554	108%	\$455,869	
<b>TOTAL INCOME</b>	<b>\$ 538,425</b>	<b>\$ 554,626</b>	<b>97%</b>	<b>\$12,130,867</b>	
<b>Expenses</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>%</b>	<b>Annual Budget</b>	<b>Notes</b>
Home Construction	\$ 278,060	\$ 254,857	109%	\$6,177,863	
Operating	\$ 274,752	\$ 246,778	111%	\$3,726,889	
ReStore	\$ 158,265	\$ 207,783	76%	\$2,701,889	
<b>TOTAL EXPENSES</b>	<b>\$ 711,077</b>	<b>\$ 709,418</b>	<b>100%</b>	<b>\$12,606,641</b>	
<b>Net Profit/Loss</b>	<b>\$ (172,652)</b>	<b>\$ (154,792)</b>	<b>112%</b>	<b>-\$475,774</b>	
<b>Year over Year changes</b>	<b>YTD 2025</b>	<b>YTD 2024</b>	<b>Change</b>		
Change in Cash	\$ 518,981	\$ 3,296,398	\$ (2,777,417)		
Account Payable (due to vendors)	\$ 461,545	\$ 706,792	\$ (245,247)		
Long Term Loans	\$ 3,145,369	\$ 3,189,645	\$ (44,276)		
Short Term Liabilities	\$ 291,321	\$ 1,012,100	\$ (720,779)		
Construction in Progress	\$ 6,526,948	\$ 3,845,262	\$ 2,681,686		

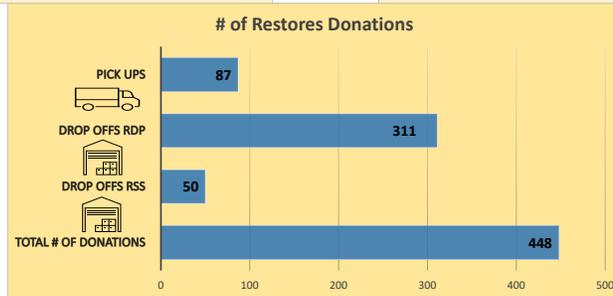
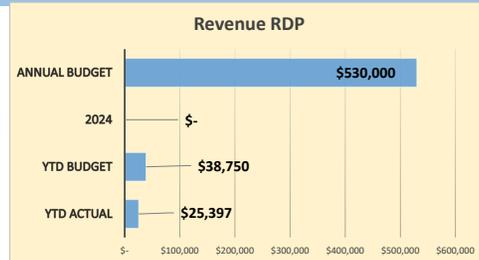
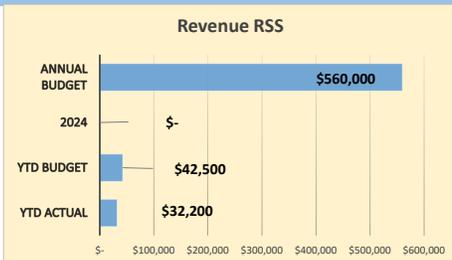
1.RESOURCE DEVELOPMENT



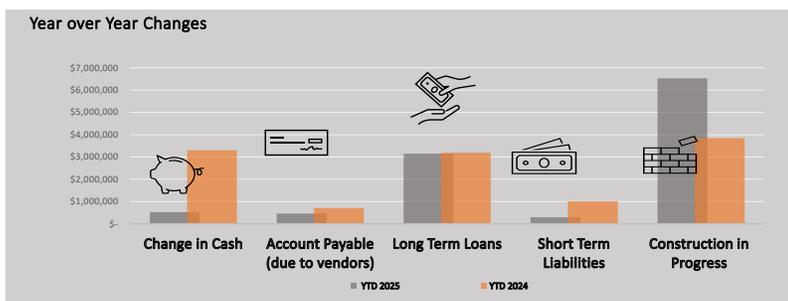
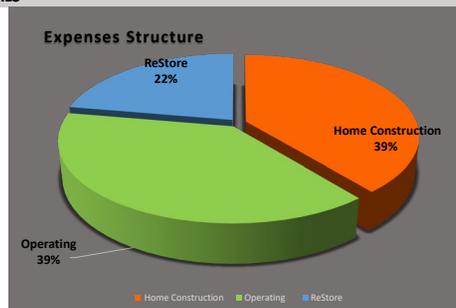
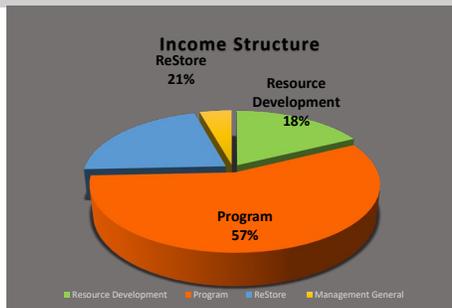
2.PROGRAM & BUILDS



