

**AGENDA**  
**PPFH BOARD OF DIRECTORS**

**Virtual via Zoom**

**5:45-7:30 pm**

**November 2, 2020**

**5:45-5:50 CALL TO ORDER** (Ryan M.)

**5:50-5:55 OPENING DEVOTIONS** (Ryan Mohling) ~ **INTRODUCTIONS** ~ **ANNOUNCEMENTS:**

- Introduction of Rob Giunta, Finance Committee member

**5:55-7:00 PRIORITY ITEMS**

**5:55-6:00 APPROVAL OF MINUTES:**

- October 5, 2020 Minutes (vote)

**6:00-6:15 FINANCE REPORT:**

- September 2020 Dashboard (Peter S.)

**6:15-7:00 ITEMS REQUIRING DISCUSSION &/OR VOTE**

- Annual Financial Statements as of June 30, 2019 Audit (Peter and Stephanie) (vote)
- Revision of Accelerated Asset Recovery Policy (Peter S.) (vote)

**7:00-7:10 EXECUTIVE DIRECTOR'S & STAFF REPORTS:**

- ED & Staff Report (Kris)

**7:10-7:30 COMMITTEE REPORTS & RECOMMENDATIONS:**

- Executive Committee (Ryan M.)
- Governance Committee (Martha)
- Please see ED/Staff Report for committees' updates
  
- **7:25-7:30 Mission Moment:** - Quick overview of PPHFH Strategic Plan goals and update
  - Strategic Plan Goal #2 Increase the number of families served through implementation of a Critical Home Repair program, growth in the Brush with Kindness program, and strengthening of homeowner services

**6 Strategic Plan Goals (FY2019-FY2021)**

- #1 Open 2<sup>nd</sup> ReStore
- #2 Increase the number of families served through implementation of a Critical Home Repair program, growth in the Brush with Kindness program, and strengthening of homeowner services
- #3 Implement a Faith in Action Program
- #4 Stabilize annual home construction to 7-8 homes per year
- #5 Strengthen Board Governance
- #6 Grow Organizational Capacity

**OLD BUSINESS:**

**NEW BUSINESS:**

**COMING EVENTS:**

# BOARD MINUTES

## PPHFH (virtual) Board Meeting Minutes

DATE: October 5, 2020

Board Members	Present?	Staff and Guests	Present?
Shannon Baumgartner	Y		
Jay Carlson	Y	Stephanie Campbell, <i>Director of Finance/HR</i>	Y
Joel Hamilton	Y	Greg Kovach, <i>Director of Operations</i>	Y
Peter Hilts	Y	Kris Medina, <i>Executive Director/CEO</i>	Y
Martha Johnson, Vice President	N	Iain Probert, <i>Director of Strategic Partnerships</i>	Y
Ryan Mohling, President	Y	Janet Risley, <i>Director of Homeowner Services/Real Estate Acquisition</i>	Y
Ryan Panariso, Secretary	Y	Jeff White, <i>Chief Operations Officer</i>	Y
Peter Scanlon, Treasurer	Y		
Chuck Smith	Y		
Eric Stolp	Y		
Ryan Teeples	Y		
Laurel Thorstensen	Y		
Bill Wall	Y		
Candy Vandenberg	Y		
		<b>Guests:</b>	
		Janna Mulder	

**CALL TO ORDER** The (virtual) October 5, 2020 regular meeting of the PPHFH Board of Directors was called to order at 5:47 PM by Mr. Ryan Mohling, president.

**OPENING DEVOTIONS ~ INTRODUCTIONS ~ ANNOUNCEMENTS:**

Mr. Ryan Mohling introduced Ms. Janna Mulder to the board, and each board member then introduced themselves and stated which committee(s) they served on. Mr. Bill Wall's devotional theme was "Ready to Receive" centered around a quote from the Book of John. We need to learn to live in expectation, to keep our eyes open, and to hear the answers to prayers made in Jesus' name.

**APPROVAL OF MINUTES:**

Motion made, seconded, and passed to approve the August 3, 2020 minutes as stated with one note to mark Mr. Eric Stolp as "present".

**FINANCE REPORT**

Mr. Peter Scanlon, Board Treasurer summarized the August 2020 Dashboard financial activity. The ReStore had another outstanding month; investments have good positive results; and the sale of Habitat homes on the open market brought a \$74k gain was recorded from the second mortgage proceeds. Mr. Scanlon also profusely thanked the board for the peer-selected Chris Brownlow Golden Hammer Award.

**ITEMS REQUIRING DISCUSSION AND/OR VOTE:**

- Ms. Kris Medina provided an overview of the purpose and reviewed the answers noted in the Quality Assurance Report that must be submitted annually to HFHI by the end of October. Motion was made, seconded, and approved to accept the annual HFHI Quality Assurance Report as presented and to remit to HFHI.
- Ms. Janna Mulder was introduced to the board, and her application to join the Board of Directors was presented by Mr. Ryan Mohling, who serves on the Family Selection Committee with Ms. Mulder. Ms. Mulder left the virtual meeting while discussion occurred. Motion was made, seconded, and passed to accept Ms. Mulder to the PPHFH Board of Directors. Ms. Mulder then rejoined the meeting and welcomed to the Board.
- Mr. Scanlon led the discussion regarding current board policy for the executive director/CEO to have check signing authority of \$20,000 or less be increased to \$75,000. A change in the policy also requires a board resolution to be presented to various banking partners so they have an accurate record of signing authority and limitations. Motion was made, seconded, and passed to approve both the revision to the existing policy and to approve the resolution authorizing the executive director/CEO to sign checks up to \$75,000.

**EXECUTIVE DIRECTOR and STAFF REPORTS:**

**Executive Director and Staff Report**

Ms. Medina asked if there were questions regarding the submitted Executive Director & Staff Report, and then stated the United Nation's World Habitat Day is today and provided a brief history of World Habitat Day. She also thanked the board members for such a strong turnout and the time to spend in-person celebrating the groundbreaking of ReStore Northeast.

