

# HABITAT FOR HUMANITY OF CITRUS COUNTY

## MONTHLY REPORT

YTD ended 06/30/10

### INCOME AND EXPENSES MONTH ENDING 10/31/09

	Current Month	YTD Budget	YTD Actual Achieved	%	BENCHMARK	YTD Ended 06/30/08
<b>INCOME</b>	<b>Oct-09</b>			#DIV/0!	100% of budget	
Contributions	3,440.00	20,000.00	9,030.47	45%	100% or less of	
Gifts in Kind	2,061.30	16,666.67	9,503.66	57%		
Sponsorships	1,000.00	83,333.33	1,000.00	1%	"	
Fund Raising	6,700.00	6,666.67	6,700.00	101%	"	
Grants	500.00	20,000.00	14,011.91	70%		
Ship	-	44,000.00	75,000.00	170%		
Mortgages	6,474.19	26,666.67	25,789.11	97%		
Home Store	21,272.05	86,666.67	68,995.85	80%		
Land Donations	-	51,666.67	15,711.00	30%		
Other late fees	615.56	2,666.67	808.56	30%		
<b>TOTAL INCOME</b>	<b>42,063.10</b>	<b>358,333.33</b>	<b>226,550.56</b>	63%	"	\$0

<b>EXPENSES</b>						
Home Store expense	18,114.16	63,333.33	63,278.82	100%		
Building - Construction	9,304.00	183,333.33	83,657.90	46%		
Family Services	-	1,333.33	811.04	61%		
P.R./Marketing	3,072.69	13,333.33	10,778.62	81%		
Site Selection	13,815.20	16,666.67	14,565.20	87%		
Volunteer Coordinator	-	10,000.00	-	0%		
Finance Committee	968.85	11,666.67	2,906.55	25%		
Resource Development	968.85	10,000.00	2,906.55	29%		
Church Relations	-	666.67	-	0%		
Program Management	2,583.60	7,333.33	7,759.91	106%		
Lic & Dues	-	1,333.33	-	0%		
Administrative Expense	10,292.76	38,500.00	36,789.67	96%		
Other Expenses Warranty work	-	833.33	-	0%		
Annual Audit Expense	7,126.24		7,124.26			
<b>TOTAL EXPENSES</b>	<b>66,246.35</b>	<b>358,333.33</b>	<b>223,454.26</b>	62%		

<b>ReSTORE INFORMATION</b>						
ReStore Outlet Revenue	21,272.05	93,333.33	68,995.85	74%	100% of budget	
Restore Outlet Expenses	18,114.16	63,000.00	63,279.12	100%		
<b>RESTORE PROFIT/(LOSS)</b>	<b>3,157.89</b>	<b>30,333.33</b>	<b>5,716.73</b>	19%	Profit increase	
<b>FINANCIAL MEASUREMENTS</b>						
					BENCHMARK	
<b>BANK ACCOUNTS</b>		Beginning Cash	Ending Cash		Equal to 6 months of cash utilization rate	12 mos average - Cash Utilization Rate
Operating Account		42,169.69	31,747.24			
Homeowners Escrow Account		25,238.01	35,128.80			
Homestore Account		12,516.36	14,822.00			
<b>TOTAL CASH ACCOUNTS</b>		<b>79,924.06</b>	<b>81,698.04</b>			
<b>CIP ACCOUNTS</b>						
CIP #51 Harrison		35,670.52	46,717.82			
CIP#52 Levine		35,607.82	43,986.40			
CIP# 53 Howard/Weinel		5,582.60	21,179.72			
CIP# 54 Rhodes		5,385.04	18,335.62			
CIP# 55 Crystal River		10.80	109.36			
<b>TOTAL CIP ACCOUNTS</b>		<b>82,256.78</b>	<b>130,328.92</b>			

<b>FINANCIAL MEASUREMENTS</b>		This month ended	Prior month ended	%		Total Mortgage Value
Delinquent Mortgage value >90 Days		< \$1,000.00		#VALUE!	7 % or less of the total mortgage value	
YTD Cost to Raise \$1 (percentage)					Maintain at 10%	
YTD Overhead %					Maintain at 15%	
Average Costs per home with land		\$75,000			Point of	
					< than for-profit builder; conform to industry standard definition	
Average Cost per square foot		\$70.35				
Average Land Cost per unit		\$15,000/\$18,000			Point of	

<b>CONSTRUCTION INFORMATION</b>					BENCHMARK	
# of housing units planned vs. completed YTD		9/3			Units planned should be > or = to 50% complete by Q3	
# under construction/permits		1/2				
# of candidates waiting >6 mos post assignment for const start		0			0	
# Workdays to build a house		54				
<b>LAND BANK</b>					BENCHMARK	
# of lots available for FY09/10		9			ok	
# of lots available for future years		20			ok	
<b>MISCELLANEOUS MEASUREMENTS</b>					BENCHMARK	
Candidates in Pipeline vs. # needed		8 vs 13			Equal to 18 months worth of production	
Foreclosure Percentage		0.0%			2.8% is the national average for Habitat	
# of new donors YTD					increase over last	
# of new volunteers YTD					increase over last	
% of Board Participation					100%	
# of Homes built in Citrus County to		51			200 by end of	
# of homes built overseas with our		21			House for a	
					↑ each year	

Indicates areas of concern