

AGENDA

ReStore Committee Meeting

October 12, 2021

ReStore Happenings

Staff News

RSNE still needs 1 more full-time person, and we will be fully staffed, anticipate this by 10/15/21.

Donations Update

RSS 1265 donation drop offs in Sept. \$96,500 est. value. (FY21 1880, \$88,300k)

227 pickups in Sept. \$117,200 est. value. (FY21 207, \$112k)

RSNE 571 donation drop offs in Sept. \$34,700 est. value.

Financial Review

RSS September sales \$180,137.10 budget was \$160,020

(FY21 September sales \$186,864.72, Budget was \$160,260)

RSS FY 22 sales to date \$650,432.73, \$115,516.67 over YTD budget.

(FY 21 sales to date \$588,997.82, \$60,167.82 over YTD budget)

UBIT=18.85 % in September 16.16 YTD %

Campaign \$1370.33 Scrap/Paint Care \$6795.97 in September.

FY 22 Net profit YTD \$225,255.72- \$185,308.44 above budget

(FY 21 Net profit YTD \$222,427.39, \$68,213.71 above YTD budget)

RSNE September sales \$103,871.65 budget was \$52,000.

RSNE FY22 sales to date \$114,208.96 \$29,791.04 below budget

UBIT= 7.85% in September. 7.85 YTD%

Campaign \$89.73 Scrap/Paint Care \$138.10 in September

FY22 Net profit YTD \$48,041 \$23,966.38 below budget.

RSS Top 5 Months

7/21- 256,075.73.

4/21- \$241,478.44

6/21- \$230,905.79

5/21- 216,849.36

8/21- \$214,260.34

RSS Top 5 Days

\$23,450.11- 7/17/2021

\$21,593.78-1/2/2021

\$17,395.96- 4/17/2021

\$16,244.66- 2/6/2021

\$16,022.00- 6/24/2018

Purchased Product: No major changes.

Acquisitions: Rampart Plumbing continues to support ReStores and is dropping off at both locations. Carpet World has donated 50 rolls of remnants.

Metrics Attached are spreadsheets for tracking the metrics.

Look back to FY21:

15648 volunteer hours= 7.5 full time employees.

306 tons of metal, 119 tons of porcelain, 1248 yards of cardboard and 184,000 gallons of paint were recycled.

20,756 drop off donations, 2177 donation pick-ups for a total of 22933 donations.

