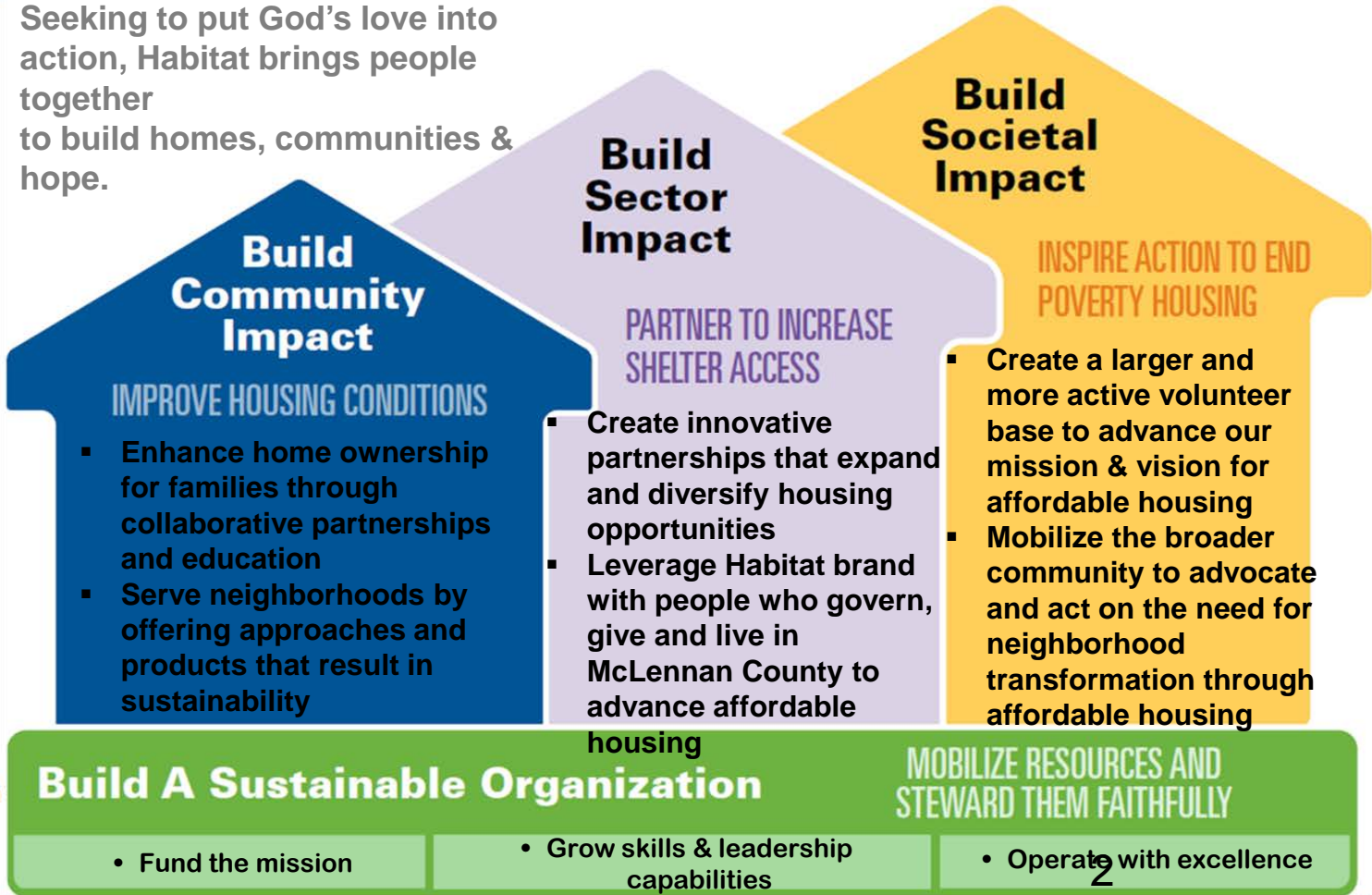


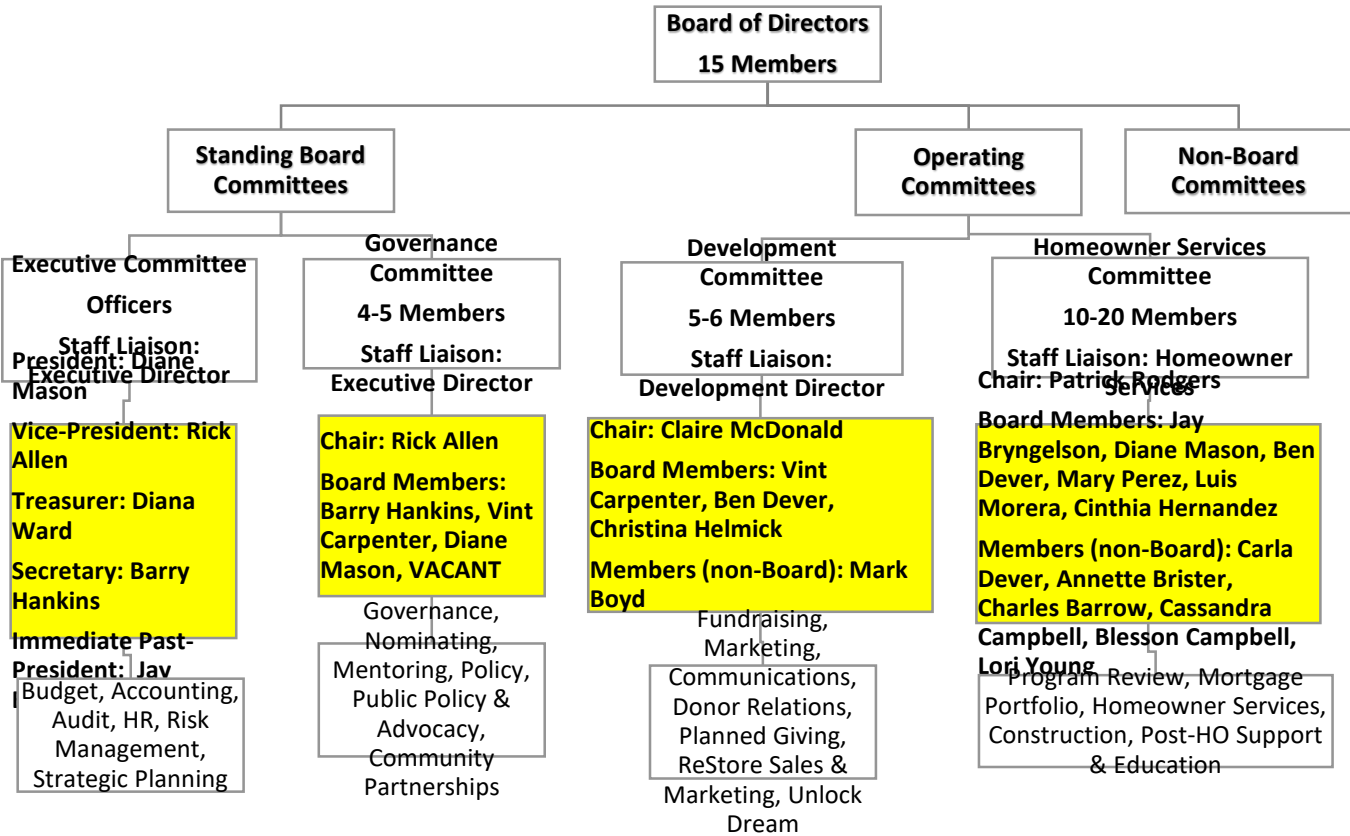
Budget Comparison & Summary Reports

Strategic Plan 2017-2020

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



BOARD ORGANIZATIONAL STRUCTURE FY 2018



BOARD ACTION PLAN

#	BOARD ACTION	STRATEGIC AREA	RESPONSIBLE	TIMING
	FIDUCIARY ROLE			
1	Conduct 4 socials at individual Board Members' homes or businesses and invite friends and business acquaintances	Build Sustainability	Development Committee	Quarterly
2	Start an Endowed Fund for Waco Habitat for Humanity	Build Sustainability	Investment Subcommittee	
3	Learn more about leveraging mortgages	Build Sector Impact	Board	
	STRATEGIC ROLE			
4	Board Member will tell a Habitat Story by giving Mission Moment at each Board Meeting	Build Societal Impact	Board	Monthly
5	Board Members will engage with elected officials on a quarterly basis	Build Sector Impact	Board	Quarterly
6	Board will engage in strategy session on a semi-annual basis	Build Sustainability	Board	Semi-annual
	RESOURCE GENERATION ROLE			
7	100% of Board Members give to Waco Habitat for Humanity	Build Sustainability	Board	Annual
8	100% of Board Members bring along 1 other individual, business or church to join a Giving Club	Build Sustainability	Board	Annual
9	Choose a Fund Raiser and implement it	Build Sustainability	Development Committee	Annual

