

# HABITAT FOR HUMANITY OF CITRUS COUNTY

## MONTHLY REPORT

YTD ended 06/30/10

### INCOME AND EXPENSES MONTH ENDING 11/30/09

	Current Month	YTD Budget	YTD Actual Achieved	%	BENCHMARK	YTD Ended 06/30/08
<b>INCOME</b>	<b>Nov-09</b>				100% of budget	
Contributions	3,076.00	25,000.00	12,106.47	48%	100% or less of	
Gifts in Kind	492.14	20,833.33	9,995.80	48%		
Sponsorships	-	104,166.67	1,000.00	1%	"	
Fund Raising	-	8,333.33	6,700.00	80%	"	
Grants	9,503.97	25,000.00	23,515.88	94%		
Ship	-	55,000.00	75,000.00	136%		
Mortgages	6,065.48	33,333.33	31,854.59	96%		
Home Store	21,048.08	108,333.33	90,043.93	83%		
Land Donations	17,300.00	64,583.33	33,011.00	51%		
Other & Late fees	60.00	3,333.33	868.56	26%		
<b>TOTAL INCOME</b>	<b>57,545.67</b>	<b>447,916.67</b>	<b>284,096.23</b>	63%	"	\$0

<b>EXPENSES</b>						
Home Store expense	14,675.84	79,166.67	77,954.66	98%		
Building - Construction	57,809.16	229,166.67	141,467.06	62%		
Family Services	117.40	1,666.67	928.44	56%		
P.R./Marketing	4,460.54	16,666.67	15,239.16	91%		
Site Selection	1,621.97	20,833.33	16,187.17	78%		
Volunteer Coordinator	-	12,500.00	-	0%		
Finance Committee	637.20	14,583.33	3,543.75	24%		
Resource Development	637.20	12,500.00	3,543.75	28%		
Church Relations	-	833.33	-	0%		
Program Management	1,699.20	9,166.67	9,459.11	103%		
Lic & Dues/Property taxes		1,666.67	-	0%		
Administrative Expense	6,795.79	48,125.00	43,585.46	91%		
Other Expenses Warranty		1,041.67	-	0%		
Audit Expense	-	10,000.00	7,124.26	71%		
<b>TOTAL EXPENSES</b>	<b>88,454.30</b>	<b>457,916.67</b>	<b>319,032.82</b>	70%		

<b>ReSTORE INFORMATION</b>						
ReStore Outlet Revenue	21,048.08	116,666.67	90,043.93	77%	100% of budget	
Restore Outlet Expenses	14,675.84	78,750.00	77,954.96	99%		
<b>RESTORE PROFIT/(LOSS)</b>	<b>6,372.24</b>	<b>37,916.67</b>	<b>12,088.97</b>	32%	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		31,747.24	27,364.46			
Homeowners Escrow Account		35,128.80	8,550.39			
Homestore Account		14,822.00	16,085.74			
<b>TOTAL CASH ACCOUNTS</b>		<b>81,698.04</b>	<b>52,000.59</b>			
<b>CIP ACCOUNTS</b>						
CIP# 53 Howard/Weinel		21,179.72	27,214.10			
CIP# 54 Rhodes		18,335.62	22,307.90			
CIP# 55 Crystal River		109.36	421.32			
CIP #56 Crystal River		-	311.96			
CIP #57 Crystal River		-	311.96			
<b>TOTAL CIP ACCOUNTS</b>		<b>39,624.70</b>	<b>50,567.24</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		9/4			Units planned should be > or = to 50% complete by Q3	
# under construction/permits		2/0				
# 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 FY08/09		9			ok	
# of lots available for future years		21			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