**COMMITTEE REPORTS & RECOMMENDATIONS:**

Committee reports will be included in the Executive Director and Staff Report going forward. At times, specific committee activities will be highlighted during the board meeting.

**Strategic Plan**

Goal #2 Open 2<sup>nd</sup> ReStore: Mr. Panariso and Mr. White provided a brief update regarding the construction status. Board members discussed their excitement not only about the second store, but about the potential expansion of impact to the families we serve in El Paso County. Mr. Iain Probert also reminded board members that as they are out speaking to potential supporters to discuss the Enterprise Zone, and he provided an update on the Enterprise Zone participation renewal.

**OLD BUSINESS:**

**NEW BUSINESS:**

**COMING EVENTS:**

**CLOSING PRAYER:**

**MEETING ADJOURNED:**

The meeting was adjourned at 6:55 PM by Mr. Mohling.

# FINANCIALS AND RELATED REPORTS

# Pikes Peak Habitat for Humanity

September 2020

## Current Profit and Loss Highlights

Current Net Income (Loss)	\$	90,601
YTD Income (Loss)	\$	289,207

## Board of Directors Dashboard

## Balance Sheet Summary

ASSETS		
Current Assets		
Checking/Savings	\$	1,450,587
Investments/Securities		1,217,189
Accounts Receivable		85,997
Other Current Assets		2,998,415
<b>Total Current Assets</b>	<b>\$</b>	<b>5,752,187</b>
Fixed Assets	\$	2,680,623
Other Assets		2,496,865
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>10,929,675</b>
LIABILITIES & EQUITY		
Liabilities		
Total Current Liabilities	\$	413,466
Long Term Liabilities		1,062,755
<b>Total Liabilities</b>	<b>\$</b>	<b>1,476,221</b>
Total Equity		9,453,454
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$</b>	<b>10,929,675</b>

## Finance Committee Notes

→ Auditors recognized the Ridge at Sand Creek land donation in FY20 though PPHFH budgeted in FY21.  
 → Current and YTD net income is due to a solid first quarter.

## Available Cash Balance Pending Major Disbursements

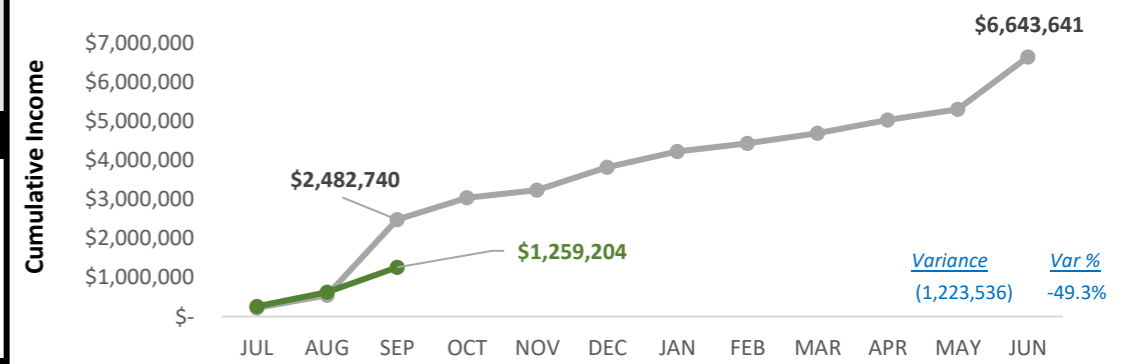
Operations	\$	1,424,095	54%
Short Term	\$	-	0%
Long Term	\$	1,217,189	46%
<b>Total</b>	<b>\$</b>	<b>2,641,284</b>	

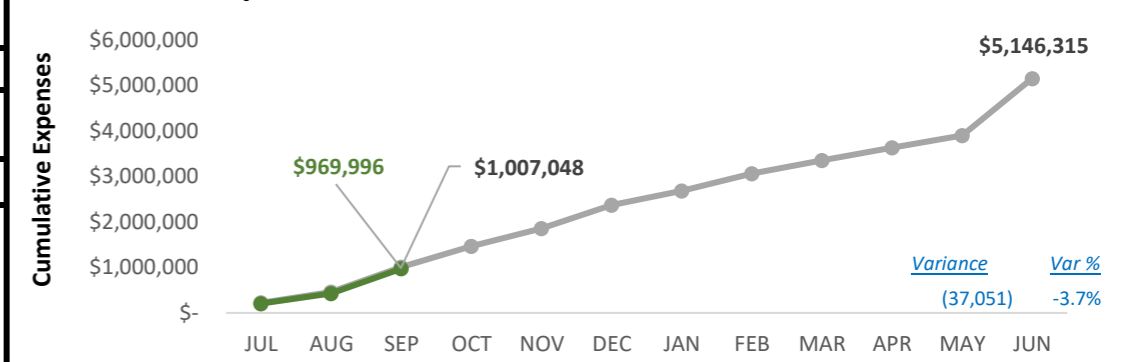
Item	Oct-20	Nov-20	Dec-20
Sand Creek			\$750K
MV Pre-Constr	\$50K		
<b>Total</b>	<b>\$50K</b>		<b>\$750K</b>

→ Operations Target is 3-months of operating expenses [ \$939,031 ] or 15%, whichever is greater.  
 → Operations amount excludes the construction draw bank account.