Items Sales Report September 2021

	ReStore South			ReStore Northeast	
	Net Sales	% Sales		Net Sales	% Sales
Main Departments			Main Departments		
15- Furniture	\$27,478.70	15.40%	15- Furniture	\$30,654.64	31.16%
25- Doors	\$14,412.22	8.08%	10- Cabinets	\$15,453.68	15.71%
10- Cabinets	\$14,229.58	7.97%	71- Tools	\$8,550.45	8.69%
78- Outdoor Home and Garden	\$10,897.87	6.11%	30- Lighting	\$5,999.51	6.10%
71- Tools	\$10,454.33	5.86%	60- Plumbing Fixtures	\$5,289.72	5.38%
30- Lighting	\$10,410.63	5.83%	25- Doors	\$4,673.70	4.75%
60- Plumbing Fixtures	\$7,199.97	4.03%	70- Appliances	\$3,769.20	3.83%
70- Appliances	\$7,006.25	3.93%	43- Lumber	\$3,101.84	3.15%
Scrap	\$6,540.58	3.66%	20- Windows	\$2,776.21	2.82%
43- Lumber	\$6,428.23	3.60%	40- Chemicals	\$2,752.53	2.80%
20- Windows	\$4,700.00	2.63%	56- Fasteners	\$1,443.79	1.47%
41- Ceramic Tile	\$2,974.09	1.67%	35- Electrical	\$1,372.41	1.39%
40- Chemicals	\$2,711.46	1.52%	78- Outdoor Home and Garden	\$1,331.17	1.35%
29- Door Hardware	\$2,649.26	1.48%	29- Door Hardware	\$1,312.42	1.33%
50- Roofing	\$2,392.53	1.34%	42- Flooring	\$957.87	0.97%
45- Carpet	\$2,357.56	1.32%	41- Ceramic Tile	\$664.96	0.68%
56- Fasteners	\$2,269.88	1.27%	66- Heating	\$467.62	0.48%
42- Flooring	\$1,917.18	1.07%	70-A "AS IS" No Exchanges	\$380.00	0.39%
66- Heating	\$1,776.22	1.00%	45- Carpet	\$316.00	0.32%
35- Electrical	\$1,383.09	0.78%	78-A "AS IS" No Exchanges	\$228.00	0.23%
20"x20" Mariela Tile	\$1,340.00	0.75%	48 1 Gal ReUse Paint	\$130.00	0.13%
75- Masonry block, brick, granit	\$1,249.84	0.70%	72- Seasonal	\$55.00	0.06%
78-A "AS IS" No Exchanges	\$759.00	0.43%	75- Masonry block, brick, granit	\$51.50	0.05%
70-A "AS IS" No Exchanges	\$654.50	0.37%	50- Roofing	\$34.50	0.04%
49- 5 Gal ReUse Paint	\$155.75	0.09%	Total (Main Departments)	\$91,766.75	91.40%
Worldwide Sales, LLC	\$64.59	0.04%			
48 1 Gal ReUse Paint	\$39.00	0.02%	Desert Land Flooring	\$4,415.61	4.49%
Total (Main Departments)	\$144,452.30	80.97%	Dahdoul Area Rugs	\$1,867.75	1.90%
			Visions Paint	\$991.35	1.01%
Desert Land Flooring	\$16,162.50	9.06%	Dahdoul Bedding	\$718.40	0.73%
Dahdoul Area Rugs	\$8,172.50	4.58%	Lee Jones Paint Sundries	\$466.56	0.47%
Green Sheen Paint	\$4,767.31	2.67%	Total (Purchased product)		8.60%
Lee Jones Paint Sundries	\$2,793.76	1.57%			
Dahdoul Bedding	\$1,600.00	0.90%	Total	\$98,382.79	100.00%
Visions Paint	\$455.00	0.25%			
Total (Purchased product)		19.03%			
Total	\$178,462.62	100.00%			

September 2021 Sales Report

	ReStore South	ReStore Northeast
Wednesday, September 1, 2021	\$8,547.48	\$2,499.00
Thursday, September 2, 2021	\$7,406.35	\$3,222.80
Friday, September 3, 2021	\$9,316.23	\$3,563.65
Saturday, September 4, 2021	\$6,718.43	\$5,204.90
Sunday, September 5, 2021	\$0.00	\$0.00
Monday, September 6, 2021	\$0.00	\$0.00
Tuesday, September 7, 2021	\$7,039.99	\$4,947.57
Wednesday, September 8, 2021	\$5,415.82	\$2,297.65
Thursday, September 9, 2021	\$5,118.45	\$2,488.45
Friday, September 10, 2021	\$7,337.44	\$3,545.25
Saturday, September 11, 2021	\$9,686.80	\$4,734.22
Sunday, September 12, 2021	\$0.00	\$0.00
Monday, September 13, 2021	\$6,633.23	\$1,662.50
Tuesday, September 14, 2021	\$5,633.66	\$2,789.85
Wednesday, September 15, 2021	\$8,112.88	\$1,801.10
Thursday, September 16, 2021	\$4,416.45	\$3,681.35
Friday, September 17, 2021	\$5,968.52	\$4,304.78
Saturday, September 18, 2021	\$13,870.93	\$15,468.28
Sunday, September 19, 2021	\$0.00	\$0.00
Monday, September 20, 2021	\$6,759.79	\$2,837.95
Tuesday, September 21, 2021	\$5,520.63	\$3,237.65
Wednesday, September 22, 2021	\$8,569.55	\$3,013.25
Thursday, September 23, 2021	\$5,339.35	\$2,562.54
Friday, September 24, 2021	\$12,611.15	\$4,179.85
Saturday, September 25, 2021	\$7,062.89	\$8,297.85
Sunday, September 26, 2021	\$0.00	\$0.00
Monday, September 27, 2021	\$5,972.07	\$2,815.23
Tuesday, September 28, 2021	\$6,226.10	\$4,093.08
Wednesday, September 29, 2021	\$4,454.89	\$2,347.49
Thursday, September 30, 2021	\$4,723.53	\$2,864.75
Total	<hr/> <hr/> \$178,462.62	<hr/> <hr/> \$98,460.99

