

HABITAT FOR HUMANITY OF CITRUS COUNTY

MONTHLY REPORT

YTD ended 06/30/10

INCOME AND EXPENSES MONTH ENDING 1/31/10

| | Current Month | YTD Budget | YTD Actual Achieved | % | BENCHMARK | YTD Ended 06/30/08 |
|---------------------|------------------|-------------------|------------------------|------------|-----------------|--------------------|
| INCOME | Jan-10 | | | #DIV/0! | 100% of budget | |
| Contributions | 2,672.00 | 35,000.00 | 22,318.83 | 64% | 100% or less of | |
| Gifts in Kind | 1,585.00 | 29,166.67 | 11,780.80 | 40% | | |
| Sponsorships | - | 145,833.33 | 1,000.00 | 1% | " | |
| Fund Raising | 100.00 | 11,666.67 | 6,800.00 | 58% | " | |
| Grants | - | 35,000.00 | 39,019.85 | 111% | | |
| Ship | - | 77,000.00 | 100,000.00 | 130% | | |
| Mortgages | 7,719.64 | 46,666.67 | 46,182.95 | 99% | | |
| Home Store | 23,681.55 | 151,666.67 | 134,204.87 | 88% | | |
| Land Donations | 18,873.00 | 90,416.67 | 134,343.00 | 149% | | |
| Other | 100.00 | 4,666.67 | 1,026.56 | 22% | | |
| TOTAL INCOME | 54,731.19 | 627,083.33 | 496,676.86 | 79% | " | \$0 |

| | | | | | | |
|-------------------------|------------------|-------------------|-------------------|------------|--|--|
| EXPENSES | | | | | | |
| Home Store expense | 15,343.63 | 110,833.33 | 107,887.16 | 97% | | |
| Building - Construction | 4,921.75 | 320,833.33 | 153,436.81 | 48% | | |
| Family Services | 69.38 | 2,333.33 | 1,283.75 | 55% | | |
| P.R./Marketing | 2,094.13 | 23,333.33 | 19,191.67 | 82% | | |
| Site Selection | 1,458.70 | 29,166.67 | 17,677.97 | 61% | | |
| Volunteer Coordinator | - | 17,500.00 | - | 0% | | |
| Finance Committee | 683.93 | 20,416.67 | 4,864.88 | 24% | | |
| Resource Development | 683.93 | 17,500.00 | 4,864.88 | 28% | | |
| Church Relations | - | 1,166.67 | - | 0% | | |
| Program Management | 1,823.80 | 12,833.33 | 12,982.11 | 101% | | |
| Lic & Dues | - | 2,333.33 | - | 0% | | |
| Administrative Expense | 6,954.03 | 67,375.00 | 56,609.81 | 84% | | |
| Other Expenses | - | 1,458.33 | - | 0% | | |
| TOTAL EXPENSES | 34,033.28 | 627,083.33 | 270,911.88 | 43% | | |

| | | | | | | |
|------------------------------------|-----------------|-------------------|-------------------|---------|--|--|
| ReSTORE INFORMATION | | | | | | |
| ReStore Outlet Revenue | 23,681.55 | 163,333.33 | 135,136.70 | 83% | 100% of budget | |
| Restore Outlet Expenses | 15,343.63 | 110,250.00 | 108,819.29 | 99% | | |
| RESTORE PROFIT/(LOSS) | 8,337.92 | 53,083.33 | 26,317.41 | 50% | Profit increase | |
| | | | | | | |
| FINANCIAL MEASUREMENTS | | | | | BENCHMARK | |
| | | | | | | |
| BANK ACCOUNTS | | Beginning Cash | Ending Cash | | Equal to 6 months of cash utilization rate | 12 mos average - Cash Utilization Rate |
| Operating Account | | 54,775.85 | 21,935.80 | | | |
| Homeowners Escrow Account | | 20,873.02 | 23,863.78 | | | |
| Homestore Account | | 11,704.68 | 13,281.02 | | | |
| TOTAL CASH ACCOUNTS | | 87,353.55 | 59,080.60 | | | |
| | | | | | | |
| CIP ACCOUNTS | | | | | | |
| CIP #53 Howard/Weinel | | 33,488.77 | 48,374.50 | | | |
| CIP#54 Rhodes | | 22,387.69 | 30,194.54 | | | |
| CIP# 55 Perez | | 521.32 | 546.32 | | | |
| CIP #56 Jocelyn | | 411.96 | 436.96 | | | |
| CIP #57 Knight | | - | 995.50 | | | |
| CIP#58 Durrance | | - | 995.50 | | | |
| TOTAL CIP ACCOUNTS | | 56,809.74 | 81,543.32 | | | |
| | | | | | | |
| | | | | | | |
| FINANCIAL MEASUREMENTS | | 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 | |

| | | | | | | |
|--|--|---------|--|--|--|--|
| | | | | | | |
| CONSTRUCTION INFORMATION | | | | | BENCHMARK | |
| # of housing units planned vs. completed YTD | | 9/4 | | | Units planned should be > or = to 50% complete by Q3 | |
| # under construction/permits | | 2/2 | | | | |
| # of candidates waiting >6 mos post assignment for const start | | 0 | | | 0 | |
| # Workdays to build a house | | 54 | | | | |
| | | | | | | |
| LAND BANK | | | | | BENCHMARK | |
| # of lots available for FY08/09 | | 9 | | | ok | |
| # of lots available for future years | | 27 | | | ok | |
| | | | | | | |
| MISCELLANEOUS MEASUREMENTS | | | | | 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 | | 52 | | | 200 by end of | |
| # of homes built overseas with our | | 22 | | | House for a | |
| | | | | | ↑ each year | |

Indicates areas of concern