## PPHFH YTD Income Performance



## PPHFH YTD Expense Performance



## Development

### Current Donation Performance

FY 2021	Actual	Budget	Variance	Var %
Indiv	\$ 32,176	\$ 15,660	\$ 16,516	105%
Corps	\$ 6,520	\$ 5,000	\$ 1,520	993%
Grants	\$ 6,000	\$ 2,900	\$ 3,100	107%
Other	\$ 390	\$ 5,000	\$ (4,610)	-92%
<b>Total</b>	<b>\$ 45,086</b>	<b>\$ 28,560</b>	<b>\$ 16,526</b>	<b>58%</b>

FY 2020	Actual	Budget	Variance	Var %
FY 2020	\$ 37,627	\$ 99,450	\$ (61,823)	-62%
FY 2019	\$ 35,299	\$ 40,000	\$ (4,701)	-12%

### YTD Donation Performance

Actual	Budget	Variance	Var %
\$ 46,495	\$ 38,039	\$ 8,456	22%
\$ 10,546	\$ 11,502	\$ (956)	-8%
\$ 16,667	\$ 10,800	\$ 5,867	54%
\$ 12,211	\$ 12,880	\$ (669)	-5%
<b>\$ 85,918</b>	<b>\$ 73,221</b>	<b>\$ 12,698</b>	<b>17%</b>

## ReStore South

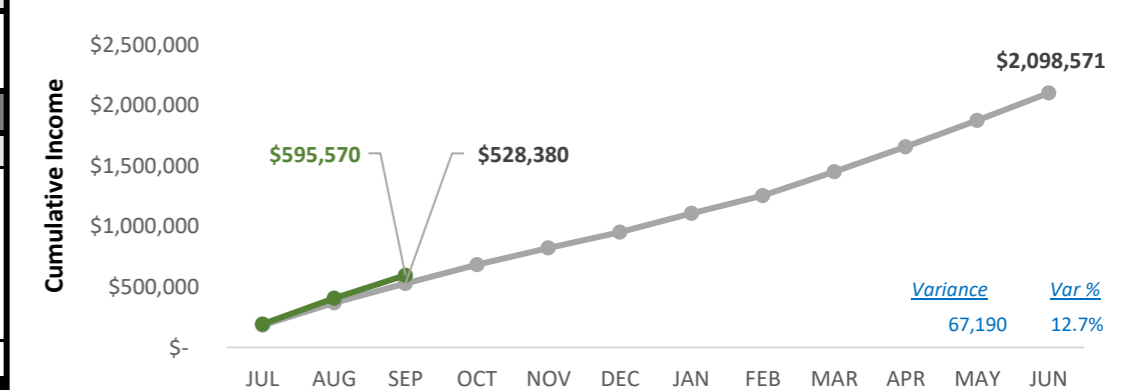
### Monthly Donations

Type	\$	#	Avg
Drop Offs	\$ 88,328	1880	\$ 47
Pick Ups	\$ 111,926	207	\$ 541

### Top 5 Sales Categories

Class	Total	Qty	Avg
Furniture	\$ 30,055	1632	\$ 18
Cabinets	\$ 18,722	760	\$ 25
Outdoor	\$ 13,063	2827	\$ 5
Lighting	\$ 12,873	2354	\$ 5
Doors	\$ 11,425	381	\$ 30
<b>All Class Total</b>	<b>\$ 185,982</b>	<b>32,794</b>	<b>\$ 6</b>

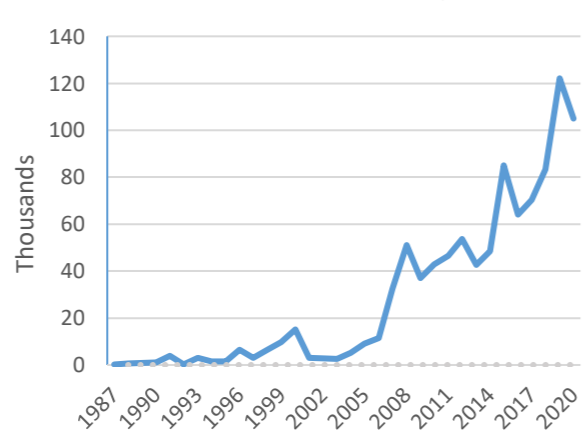
## ReStore South YTD Income Performance



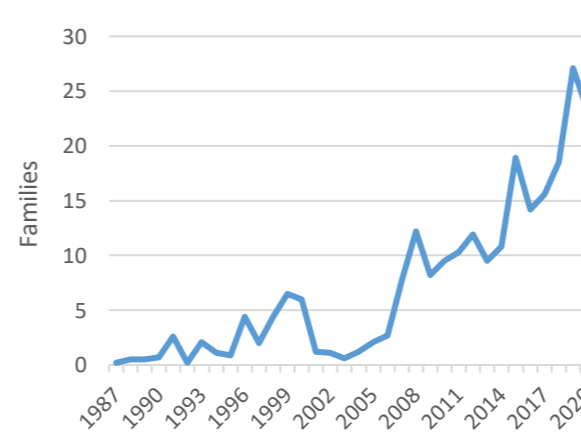
## Affiliate Tithe Impact

Q1	Year	Amount	Fam Srv'd
	2021-CY	\$ 22,000	4.9
10-Year Tithe History	2020	104,875	23.3
	2019	122,125	27.1
	2018	83,378	18.5
	2017	70,310	15.6
	2016	64,000	14.2
	2015	85,025	18.9
	2014	48,484	10.8
	2013	42,597	9.5
	2012	53,581	11.9
	2011	46,471	10.3
<b>35-Yr Total</b>	<b>\$ 994,391</b>	<b>243.6</b>	