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance
 September 2021

P&L Summary - RSS

	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4400 · Resale Store Income	180,137.10	160,020.00	650,432.73	535,060.00	2,050,240.00
4500 · Other Program Income	0.00		143.94		
Total Income	180,137.10	160,020.00	650,576.67	535,060.00	2,050,240.00
Gross Profit	180,137.10	160,020.00	650,576.67	535,060.00	2,050,240.00
Expense					
5000 · Program Services	140,372.31	131,346.25	425,320.95	379,596.05	1,436,710.28
Total Expense	140,372.31	131,346.25	425,320.95	379,596.05	1,436,710.28
Net Ordinary Income	39,764.79	28,673.75	225,255.72	155,463.95	613,529.72
Net Income	39,764.79	28,673.75	225,255.72	155,463.95	613,529.72

P&L Summary - RSNE

	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Contributions/Donations	5,977.00		15,977.36		
4400 · Resale Store Income	97,894.65	52,000.00	98,231.60	144,000.00	773,192.00
Total Income	103,871.65	52,000.00	114,208.96	144,000.00	773,192.00
Gross Profit	103,871.65	52,000.00	114,208.96	144,000.00	773,192.00
Expense					
5000 · Program Services	51,160.58	63,989.94	66,167.45	167,966.38	767,833.72
Total Expense	51,160.58	63,989.94	66,167.45	167,966.38	767,833.72
Net Ordinary Income	52,711.07	-11,989.94	48,041.51	-23,966.38	5,358.28
Net Income	52,711.07	-11,989.94	48,041.51	-23,966.38	5,358.28

