



**Board of Directors Meeting  
September 23, 2025  
Enterprise Bank 11401 Olive Blvd, Saint Louis, MO 63141**

Call to Order:	Jim Del Carmen
Mission Moment:	Abigail Kepple
Minutes of August 26, 2025, Meeting:	Kimberley Batteast-Moore
Treasurers Report:	Judy Cromer
CEO Report:	Kimberly McKinney

Other/Open Business:

Adjournment of Full Board

**Executive Session** \*If Needed

Social Hour

**MARK YOUR CALENDARS:**

*Upcoming Events*

Tuesday, October 28, 2025

Tuesday, November 25, 2025

**Board Meeting, 11:30 AM**

**Board Meeting/2026 Budget, 11:30 AM**

“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)  
August 26, 2025

The following members of the Board of Directors and other interested parties participated via conference call/virtual or in person.

Amy Berg	Andrew Nelch	Angie Eslinger
Ashley Storman	Briana Bobo	Chauncey Nelson
Jami Boyles	Judy Cromer	Keith Brooks
Kelly Baumer	Kevin Wilson	Kimberley Batteast Moore
Lance Cage	Lance McNeel	Lennox Mark
Matt Guymon	Matthew Kim	Mike Eggleston
Paul Woodruff	Howard Smith	Nat Walsh
Kimberly McKinney	Irena Dimitrova	Shelton Anderson
Josh Smith		

Judy Cromer called the meeting to order at 11:33 am, August 26, 2025

CEO Kimberly Mckinney presented the Mission Moment. Kimberly spoke about the recent summer outing for Habitat Staff at a St. Louis Cardinals game as an example of how reputation matters. An usher who initially was professional but curt had a vastly different attitude upon learning the group was from Habitat Saint Louis. Kimberly thanked the Board for their role, along with staff and volunteers, for the community reputation within St. Louis.

A motion to approve the minutes of June 24, 2025, Board of Directors meeting was made by Paul Woodruff, seconded by Amy Berg, and approved unanimously.

The Strategic Topic was an update on the SLDC Housing Guarantee Fund provided by Shelton Anderson, Vice-President LRA at St. Louis Development Corporation and Howard Smith, Alumni Board member and Principal, Smith NMTC Associates. Both provided information on the possible second NMTC transaction with SLDC including LRA's block by block approach, Habitat's historical involvement with NMTCs and what is known of the opportunity at this time. A motion to approve the project conceptually with additional details to be provided at future meetings was made by Amy Berg, seconded by Kevin Wilso, and approved unanimously.

Judy Cromer provided the Treasures Report noting that sales for Restore South Side were 91% of budget, whereas ReStore Des Peres was at 74%. The pending AHAP transaction is largely responsible for the overall loss. Mission Support continues to outperform budget partially due to several bequests. Judy also shared that as noted in the audit, the financing on the headquarters building terms next year, she is reviewing and will provide an update at a future meeting.

As part of her CEO report, Kimberly gave a shout out to those who attended the 40<sup>th</sup> Anniversary planning meeting. 12 Kimberly also shared that the Summer Appeal is off to a slow start. Efforts are underway to boost its performance with social media and Board members are encouraged to follow/like/share the posts. Additionally, a reminder that matching gifts from your employer (or spouse's employer) double your gift.

An anonymous donor has committed to \$100k in funding Pope Leo Village. The funds may leverage additional money from local Catholic or other faith-based congregations and while we are one of multiple Habitats being funded, the money did not come through HFHI.

Kimberly thanked those who attended the kick-off brainstorming session for the 40<sup>th</sup> Anniversary and provided a summary of the session. As shared by email, the Vendor Event (In Kind Subcontractors and Materials Suppliers) has been rescheduled for September 17<sup>th</sup>, 5 – 7 pm at Anheuser-Busch.

The rehab in Maplewood has been purchased and closing on the vacant lot that will support the construction of two new homes is anticipated by the end of August. St. Louis County Office of Community Development has agreed to move forward on closing the documentation for the construction and down payment subsidy based on 3 of 4 being identified.

1302 Monroe in Old North St. Louis has closed.

Pending the renewal meetings with Board members who are completing their first three-year term, there will be 3 – 6 openings for “Class of 2026” Board Members. Please consider your contacts and provide suggestions.

The water supply line to the Break Room refrigerators cracked overnight August 7-8 flooding the kitchen, copy room, small meeting room, one office and Royal Banks. Now that Woodard has dried the area, Habitat Construction staff will complete repairs.