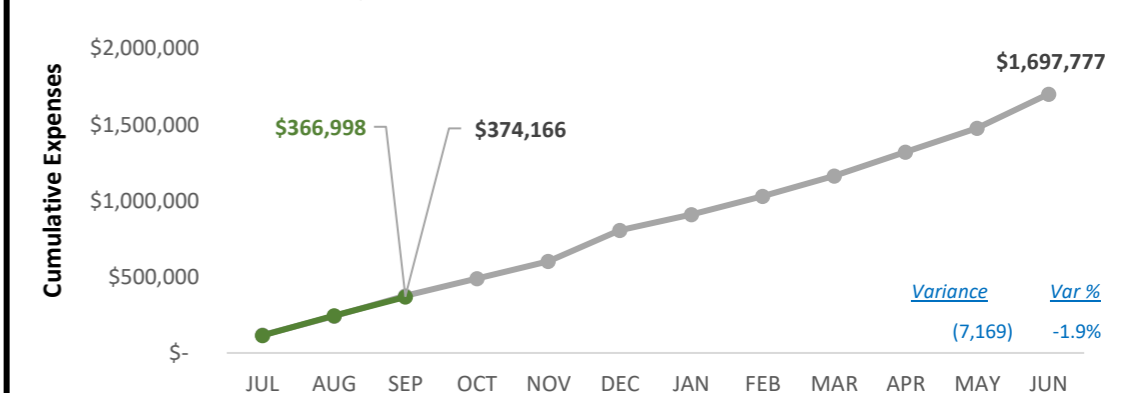
### PPHFH Tithe History



### Int'l Families Served



## ReStore South YTD Expense Performance

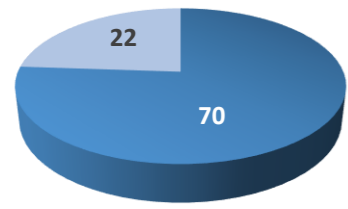


# Homeowner Services

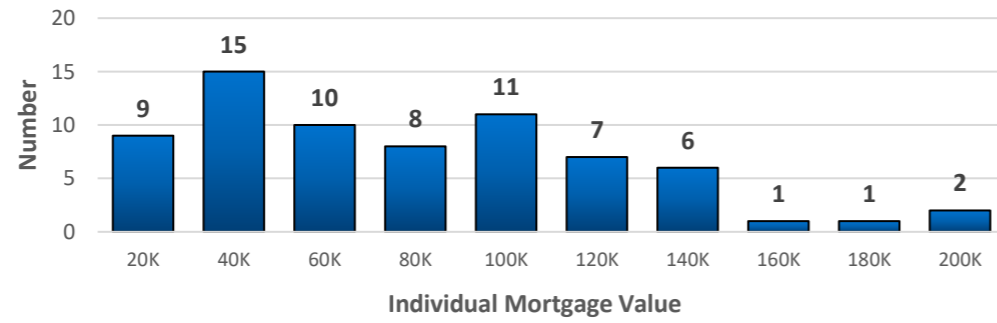
## Active Mortgages

Total Portfolio Value **\$5,034,665**

92 Loans Serviced



70 Active PPHFH Mortgages



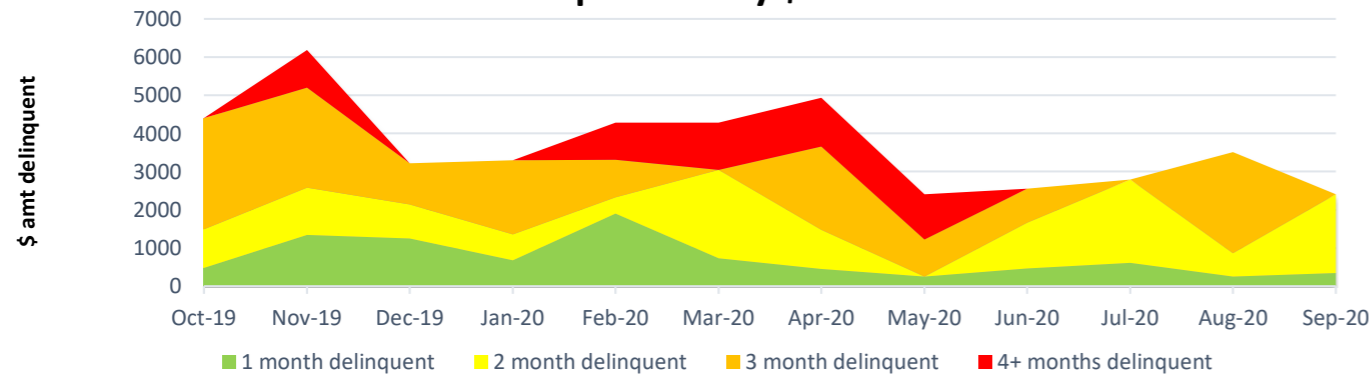
## Delinquency Report

Status

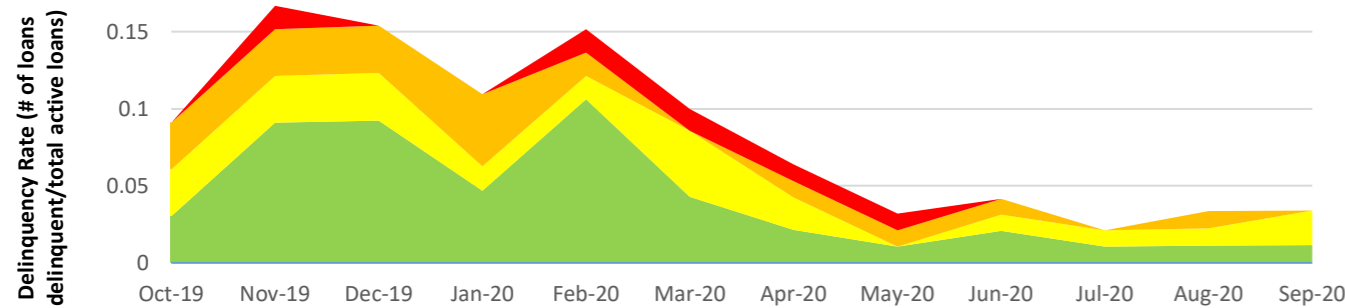
- Healthy
- Needs Attention
- Major Problem