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance - RSS
September 2021

	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4400 · Resale Store Income					
4410 · Resale Store Income Gross	138,041.89	136,500.00	523,420.91	449,750.00	1,725,500.00
4410-01 · Short/Over Resale Store Inc Gro	-22.16	20.00	-41.05	60.00	240.00
4410-02 · Purchased Goods/Sales Inventory	29,183.76	14,000.00	90,981.16	54,000.00	211,500.00
4410-03 · Purchased Paint-Consignment	4,767.31	4,250.00	14,180.31	13,750.00	53,750.00
4451 · Donations - ReStore	1,370.33	2,000.00	2,855.17	7,000.00	23,250.00
4520 · ReStore Program Income	6,795.97	3,250.00	19,036.23	10,500.00	36,000.00
Total 4400 · Resale Store Income	180,137.10	160,020.00	650,432.73	535,060.00	2,050,240.00
4500 · Other Program Income					
4525 · Vendor Adj/Disc. Income	0.00		143.94		
Total 4500 · Other Program Income	0.00		143.94		
Total Income	180,137.10	160,020.00	650,576.67	535,060.00	2,050,240.00
Gross Profit	180,137.10	160,020.00	650,576.67	535,060.00	2,050,240.00
Expense					
5000 · Program Services					
5100 · Construction/ReStore Costs					
5106 · Operating Supplies and Tools	352.47	525.00	2,534.73	1,175.00	6,000.00
5107 · Operational Incidents	0.00	0.00	0.00	0.00	1,000.00
Total 5100 · Construction/ReStore Costs	352.47	525.00	2,534.73	1,175.00	7,000.00
5104 · Liability/E&O Insurance	3,711.95	3,700.00	7,423.90	7,400.00	15,200.00
5105 · Building & Personal Prop Ins.	1,645.45	0.00	4,936.34	3,300.00	28,000.00
5200 · Other Mission Specific Costs					
5202 · Property Tax	0.00	0.00	0.00	0.00	75.00
5206-1 · Background Checks	0.00	0.00	159.00	250.00	250.00
5208 · Volunteer Expense	0.00	600.00	812.02	1,150.00	4,500.00
Total 5200 · Other Mission Specific Costs	0.00	600.00	971.02	1,400.00	4,825.00
5250 · Compensation Accounts-Prgm					
5255 · Wages-Pgm Svcs	61,345.12	51,861.78	199,933.39	155,585.34	621,341.36
5270 · Employer SIMPLE-IRA / 401KMatch	390.99	536.06	1,592.81	1,608.18	6,432.72
5280 · Other Employee Benefits	4,359.85	6,790.33	17,506.63	20,370.99	81,483.96
5290 · Workers Comp Ins.	5,372.35	5,372.35	16,117.05	16,117.05	49,764.46
5291 · Recruitment	0.00	0.00	0.00	0.00	150.00
6560 · Employer Payroll Taxes	5,040.15	4,733.55	16,023.04	14,200.65	56,802.60
Total 5250 · Compensation Accounts-Prgm	76,508.46	69,294.07	251,172.92	207,882.21	815,975.10
5315 · Bank & Credit Card Fees	2,515.49	2,400.00	9,527.79	9,400.00	31,400.00
5325 · Dues/Subscriptions	7,828.94	7,950.00	8,066.43	8,250.00	10,400.00
5332 · Office Supplies	0.00	400.00	59.94	400.00	4,000.00
5335 · Payroll processing fee	221.74	221.45	936.69	664.35	2,914.64
5340 · Telephone and Internet	1,579.13	958.33	3,559.68	2,874.99	11,500.00
5350 · Postage and Shipping	0.00	0.00	0.00	0.00	200.00
5355 · Staff Appreciation	225.72	800.00	461.20	1,400.00	6,000.00
5356 · Uniforms	0.00	450.00	0.00	450.00	1,800.00
5360 · Occupancy Expense					
5361 · Building Equipment & Repairs	150.00	0.00	1,474.43	2,000.00	40,000.00

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance - RSS
 September 2021

	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
5363 · Trash Removal	0.00	1,800.00	3,947.94	7,400.00	21,600.00
5364 · Utilities	1,566.78	1,400.00	4,640.26	4,500.00	21,000.00
5367 · Security	240.72	420.00	5,066.75	5,320.00	14,000.00
5368 · Janitorial	255.43	1,550.00	1,334.28	2,650.00	10,600.00
Total 5360 · Occupancy Expense	2,212.93	5,170.00	16,463.66	21,870.00	107,200.00
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371A · Vehicle - Tax/Lic	0.00	0.00	0.00	0.00	1,250.00
5371B · Vehicle - Insurance	1,425.75	1,425.75	2,851.50	2,851.50	5,845.58
5371C · Vehicle - Fuel/Propane	1,761.52	1,187.50	4,828.23	3,562.50	14,250.00
5371D · Vehicle - Maintenance	2,341.10	2,975.00	4,489.66	4,175.00	16,700.00
5371F · Vehicle Lease	886.28	900.00	2,658.84	2,700.00	18,600.00
Total 5371 · Vehicle Expense	6,414.65	6,488.25	14,828.23	13,289.00	56,645.58
5373 · Vehicle/Equipment Rental	0.00	0.00	2,395.58	2,400.00	2,400.00
Total 5370 · Vehicle Expense	6,414.65	6,488.25	17,223.81	15,689.00	59,045.58
5380 · Printing and Publications					
5386 · Advertising & Marketing	12,203.50	6,500.00	22,016.25	19,500.00	78,000.00
5388 · IT	759.89	430.00	1,452.37	1,330.00	7,500.00
5380 · Printing and Publications - Other	700.55	0.00	1,448.92	700.00	2,000.00
Total 5380 · Printing and Publications	13,663.94	6,930.00	24,917.54	21,530.00	87,500.00
5400 · Confs, Mtgs, Prof'al Dev'mt	-808.05	200.00	599.75	550.00	8,300.00
5410 · Interest	1,980.30	2,192.49	6,491.53	6,560.44	25,049.96
5420 · Depreciation, Depletion etc.					
5422 · Depreciation - Vehicle	325.00	325.00	975.00	975.00	3,900.00
5423 · Depreciation - Office Equip	655.54	658.33	1,966.62	1,975.03	7,900.00
5424 · Depreciation - Building Equip	29.62	30.00	88.86	90.00	360.00
5426 · Depreciation - Building	4,310.50	4,333.33	12,931.50	13,000.03	52,000.00
5427 · Depreciation-Sign	0.00	0.00	0.00	0.00	600.00
Total 5420 · Depreciation, Depletion etc.	5,320.66	5,346.66	15,961.98	16,040.06	64,760.00
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	174.50	200.00	548.58	600.00	2,400.00
Total 5450 · Expense Reimbursement	174.50	200.00	548.58	600.00	2,400.00
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	14,852.04	15,000.00	48,334.26	45,000.00	115,000.00
5571 · Consignment Purchase	1,994.15	2,500.00	5,170.25	7,100.00	28,000.00
5572 · Cash Short and Over	-22.16	20.00	-41.05	60.00	240.00
Total 5490 · Other Expenses	16,824.03	17,520.00	53,463.46	52,160.00	143,240.00
Total 5000 · Program Services	140,372.31	131,346.25	425,320.95	379,596.05	1,436,710.28
Total Expense	140,372.31	131,346.25	425,320.95	379,596.05	1,436,710.28
Net Ordinary Income	39,764.79	28,673.75	225,255.72	155,463.95	613,529.72
Net Income	39,764.79	28,673.75	225,255.72	155,463.95	613,529.72