3.RESTORE



4.FINANCIALS



Department	Glossary	Graphic #
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**Habitat for Humanity Saint Louis Board of Directors Meeting  
Tuesday, March 25, 2025  
CEO Report**

**Success and Shout Outs!**

**Resource Development (RD)**

As part of the continued tracking of donors identified as HFHI contributors, January's contributions represent \$4,455 from 18 HFHI/HFHSL donors, which made up about 19% of appeal donations in January.



Keystone Group: Ameren

A-B “Road Show”  
Confirmed for May 20, 2025 (with donation increase!).

**Federal Updates and Announcements**

HUD (Housing and Urban Development) Contracts:  
Citing DEI concerns, HUD recently terminated its capacity building and technical assistance grants for two of the three organizations in its Section 4 program. Both Enterprise Community Partners and Local Initiative Support Corp (LISC) received notices of their contracts being cancelled. To date, HFHI, the third partner, has not received the same notice. More can be found at the link below:

[DOGE Cites 'DEI,' LinkedIn Profiles It Doesn't Like In Killing Off HUD Contracts - TPM – Talking Points Memo](#)

As HFHI also has similar platform information on DEI, including launching a new “Belonging” resource for affiliates, this announcement has raised concern/outreach from affiliates regarding DEI policies and considerations.

EPA Money (HFHI):

Last week, donors reached out (one sharing the link below) regarding the announcement that Trump and the FBI were investigating HFHI for fraud. <https://newrepublic.com/post/192660/trump-fbi-charge-climate-organizations>

After forwarding the article via email to HFHI, the following response was received:

Dear Habitat leaders,

Habitat for Humanity International is aware of news coverage implying Habitat for Humanity is under investigation due to receiving federal funds from the Environmental Protection Agency. We have heard from affiliates and affiliate support organizations that have questions and concerns about this narrative, and we want to share information we hope will provide clarity. We also know that many of you have received inquiries from local media outlets on this issue. Any media inquiries you receive should be forwarded to [media@powerforwardcommunities.org](mailto:media@powerforwardcommunities.org). Not to be shared with media, below is background information on Habitat's connection to Power Forward Communities and the investigation:

*As far as we know at Habitat for Humanity International, federal authorities are investigating companies that received funds awarded under the EPA National Clean Investment Fund (NCIF) under the prior administration. Habitat's only involvement is as a subrecipient of the Power Forward Communities grant. Habitat is not a target of this investigation and has no further knowledge of the investigation other than what has been publicly reported.*

*Habitat has always conducted its work in full compliance with the law, and will continue to comply with the law, including any investigation that may arise regarding NCIF. We welcome the opportunity to cooperate with the government's investigation and provide investigators with any information they may need. The only HFHI-related accounts that have been frozen are holding accounts for NCIF grant funds at Citibank.*

### **State Allocation**

Within General Revenue/Department of Social Services, an allocation of \$250k remains in the Governor's budget. In hopes of receiving the same amount as the current FY (\$500k) and after multiple visits to Jefferson City, an amendment is being submitted by Rep. Gregg Sharpe (District 4) for an additional \$500k.

### **Affordable Housing Assistance Program (AHAP) Tax Credits**

Senator Tracy McCreery has introduced a bill (SB399) that would remove the line of demarcation between AHAP Operating and Production credits. The proposed change is comparable to changes pursued previously.

### **James S McDonnell Foundation**

Application workshops were held with interested Habitat homeowners in late February. Over 150 applications are now under review with most applications being received in the home renovations/improvement/repair category. Following an initial review by Family Services, and for the sake of transparency, applications with personal information redacted will be reviewed by Staff Directors. As a reminder, the grant funds represent a 10:1 match. St. Louis Community Credit Union will assist with homebuyer accounts as well as other resources (credit check-ups / financial wellness reviews / etc.).

### **Program**

**Neighborhoods/ Home Construction/Homebuyers**

**CDA = Community Development Administration within City of St. Louis.**

**AHTF = Affordable Housing Trust Fund within City of St. Louis**  
**OCD = Office of Community Development within St. Louis County**  
**NMTC = New Market Tax Credits**  
**Construction In Progress – Reports Attached**



Closings:

712 Lookaway – Closed!

3708 California (photo above) scheduled for March 26<sup>th</sup> pending SLDC final approval for downpayment assistance and 3330 Vista for the week of April 7<sup>th</sup>.