MONTHS DELINQUENT	# Loans	\$Amt	% portfolio at risk
Less than 1 month behind	0	\$ -	0.00%
<i>Last month</i>	0	\$0.00	0.00%
1 month behind	1	\$ 347.01	1.14%
2 months behind	2	\$ 2,063.70	2.27%
3 months behind	0	\$ -	0.00%
4+ months behind	0	\$ -	0.00%
<b>Total</b>	<b>3</b>	<b>\$ 2,410.71</b>	<b>3.41%</b>
<i>Last month</i>	3	\$ 3,517.56	3.36%
<i>September 2019</i>	8	\$ 4,326.12	11.27%

## Delinquencies by \$ Amount



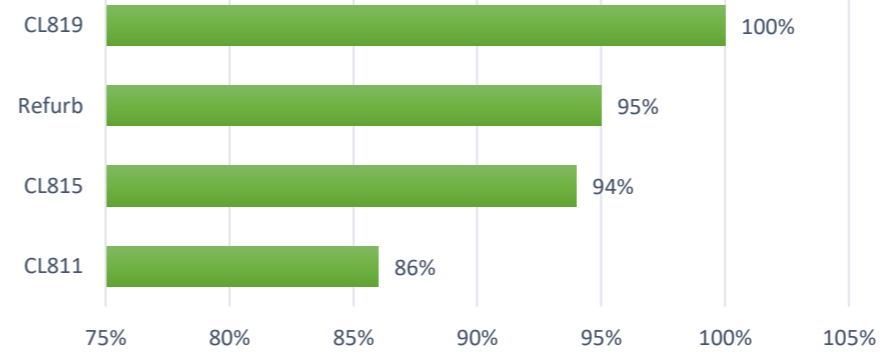
## Delinquency Rate



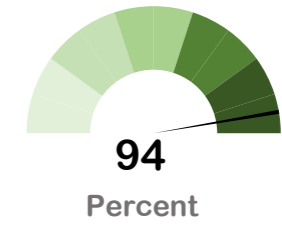
# Construction

## Active Building Progress

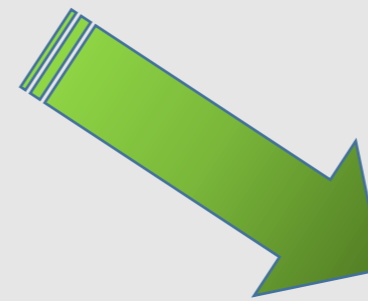
### Country Living - Build Phase



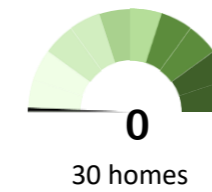
Country Living



## Future Site Plan

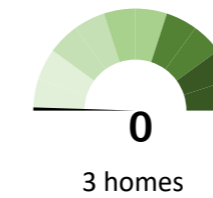


### Ridge at Sand Creek

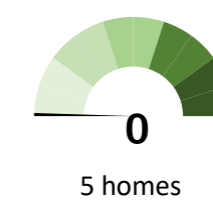


## Pre-Construction Building Sites

### Michah's View



### Jacob's Run



## Repair Program

Repair Category	Applicants Selected	In Process	Complete
Critical Home Repair	2	0	0
Home Preservation	5	0	2
Critical & Home Preservation	2	1	1

**Next Steps:**  
 → Finish the second Critical & Home Preservation project. Two Critical and three Preservations remain to complete Repair Program.

# PRIORITY ITEMS FOR DISCUSSION/VOTE



## Accelerated Asset Recovery

**Purpose:** To establish an allowable maximum percentage of ~~the~~ Pikes Peak Habitat for Humanity's ("PPHFH") loan portfolio that can be sold.

**Background:** ~~The~~ Pikes Peak Habitat for Humanity may choose to sell homeowner mortgages to allow the affiliate to meet its liquidity needs to fund the building, rehabilitation, and preservation of homes, development and/or purchase of land/finished lots or other capital needs. Accelerated asset recovery allows the affiliate to liquidate some of its assets so that land can be purchased in a timely manner and infrastructure work can begin on projects. Accelerated asset recovery provides ~~Habitat PPHFH~~ the cash flow to begin projects rather than borrowing money from outside sources.

1. Pikes Peak Habitat for Humanity may sell up to 100% a maximum of 50% of its mortgage portfolio to outside sources to accelerate asset recovery. Any sale of mortgages should take into account the fees and expenses associated with that sale and the ~~amount of~~ mortgages principal amount sold should be beneficial to PPHFH. In addition, asset recovery may include leveraging mortgage loans which may include securitization.
2. Any sale of mortgages that would exceed 75% of the above noted threshold available mortgage portfolio would require prior approval from the Executive Committee of the Board of Directors.
3. It is preferred that any sale of mortgages through an accelerated asset recovery program must be at par to PPHFH; however, Habitat would consider the sale of mortgages with a market rate not to exceed 3.25% with a total discount of no more than 40%.

### E—For example #1, #1 Sale of entire portfolio:

if the entire Mortgage portfolio, with a s with value of \$4,560,348 of Principal Balances Outstanding, ~~was were~~ sold at a market Annual Discount Rate of 1.50% based on an Average Mortgage Term of 18 Years (average of current portfolio October 2020) the resulting net proceeds would be 83.95% of the principal balances resulting in a total discount of 16.05%.