FY2018 BUDGET COMPARISON

BUDGET CATEGORY	FY 2017 BUDGET	FY 2018 BUDGET
Revenue	\$1,879,200	\$1,828,400
Expenses	\$1,851,000	\$1,809,165
SUBTOTAL	\$28,200	\$19,235
Recurring Capital	\$8,000	\$8,000
TOTAL	\$20,200	\$11,235
Capital Needs	\$135,000 Purchased ReStore Truck	\$147,857

FY2018 REVENUE SUMMARY

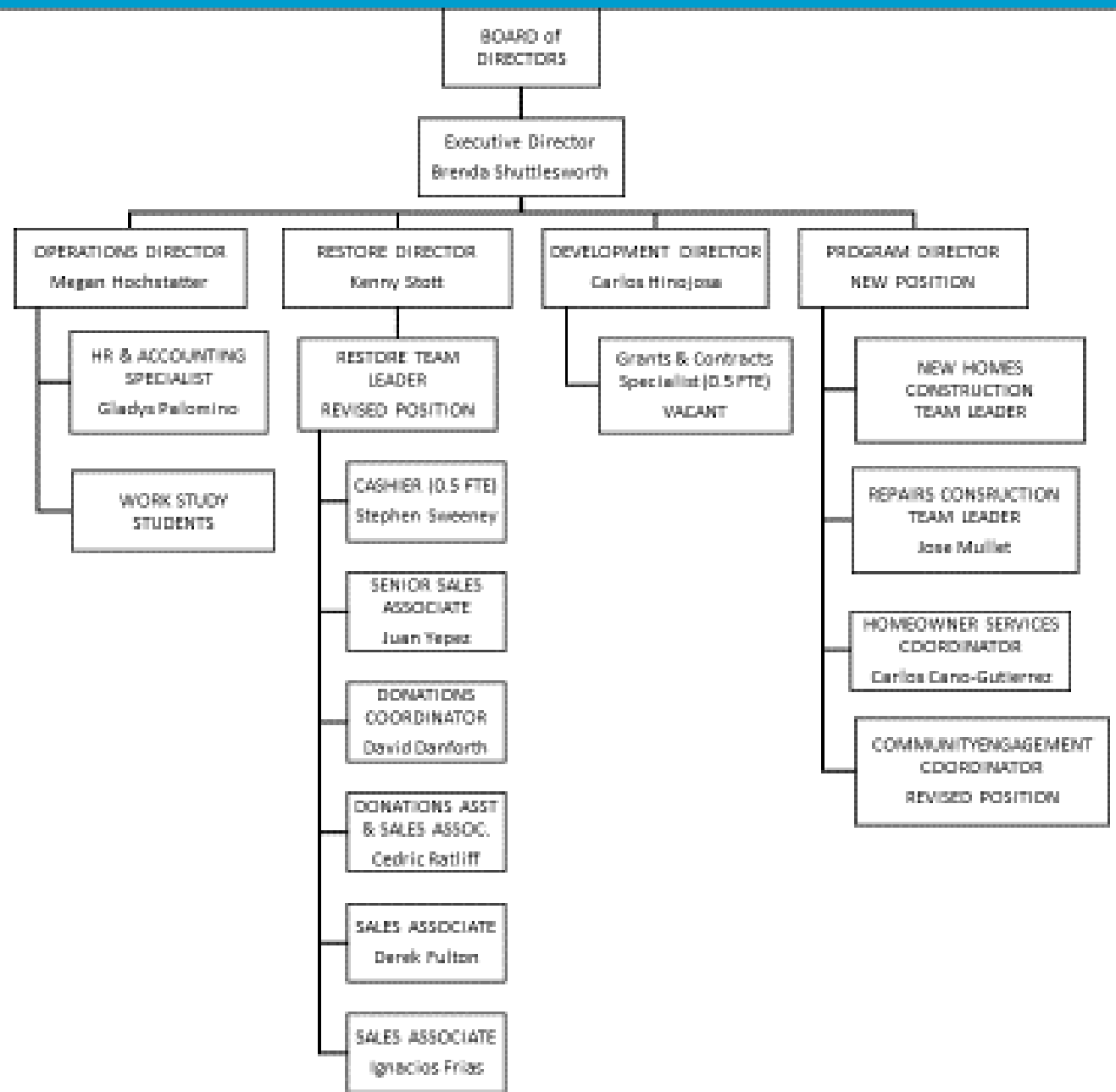
REVENUE CATEGORY	DOLLARS	%
ReStore Sales	\$632,700	34.6%
Mortgage Assistance Grants (Public Funds) (TDHCA Bootstrap, COW DPA, CDBG-IDA, FHLB-HELP)	\$297,000	16.2%
Foundations (Grants)	\$233,200	12.8%
Public Grants (HOME-CDHO, CDBG, FHLB-SNAP, TDHCA Admin Fees, TSAHC)	\$209,500	11.5%
Homeowner Payments (WHFH Principal, Repairs, Late Fees)	\$167,500	9.5%
Individuals	\$100,000	5.5%
Special Events (GloRun, Baylor Fundraisers, New Event)	\$67,500	3.7%
Corporate	\$54,000	3.0%
HFHI Grants	\$42,500	2.3%
Churches	\$20,000	1.1%
Other (Baylor Dues,Interest)	\$4,500	0.2%
TOTAL	\$1,828,400	100%