Clinton and Monroe (NMTC properties in Old North St. Louis)

**St. Louis County**

After exhausting options related to clearing title on various properties in Ferguson, OCD has agreed to move all funds (\$590k) to Maplewood. Currently seeking 4-5 homes (to be rehabbed) and/or lots for new construction. An ask was sent to various bank partners for bank owner or notification of short sale properties. Additionally, the donation of a lot is being pursued.

### **Home Repair**

As prior grant funds are exhausted (AHTF) and the most recent renewal request was denied, other sources to continue the program are being pursued. An application to the Federal Home Loan Bank is being considered that would represent a less restrictive scope of work and more money per home. Initial conversations indicate that it would be viewed as a competitive application.

### **Management/General**

#### **3830 Building**

Following the winter storm in January, various areas within 3830 encountered roof leaks. While smaller leaks had occurred previously (especially after Independence Day and New Years), this incident was in larger areas and there was much more water. Much thanks to Lauren Talley, Amy Berg and Lance Cage for their input and assistance. At this time, the warranty on the coating materials is being pursued – however, based on the damage, a more extensive repair is likely pending.

*If you have any questions not covered in the above, please feel free to email me in advance of Tuesday's meeting and I will prepare for / add to our discussion. Thanks.*



**Habitat**  
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Saint Louis

# 2025 Annual Board Retreat

February 1, 2025  
Outcomes



A world where everyone has a decent place to live.

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### Mission Statement

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities and hope.



**Nationally, 80% of Board have fewer than 20 members.**

*Board Source*

Skills/Expertise

Includes Alumni Board

More than 1 Response per individual

Not in %

Business/Corporate 17

Community = 8

HR/Legal = 6

Construction = 5

Finance = 5

Other

Architect-Design / Affordable Housing & New Market

Tax Credits / Creative Ad – Marketing – Storytelling /

DEI & Social Justice / Fundraising

# The Board – Who We Are

Currently **29 people strong**

**Male – 52%** (2024: 56.7% / National Average – 58%)

**Female – 48%** (2024: 43.3% / National Average – 46%)

**White – 55.2%** (2024: 63.2% / National Average 78%)

**Non-White – 44.8%** (2024: 36.8% / National Average 22%)

**Age: 40's 38%** (2024: 33.3%)

50's **24.2%** (2024: 40%)

30's **20.6%** (2024: 13.3%)

60's **10.4%** (2024: 10%)

20's **6.8%** (2024: 0)

(National Average Over 55 = 43%)

## **Board Length of Service:**

3 years or less – **65%**

4 years to 6 years – **25%**

More than 6 years – **10%**

# The Power of 1

What's the Board's highest and best use in serving HFHSL?

**Facilitate, Engagement, Experience, Support, Elevate**

How do we want HFHSL to be known by the homeowners we serve?

**Opportunity, Supportive, Partner, Foundation, Partner**

How do we want HFHSL to be known in the community and by donors?

**Impactful, Local, Stewardship, Trustworthy, Impactful**

You met someone who has never heard of the ReStore, describe it to them using one word.

**Revitalizing, Opportunity, Win (Win / Win), Valuable, Resource**

What do we want to achieve in the next 3 years?

**Scale, Sustainability, Sustainability, (Continued) Success, Growth**



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Saint Louis

**The What**

# What Now? What Next? What's Up?



Raising Resources in a ~~Habitat 2.0~~ Unknown World:  
Ongoing



**ReStore Relocation and/or Expansion**



The Partnership / Collaboration Model including New  
Market Tax Credits: Ongoing



Tax Exempt Financing of “Infrastructure”



**Organizational Design** including Succession Planning

# Pathways – Habitat 2.0 as selected in 2024

	<b>Path 1: 30% of Fee 0% of DM Revenue Share</b>	<b>Path 2: 40% of Fee 30% of DM Revenue Share</b>	<b>Path 3: 100% of Fee 70% of DM Revenue Share</b>
FY 2025 Fee	\$58,500	\$78,000	\$195,000
DM Revenue Share (Based on Net)	\$0	\$99,202	\$231,471
Affiliate Net Payment	\$58,500	-\$21,202	-\$36,471

**Fee Path and Collaborative Development Tier selection is annually for 3 years (FY 2024, 2025, 2026).**

**HFHI will reevaluate after three years.**



Menu

Resource  
Development  
Opportunities  
and  
Needs

Building Homes  
Building Hope  
Building St. Louis

Building Engagement  
Building Relationships  
Building Possibilities

# HFHI Statement

FY 2025 Quarter 2 (Oct - Dec)