Proceeds of sale	\$3,828,611
Fees w/ sale	\$ 90,000
Net Proceeds	\$3,738.611
Net Proceeds as %	
Of Principal Balances	83.95 <sub>[KM1]</sub> % *

\*\$4,560,348 (total portfolio) - \$3,828,611 (net proceeds after 1.5% discount) = \$731,737 discount. \$3,828,611/4,560,348 = 83.95%

Example #2 Sale of a single mortgage at 1.5% discount and 30 Years mortgage term:

Proceeds of sale	\$163,872.64
Fees w/ sale	\$ 1,500
Net Proceeds	\$162,372.64
Net Proceeds as %	
Of Principal Balance	81%*

\*\$203,363.88 (balance of loan) - \$163,872.64 (net proceeds after 1.5% discount) = \$39,491.24 discount. \$163,872.64/\$203,363.88 = 81%

4. PPHFH would also consider the sale of mortgages to Colorado Housing Finance Authority (CHFA) should the opportunity occur, as the program discount is historically at par value.
5. PPHFH will negotiate with outside sources for the ability to require no substitutions or provide substitute collateral for delinquent or otherwise unsuitable collateral, rather than being required in all cases to repurchase or substitute the delinquent or unsuitable collateral. PPHFH requires that any agreements with outside sources must include the ability of Pikes Peak Habitat to repurchase or substitute a performing mortgage for one that becomes non-performing. The Finance Committee will be responsible for setting a minimum dollar reserve and number of mortgages to be held for said replacement.
6. The Finance Committee shall monitor the performance of the mortgage sales and will be responsible for completing an annual review of the policy to allow for market fluctuations and volatility. Substantive changes to the policy must be approved by the PPHFH Board of Directors.

Approved by the Board of Directors on:

02/02/2015

Approved by Finance Committee on:

01/20/2015

Revised Policy Accepted by Finance Committee:

Revised Policy Approved by Board of Directors:

# Accelerated Asset Recovery

**Purpose:** To establish a maximum percentage of the Pikes Peak Habitat for Humanity's ("PPHFH") loan portfolio that can be sold.

**Background:** The Pikes Peak Habitat for Humanity may choose to sell homeowner mortgages to allow the affiliate to meet its liquidity needs to fund the building of homes, development and/or purchase of land/finished lots or other capital needs. Accelerated asset recovery allows the affiliate to liquidate some of its assets so that land can be purchased in a timely manner and infrastructure work can begin on projects. Accelerated asset recovery provides Habitat the cash flow to begin projects rather than borrowing money from outside sources.

1. Pikes Peak Habitat for Humanity may sell a maximum of 50% of its mortgage portfolio to outside sources to accelerate asset recovery. Any sale of mortgages should take into account the fees and expenses associated with that sale and the amount of mortgages sold should be beneficial to PPHFH. In addition, asset recovery may include leveraging mortgage loans which may include securitization.
2. Any sale of mortgages that would exceed the above noted threshold would require prior approval from the Board of Directors.
3. It is preferred that any sale of mortgages through an accelerated asset recovery program must be at par to PPHFH; however, Habitat would consider the sale of mortgages with a market rate not to exceed 3.25% with a total discount of no more than 40%.

For example, if Mortgages with \$2,200,000 of Principal Balances Outstanding were sold at a market Annual Discount Rate of 2.00% based on an Average Mortgage Term of 25 Years the resulting net proceeds would be 74.26% of the principal balances resulting in a total discount of 25.27%.

Proceeds of sale	\$1,730,154
Fees w/ sale	\$ 96,500
Net Proceeds	\$1,633,654
Net Proceeds as % Of Principal Balances	74.26%

4. PPHFH would also consider the sale of mortgages to Colorado Housing Finance Authority (CHFA) should the opportunity occur.
5. PPHFH requires than any agreements with outside sources must include the ability of Pikes Peak Habitat to repurchase or substitute a performing mortgage for one that becomes non-performing. The Finance Committee will be responsible for setting a minimum dollar reserve and number of mortgages to be held for said replacement.

Approved by the Board of Directors on:

02/02/2015

Approved by Finance Committee on:

01/20/2015

# STAFF & COMMITTEE REPORTS

**PPFH Executive Director, Staff & Committee Report  
November 2, 2020**

**ReStore**

- October sales on pace to set a new record for October.
- Starting to sell Christmas décor 11/2; we have twice the amount of décor to sell this year.
- Volunteer numbers have helped keep our staff sane.
- Footers for foundation at ReStore NE are framed and ready to pour.
- To date, in-kind pre-construction donations for ReStore Northeast total \$81,333 of \$143,733 invoiced.
- El Pomar Foundation has invited PPHFH to submit a \$100,000 capital request for ReStore Northeast and has offered to open doors to other foundations who support capital campaigns. Submission is set for November 10<sup>th</sup> and goes to their Trustees for a decision in December. They were extremely excited that the PPHFH board obviously supports the project as evidenced by the \$1,040,000 cash for land, as well as being informed 100% of the PPHFH board gives financially through cash and in-kind donations. They were clearly delighted to hear about the in-kind by vendors, though much more so that board members were directly involved with the land search, negotiation and acquisition, and financing of this project. GO PPHFH BOARD!!!

**Development**

- Qgiv has been secured as PPHFH's online fundraising platform and will be used in the coming weeks for the Gingerbread Home Build virtual fundraising event.
- Year-End Campaign Upcoming:
  - Giving Tuesday: Dec 1
    - Trying to secure matching gift partner
  - 2020 Gingerbread Home Build event site launched
    - Builder registrations open for organizations, military units, students/schools, families, and individuals
  - Colorado Gives Day: Dec 8
    - Donations can be scheduled beginning Nov 1
    - ANB Bank is our matching gift partner
  - 12 Days of Christmas Appeal: Dec 25 – Jan 5
  - Year-End Appeal: mailing at the end of November
- Cost of Home Campaign: Elections Engagement Advocacy continues.
- Laura attended HFHI's 3-day virtual Muster 2020 in conjunction with the Veterans Repair Corps program. Recordings of the presentations and other materials can be found on MyHabitat.org. Of particular interest: a presentation by Dr. Heidi Kraft, chief clinical officer with PyschArmor, on "how to build authentic relationships with veterans"; and HFHI's Housing Plus as a way to integrate more services via partnerships to "improve the quality of life for the older adult veterans we serve."
- Grants recently awarded to PPHFH include:
  - El Paso County Regional Business Relief Fund, \$16,000 for payroll and rent (CARES Act assistance via the county)
  - Myron Stratton Foundation, \$12,500 for the first five homes in Sand Creek
  - Wells Fargo, \$15,000 for a house at Micah's View (201 W. Illinois)