FY2018 EXPENSE SUMMARY

EXPENSE CATEGORY	DOLLARS	%
Salaries	\$689,250	37.9%
Construction (new, repairs, tithe, closings, tools, lots, warranty work)	\$607,285	33.6%
Fringe Benefits (payroll taxes, health insurance, retirement, WC)	\$181,430	10.1%
Administrative Support (legal, accounting, insurance, facilities)	\$151,000	8.4%
ReStore Sales Support	\$70,500	3.9%
Advertising, Promotion, Special Events, Volunteers, Work Study	\$37,100	2.1%
Office Expenses (office supplies, printing & postage)	\$36,000	2.0%
Travel & Training	\$24,000	1.3%
Membership Fees	\$12,600	0.7%
Subtotal	\$1,809,165	100%
Recurring Capital Expenses	\$8,000	
TOTAL USE OF CASH	\$1,817,165	100%

Organizational Chart

FY 2018



Staff Operational Plan, Goals & Outcomes

FY 2018

07.01.2017 – 06.30.2018

FY 2017-2018 Operational Outcomes

PROGRAMS & SERVICES	FY 2016-2017 GOALS	FY 2017-2018 GOALS	COMMENTS
New Home Construction (167 homes since 1986)	5	5	Materials: \$87,474 In-Kind Gifts: \$17,660
Home Repairs (417 repairs since 2007)	50	30	Average Cost: \$5,201
ReStore Operations (since 2001)	\$550,000	\$632,700	\$30.08 per ton diversion Purchase flooring & cabinets to increase sales to fund ReStore Home Build
Mortgage Stewardship	87%	90%	<10% delinquent = goal for Affiliate of Distinction
Repairs Payback	NA	70%	Current payback compliance at 54%
Volunteer Engagement	2,400 volunteers 18,000 hours	2,000 volunteers 14,000 hours	\$23.07 per volunteer hour 115 volunteers/home
Homeowner Pipeline	12 months	12 months	Healthy pipeline allows ready access to available funds

FY 2017-2018 Staff Departmental Goals

Development Department	Programs Department	ReStore Department	Operations Department
Clearly define Club-level giving and Sponsorship opportunities; communicate to constituents	Explore opportunities to increase Gifts In-Kind for New Home Construction and Repairs Program	Purchase top selling items and sell to sponsor a ReStore House Build	Build relationships with Habitat Homeowner to increase mortgage stewardship
Grow Individual & Corporate giving by improving direct mail, email and social media appeals	Develop and implement outreach/marketing calendar of information meetings provided at key locations in community (i.e., employers, public housing units, community centers)	Grow special events (Half-Off Sales & Elf on a ReStore Shelf) to increase communitywide participation, increased media presence, drive up sales	Build relationships with Repairs Program Partners to increase payback percentage and identify opportunities for education & support
In conjunction with Development Committee, identify annual fundraiser, plan event, implement event, debrief successes and challenges, schedule for following year	Develop and implement Volunteer Engagement program (i.e., thank volunteers, educate about ministry, opportunities to give)	Increase at least one additional distribution center as a Major Donor of donated materials	Identify homeowners and partners with stories to tell”
Increase number of media contacts and foster/enhance existing media relationships	Explore enhanced building opportunities (i.e., solar technology, safe/reinforced rooms, Habitat strong building)	Engage donor to match funds raised through Elf on a ReStore Shelf to purchase electronic signage at Franklin	More fully explore functionality of Loan Servicing Soft and discontinue Keystone support