Prior to September 30, 2025, the HFHI FY2025 Affiliated Organization Covenant and the Quality Assurance Checklist must be completed. Affiliate participation is required and is an element of good standing. “Affiliates that submit after the deadline will be out of good standing, with limited opportunity to get back into good standing in FY2026 for this element.” Included as a direct quote from instructional information because of the critical importance created by the Habitat 2.0 Fee and Collaborative Development. The Quality Assurance Checklist (QA Checklist) contains standards and practices that are expected of each affiliate. The QA Checklist is divided into two sections - Section 1: Core Requirements and Section 2: Other Essential Practices. A copy of the Covenant and QA Checklist were provided. Kimberly shared that all the responses on the checklist are anticipated to be yes and highlighted changes since last year’s document.

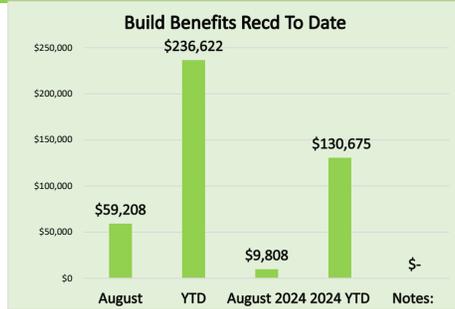
On a motion by Lance Cage, seconded by Kelly Baumer and approved unanimously, the Board approved the submittal of the required documents to HFHI.

There being no further business and on a motion by Kelly Baumer, seconded by Dr. Ashley Storman and approved unanimously, the meeting was adjourned at 12:58pm.

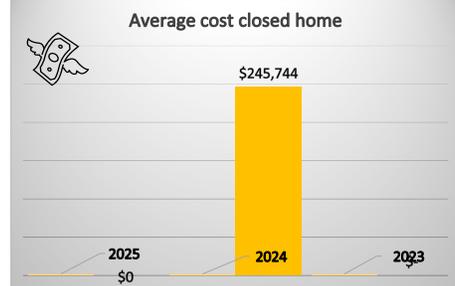
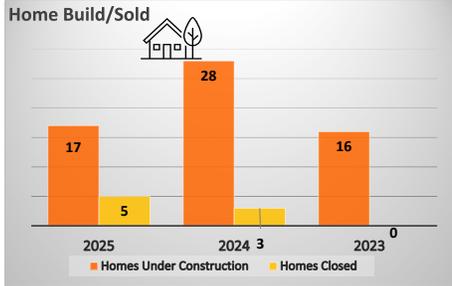
Respectfully submitted Kimberley Batteast-Moore

As of August 2025 DASHBOARD					
<b>RESOURCE DEVELOPMENT</b>	<b>August</b>	<b>YTD</b>	<b>August 2024</b>	<b>2024 YTD</b>	<b>Notes:</b>
New Donors	10	251	17	174	
New Keystone Benefit Members (\$1500+ Annually/Mission Support)	1	9	0	6	Reminder - First Time Donors
<b>RESOURCE DEVELOPMENT</b>	<b>August</b>	<b>YTD</b>	<b>August 2024</b>	<b>2024 YTD</b>	<b>Notes:</b>
Build Benefits Recd To Date	\$59,208	\$236,622	\$9,808	\$ 130,675	
Build Benefits Pledged	\$5,000	\$198,500	\$3,000	\$82,500	
Renewed Donors		40%		49%	Monthly Stat, Not Cumulative
BOD Funds Pledged	\$0	\$38,700	\$0	\$47,300	All Board Pledges In / No New Pledges
BOD: Funds Received	\$200	\$19,700	\$336	\$24,594	Average Bd Gift: \$1334 based on paid/pledged
BOD % Giving	10%	45%	10%	52%	
BOD Meeting Attendance		71%		68%	
<b>PROGRAM</b>	<b>2025</b>	<b>2024</b>	<b>2023</b>	<b>Annual Budget</b>	<b>Notes:</b>
Homes Under Construction	17	28	16		
Homes Closed	5	3	0	18	
<b>BUILDS</b>	<b>2025</b>	<b>2024</b>	<b>2023</b>		<b>Notes:</b>
Average Cost / Closed Home	NA	\$245,744	\$ -		
Future Build Sites Available	17	18	17		
Applicants Pipeline	16	25	NA		Tier 1 / 2
Mortgage Loan Fund Balance	\$2,189,953	NA	\$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	\$ 336,138	\$ 379,000	\$ 323,406	\$560,000	Sales Only
	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>2024</b>	<b>Annual Budget</b>	<b>Notes</b>
Revenue RDP	\$ 267,577	\$ 359,000	\$ 293,330	\$ 530,000	Sales Only
ReStore P/L	\$ (290,893)	\$ 366,124	\$ (323,677)	\$ 225,311	
<b>Total # of Donations</b>	<b>677</b>				
Drop Offs RSS	121				
Drop Offs RDP	409				
Pick Ups	147				
Call Returned	625				
<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	\$ 1,008,550	\$ 636,502	158%	\$1,470,202	
Program	\$ 2,547,195	\$ 5,378,531	47%	\$7,277,596	
ReStore	\$ 1,207,710	\$ 2,209,200	55%	\$2,927,200	
Management General	\$ 197,761	\$ 358,432	55%	\$455,869	
<b>TOTAL INCOME</b>	<b>\$ 4,961,216</b>	<b>\$ 8,582,665</b>	<b>58%</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	\$ 2,514,123	\$ 5,667,155	44%	\$6,177,863	
Operating	\$ 1,391,939	\$ 1,558,857	89%	\$3,726,889	
ReStore	\$ 1,498,603	\$ 1,843,076	81%	\$2,701,889	
<b>TOTAL EXPENSES</b>	<b>\$ 6,004,279</b>	<b>\$ 9,765,088</b>	<b>61%</b>	<b>\$12,606,641</b>	
<b>Net Profit/Loss</b>	<b>\$ (1,043,063)</b>	<b>\$ (1,182,423)</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	\$ 605,959	\$ 1,134,479	\$ (528,520)		
Account Payable (due to vendors)	\$ 547,920	\$ 952,217	\$ (404,296)		
Long Term Loans	\$ 3,194,414	\$ 3,163,916	\$ 30,498		
Short Term Liabilities	\$ 708,857	\$ 496,797	\$ 212,060		
Construction in Progress	\$ 5,872,357	\$ 5,869,973	\$ (2,384)		