- Outreach to a couple of school districts/schools re PPHFH Gingerbread event fundraiser. partnering on Career and Technical Education 'CTE' projects (specific to house construction), and schools supporting

### **Faith in Action Program**

- November e-newsletter sent to ~100 faith organizations.
- Quarterly e-newsletter for "other prospect" faith organizations to be sent before Thanksgiving to 150+ recipients promoting the 2020 Thrivent Faith Build Home Dedication.
- World Habitat Day 2020 campaign was very successful in particular with sales of pinups at ReStore plus other marketing and public awareness activities. Debrief conducted.
- Virtual dedication outline planned in collaboration Thrivent engagement team for Faith Build 2020. Live event scheduled for Thursday 17<sup>th</sup>, December. More detail to follow.
- New relationships established with Pikes Peak Christian Church, Pikes Peak Community College ESL Director, and more.
- Recorded three 'thank you' videos for the First Congregational Church Virtual Missions and Outreach Fair.
- Multiple team members attended two HFHI tithing partner webinars including Habitat Nepal and the Orphans and Vulnerable Groups fund.
- PPHFH team members present for Thrivent Faith Build 2021 Kick-Off webinar.

### **Homeowner Services**

- Proposed revision of the Accelerated Asset Recovery Policy (AAR) as it relates to loan sales is provided in the board packet. AAR provides PPHFH the cash flow to begin projects rather than borrowing money from outside sources.
- The two vacant positions, homeowner services manager and receptionist coordinator, will remain vacant for now. We continue to monitor the budget, COVID-19 impact, and Janet's capacity to manage all these responsibilities now that loan servicing has been outsourced.

### Family Selection:

- Three more homeowners have been added to the Habitat family. Closed on 819 Bunting Avenue, Sumonrat Hancock (September) and 815 Bunting Avenue, Aracely Lopez (October.) Gladis Trevizo and her daughter closed on 859 Bunting, a recycled home October 19<sup>th</sup>. CONGRATULATIONS!

Delinquency: See Dashboard

### **Construction/Volunteer/Home Repairs**

- Country Living:
  - 811 Bunting, Thrivent Build, is ahead of scheduled completion date. Closing in December.
- Micah's View:
  - The first two lot permits should allow building to begin mid-November.
  - The lot is now fenced in with PPHFH's construction trailer on-site.

- The utility work requires coordination and planning with Aragon Elementary. We are grateful for the help of PPHFH Board member, Joel Hamilton, who has played a key role in the coordination and communication with the school district.
- Jacob's Run: No new activity to report
- The Ridge at Sand Creek: Update as of 10/28/2020
  - Colorado Springs Utilities continues its efforts providing gas and electric to all the lots.
  - Asphalt work has begun.
- **Master building Plans:**
  - Big thanks to PPHFH Board member, Shannon Baumgartner, for agreeing to share her master plans with other Habitat Affiliates for the U.S. Habitat House Design Contest.
- **Repair Program:**
  - Progress on the Home Repair Program continues with five projects completed and two more in progress. Our goal is to complete nine repairs by the end of November. Noted below are recaps of our most recent efforts:
    - **Fifth repair** is serving a senior citizen fighting long-term illness. PPHFH demolished a badly built and water-damaged attached sunroom. The transition from the old addition to the original walls is weather proofed and re-sided.
    - **Sixth repair** involves helping another senior citizen fighting long-term illness. Nannie's repair is considered a Home Preservation effort, repairing a fence, addressing some drainage issues, and fixing/weatherizing her garage door. Her repair just began this week, and a big thanks to The Colorado Springs Rotary Club whose donation of funds and the giving of their time volunteering on site is greatly appreciated.
    - **Seventh repair** involves helping a low-income family whose home is in desperate need of window replacement. Bonnie lives in Cascade with her son/grandson, and her outdated windows result in high utility bills and a very chilly home.
- **Volunteer:** PPHFH is truly grateful for all the volunteers who continue to work with our staff during the COVID-19 pandemic. The resolve they display is a constant reminder that we, together, are making a difference in our community.

#### **Executive Director**

- Thrivent Financial sponsored Kris, along with 10 other Habitat leaders, to participate in a phenomenal 4-day virtual national leadership and fundraising program conducted by Georgetown University's New Strategies Program. The program provides continuing professional development and networking opportunities.
- Kris continues community outreach virtually and occasionally in person. October 9, Kris was a repeat guest on KRDO's Extra news hour. A brief update was provided to Colorado Springs City Council October 13<sup>th</sup> along with celebrating World Habitat Day. Ongoing conversations, virtual meetings and trainings continue with the local and national HBA members, nonprofit leaders, HFHI collaborative operating model and Cost of Home advocacy meetings.



## TITHE DASHBOARD REPORT

Tithe Data as of: 09/30/2020

1210567

Pikes Peak HFH (CO)

2802 N Prospect St

Colorado Springs, CO 80907

### FY2021 TITHE STATEMENT

July 2020 - September 2020

<u>Gift Date</u>	<u>Payment Amount</u>	<u>Designation</u>
9/28/2020	\$6,600	Habitat pour l'Humanite Cote d'Ivoire (I
9/28/2020	\$2,200	Tithe for International Disasters
9/28/2020	\$6,600	Nepal HFH
9/28/2020	\$6,600	Orphans and Vulnerable Groups
<b>TOTAL:</b>	<b>\$ 22,000</b>	

HFHI will make every effort to honor the designation made by the Habitat affiliate. However, HFHI reserves the right to apply the funds to another location if--in the sole judgment of the International Board of Directors of HFHI--the original designation becomes, in effect, unnecessary, incapable of fulfillment, or inconsistent with the charitable needs of the community or area served. Please e-mail [tithe@habitat.org](mailto:tithe@habitat.org) with any questions or concerns.