## Habitat 2.0 Fee Details

Path 2: On Ramp @ 40% of Total Annual Fee	\$78,000
Quarterly Fee	\$19,500

## HFHI Direct Marketing Revenue Quarterly Details

Gross DM Revenue	\$238,776.72
• Less 40% Cost to Raise	- \$95,510.69
Net DM	\$143,266.03
• Less 70% HFHI Revenue Share	-\$100,286.22
Net Affiliate Share	\$42,979.81

Quarterly Amount Owed from HFHI

\$ 24,014.41

# HFHI Statement

FY 2025 Quarter 1 (July – Sept)

## Habitat 2.0 Fee Details

Path 2: On Ramp @ 40% of Total Annual Fee	\$78,000
Quarterly Fee	\$19,500

## HFHI Direct Marketing Revenue Quarterly Details

Gross DM Revenue	\$94,525.30
• Less 40% Cost to Raise	- \$37,810.12
Net DM	\$56,715.18
• Less 70% HFHI Revenue Share	-\$39,700.63
Net Affiliate Share	\$17,014.55

Quarterly Payment Owed to HFHI

\$ 2,250.85

# Growing Individual Giving

Concentrated effort to convert more HFHI donors to giving locally.

Brick by Brick Monthly Sustainers- 36 members donating \$10 - \$500/month. In 2024, they collectively raised \$25,881.

Top 10 Prospects - Growth or New Giving.

Using and leveraging resources already in place.



**Local  
gifts  
build  
local  
homes.**

# Executive Build

Build Lasting Connections While  
Helping Build A Stronger St. Louis  
Community.

Half Day Build followed by  
Networking Lunch

\*A \$500 minimum donation is  
required (participants).

**HOSTS NEEDED!**





## Expand In Kind Donations: Construction and ReStore

Money Not Spent =  
Money We Don't Need To Raise!

Expands Our Audience and  
Reaches New Communities.

Construction Wish List:  
Roofing, Siding, Concrete,  
Drywall, Paint.

ReStore Wish List:  
Cabinet Sets, Doors, Windows,  
Toilets, Vanities, Stoves,  
Refrigerators, Microwaves,  
Flooring & Tubs.





**Grow The Next  
Generation of  
Volunteer  
Construction  
Leadership**

New Audiences

New Backgrounds

New Strengths

Next Leadership Class:

Summer 2025



# 2025 Meeting Dates

March 25 @ 11:30

April 22 @ 11:30

**May 20 @ 4 pm (Ameren)**

June 24 @ 11:30

August 26 @ 11:30

**September 23 @ 4 pm (Enterprise Bank)**

October 28 @ 11:30

November 25 @ 11:30



## CURRENT ACTIVE JOBSITES

	BOTTLE NECK	ADDRESS	% COMPLETE	PRE	PERMIT	FOUNDATION	FRAMING	MEP	PAINT	FINISHES
1	PERMIT	3708 California Avenue	100%							
2	TREADS/PAINT	3735 California Avenue	90%							
3	DECK/PAINT	3712 Nebraska Avenue	90%							
4	FINISHES	1312 Warren	90%							
5	HARDWARE	1302 Monroe	95%							
6	HARDWARE	1304 Monroe	95%							
7	HOME BUYER	7700 Michigan	95%							
8	DRYWALL	1518 Mallinckrodt Street	50%							
9	AMEREN METER	1530 Mallinckrodt	45%							
10	ELECTRICAL	2019 Destrehan Street	40%							
11	ELECTRICAL	3740 Iowa Avenue	40%							
12	INSULATION	3706 California	45%							
13	PLUMBING	1211-13 Clinton	25%							
14	PLUMBING	1215 Clinton	25%							
15	ELECTRICAL	1514 Mallinckrodt	35%							
16	PLUMBING	1910 Destrehan Street	35%							
17	FRAMING	3740 Iowa R	15%							
18	HVAC	6535 Plymouth	25%							
19	DEMO	1300 Monroe	10%							
20	ZONING	3409 Vista	5%							
21	ARCHITECTURAL	3421 Park	5%							
22	CITY	3728 Nebraska	5%							
23	CIVIL	6545 Plymouth	5%							
24	CIVIL	1201 Park	5%							
25	CIVIL	1205 Park	5%							
26	CIVIL	1300 Rutger	5%							
27	CIVIL	1316 Rutger	5%							
28	CIVIL	1308 S 13th	5%							