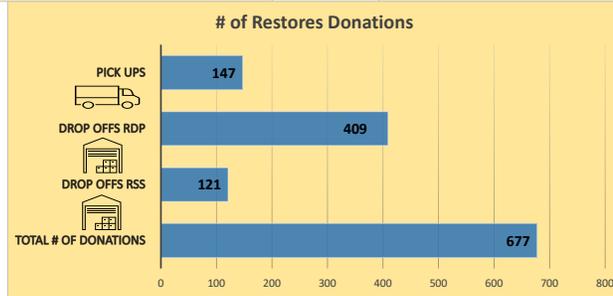
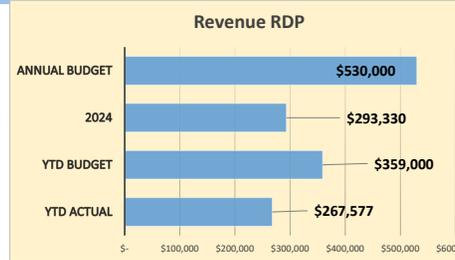
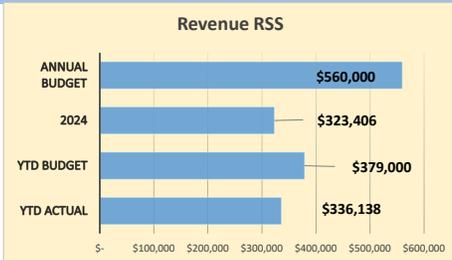
1.RESOURCE DEVELOPMENT



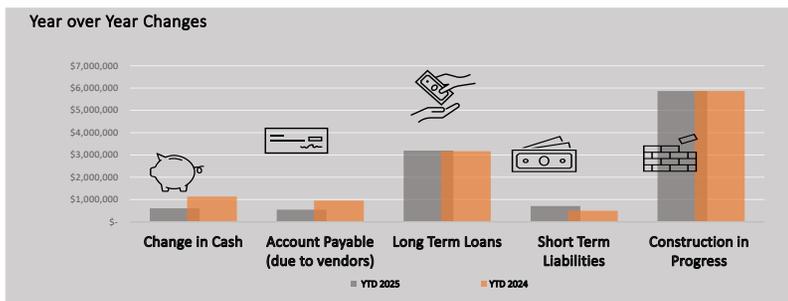
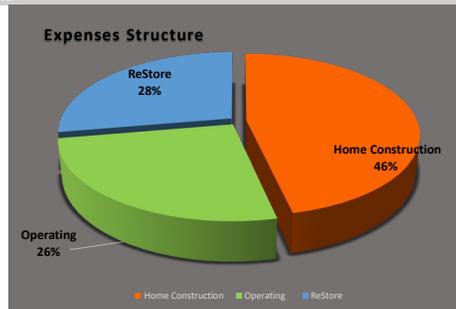
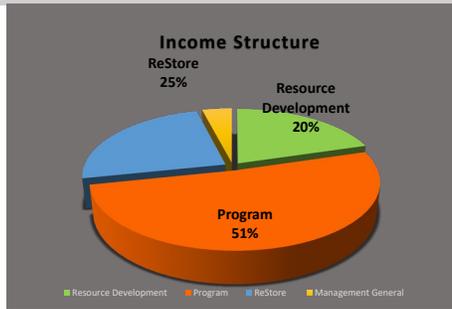
2.PROGRAM & BUILDS