## TITHE DASHBOARD REPORT

Tithe Data as of: 09/30/2020

1210567

Pikes Peak HFH (CO)

2802 N Prospect St

Colorado Springs, CO 80907

### TITHE IMPACT REPORT

Affiliation Through September 2020

<u>Year</u>	<u>Tithe</u>	<u>Average Cost of Housing Solution</u>	<u>International Families Served</u>
2021	\$ 22,000	\$ 4,500	4.9
2020	\$ 104,875	\$ 4,500	23.3
2019	\$ 122,125	\$ 4,500	27.1
2018	\$ 83,378	\$ 4,500	18.5
2017	\$ 70,310	\$ 4,500	15.6
2016	\$ 64,000	\$ 4,500	14.2
2015	\$ 85,025	\$ 4,500	18.9
2014	\$ 48,484	\$ 4,500	10.8
2013	\$ 42,597	\$ 4,500	9.5
2012	\$ 53,581	\$ 4,500	11.9
2011	\$ 46,471	\$ 4,500	10.3
2010	\$ 42,850	\$ 4,500	9.5
2009	\$ 37,040	\$ 4,500	8.2
2008	\$ 51,033	\$ 4,200	12.2
2007	\$ 32,528	\$ 4,200	7.7
2006	\$ 11,472	\$ 4,200	2.7
2005	\$ 8,994	\$ 4,200	2.1
2004	\$ 5,112	\$ 4,200	1.2
2003	\$ 2,509	\$ 4,200	0.6
2002	\$ 2,820	\$ 2,500	1.1
2001	\$ 3,121	\$ 2,500	1.2
2000	\$ 15,101	\$ 2,500	6
1999	\$ 9,740	\$ 1,500	6.5
1998	\$ 6,546	\$ 1,500	4.4
1997	\$ 3,047	\$ 1,500	2
1996	\$ 6,536	\$ 1,500	4.4
1995	\$ 1,418	\$ 1,500	0.9
1994	\$ 1,602	\$ 1,500	1.1
1993	\$ 3,097	\$ 1,500	2.1
1992	\$ 241	\$ 1,500	0.2
1991	\$ 3,866	\$ 1,500	2.6
1990	\$ 1,078	\$ 1,500	0.7
1989	\$ 794	\$ 1,500	0.5
1988	\$ 700	\$ 1,500	0.5
1987	\$ 300	\$ 1,500	0.2

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## TITHE DASHBOARD REPORT

Tithe Data as of: 09/30/2020

1210567

Pikes Peak HFH (CO)

2802 N Prospect St

Colorado Springs, CO 80907

### TITHE IMPACT REPORT

Affiliation Through September 2020

<u>Year</u>	<u>Tithe</u>	<u>Average Cost of Housing Solution</u>	<u>International Families Served</u>
	\$994,391		243.6

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**Pikes Peak Habitat for Humanity  
Three-Year Strategic Plan**

**Goal #2 -- Increase the number of families served through implementation of a Critical Home program, growth in the Brush With Kindness (ABWK) program, and strengthening of homeowner services**

**Year #1**

- a. Assess current and identify new strategies to further homeownership stability
  - (1) Update current homeowner selection criteria to ensure compliance with HFH-I / regulatory requirements
  - (2) Evaluate current homeowner pre-purchase training and post-purchase support programs for effectiveness, ease of access and fit with homeowner needs
  - (3) Evaluate revised sweat equity requirements implemented in April 2018 (survey those homeowners)
  - (4) Develop a plan for revised strategies to further homeownership stability and begin implementation (web based elements, community partners, IDA savings programs, etc.)
- b. Develop business plan for and assess staffing needs to grow ABWK and CHR programming
  - (1) Research how other Habitat affiliates fund and staff their CHR programs and evaluate results of existing ABWK repair program. Engage in discussions re: organizational needs for CHR program related to volunteers, subcontractors, vendors, insurance, construction, waivers, etc.
  - (2) Develop initial draft of business plan for CHR program.
  - (3) Review draft CHR business plan with staff and Board.
  - (4) Finalize CHR business plan and begin implementation

**Year #2**

- a. Determine options for / feasibility of longer-term or permanent affordability restrictions on future PPHFH homes
  - (1) Investigate what other affiliates are doing with support from HFH-I and Habitat Colorado
  - (2) Investigate non-Habitat affordability options
  - (3) Develop report on affordability options and discuss with ED and LT
  - (4) Refine affordability options and engage EC in discussion
- b. Put CHR program into operation
  - (1) Assess and make plans for sustainable funding options / sources, collaboration between Family Services and Construction re: outreach to and assessment of potential CHR projects (scope of work)
  - (2) Further collaboration between Family Services and Construction re: outreach to, and selection / assessment of potential CHR projects – finalize selection of project
  - (3) Begin and finish repairs on CHR #1 project
  - (4) Evaluate CHR #1 effort
- c. Implement any new strategies identified as supporting homeownership stability
  - (1) Prioritize new strategies identified as supporting homeownership stability and create timeline
  - (2) Explore partnerships and technologies for top two strategies
  - (3) Implement top two strategies (6 months)
  - (4) Evaluate progress and any modifications needed to implementation of top two strategies

**Year 3**

- a. Evaluate and refine CHR program
  - (1) Take learnings from CHR #1 to develop any necessary modifications for CHR #2
  - (2) Implement revised CHR plan – outreach to and selection / assessment for CHR #2 -- finalize selection
  - (3) Continue implementation of CHR plan – begin and finish repairs on CHR #2
  - (4) Evaluate CHR #2 effort and develop recommendations for program growth in future years
- b. Gauge any new strategies implemented to support homeownership stability
  - (1) Explore partnerships and technologies for next two strategies identified as supporting homeownership
  - (2) Implement next two strategies (6 months)
  - (4) Evaluate four strategies implemented over past two years and make adjustments as necessary