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>

**Habitat for Humanity Saint Louis Board of Directors Meeting  
Tuesday, September 23, 2025  
CEO Report**

**Success and Shout Outs!**

**Resource Development (RD)**

**Keystone Groups**

August groups included Ameren, Manchester United Methodist, and individual volunteers. More below on an upcoming volunteer orientation.



**Pope Leo Village**

A press release announcing the Pope Leo gift and an upcoming wall raising ceremony (10:30 am, Wednesday, October 29<sup>th</sup> at 1300 Rutger) will be in circulation as of September 25<sup>th</sup>.

**40<sup>th</sup> Anniversary**

As shared by email, the next meeting was postponed from the prior September date to Thursday, October 2<sup>nd</sup> from **4:30 – 6 pm** at Habitat, all are welcome.

**ReStore**

Look for new signage coming soon in both ReStores. Staff just completed a full sign audit, and a “catalog” of directional/departmental sign is underway.

**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**

**SLDC = St. Louis Development Corporation**

## Construction In Progress – Reports Attached

A verbal update on the SLDC Housing Development Guarantee Fund (August Strategic Topic) will be provided at the meeting.

### Closings:

1304 Monroe – CLOSED! Photo of homebuyer with Josh Smith, Director of Construction, below.



### **Management/General**

### **HFHI**

Habitat for Humanity International's Community Development Financial Institution has raised an \$82 million fund to provide Habitat affiliates and other mission related entities with property acquisition and acquisition/rehab financing. The fund aims to catalyze the production of affordable housing units and community impact by providing acquisition/rehab lines of credit and acquisition term loans.

Loans will be available for up to \$5 million with terms of three to five years. The line of credit will allow for loan-to-values ranging from 95% to 120% to support acquisition/rehab projects.

*“Underwriting will be simple and streamlined and require satisfaction of a set of financial metrics. Appraisals will be required, and final loan sizing will be determined by the appraised value.”* More will be learned on a call on Tuesday, 9/23/2025.

*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.*

CURRENT ACTIVE JOBSITES										
	BOTTLE NECK	ADDRESS	% COMPLETE	PRE	PERMIT	FOUNDATION	FRAMING	MEP	PAINT	FINISHES
1	STEPS/CONCRETE	3735 California Avenue	95%							
2	CONCRETE	3712 Nebraska Avenue	97%							
3	BUYER	1312 Warren	100%							
4	ELECTRIC/HVAC	7700 Michigan	99%							
5	FINISH PLUMBING	1518 Mallinckrodt Street	85%							
6	ROUGH PLUMBING	1530 Mallinckrodt	45%							
7	SIDING/DRYWALL	2019 Destrehan Street	45%							
8	FRAMING	3740 Iowa Avenue	45%							
9	COUNTERTOPS	3706 California	80%							
10	INSULATION	1211-13 Clinton	45%							
11	INSULATION	1215 Clinton	45%							
12	COUNTERTOPS	1514 Mallinckrodt	85%							
13	PAINT	1910 Destrehan Street	55%							
14	GROUND ROUGH	3740 Iowa R	20%							
15	COUNTERTOPS	6535 Plymouth	80%							
16	FRAMING	3409 Vista	20%							
17	FRAMING	3728 Nebraska	20%							
18	EXCAVATION	3421 Park	10%							
19	EXCAVATION	6545 Plymouth	10%							
20	ARCHITECTURAL	1201 Park	10%							
21	EASEMENT	1205 Park UD	5%							
22	CITY (OCT29)	1300 Rutger UD	10%							
23	ARCHITECTURAL	1316 Rutger	10%							
24	ARCHITECTURAL	1308 S 13th	10%							
25	APPLIANCES	1301 Tucker	100%							
26	CITY	2247 Blendon	15%							
27	ARCHITECTURAL	2018 Bredell Lot A	1%							
28	ARCHITECTURAL	2018 Bredell Lot B	1%							