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance - RSNE

September 2021

	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Contributions/Donations					
4010 · Individuals	5,207.00		14,707.36		
4020 · Corporations	770.00		1,270.00		
Total 4000 · Contributions/Donations	<u>5,977.00</u>		<u>15,977.36</u>		
4400 · Resale Store Income					
4410 · Resale Store Income Gross	89,514.55	42,445.00	89,514.55	116,985.00	636,617.00
4410-01 · Short/Over Resale Store Inc Gro	-7.05		-7.05		
4410-02 · Purchased Goods/Sales Inventory	8,159.32	6,720.00	8,159.32	19,265.00	94,100.00
4410-03 · Purchased Paint-Consignment	0.00	1,485.00	0.00	4,075.00	20,975.00
4451 · Donations - ReStore	89.73	575.00	426.68	1,650.00	8,565.00
4520 · ReStore Program Income	138.10	775.00	138.10	2,025.00	12,935.00
Total 4400 · Resale Store Income	<u>97,894.65</u>	<u>52,000.00</u>	<u>98,231.60</u>	<u>144,000.00</u>	<u>773,192.00</u>
Total Income	<u>103,871.65</u>	<u>52,000.00</u>	<u>114,208.96</u>	<u>144,000.00</u>	<u>773,192.00</u>
Gross Profit	103,871.65	52,000.00	114,208.96	144,000.00	773,192.00
Expense					
5000 · Program Services					
5100 · Construction/ReStore Costs					
5106 · Operating Supplies and Tools	1,608.15	35.00	6,280.32	735.00	1,050.00
Total 5100 · Construction/ReStore Costs	<u>1,608.15</u>	<u>35.00</u>	<u>6,280.32</u>	<u>735.00</u>	<u>1,050.00</u>
5104 · Liability/E&O Insurance	0.00	0.00	0.00	0.00	9,600.00
5105 · Building & Personal Prop Ins.	0.00	0.00	0.00	0.00	14,929.10
5319 · Owner Association Fee	0.00	0.00	2,176.91	2,200.00	8,800.00
5200 · Other Mission Specific Costs					
5202 · Property Tax	0.00	0.00	0.00	0.00	1,000.00
5206-1 · Background Checks	45.00		45.00		
5208 · Volunteer Expense	36.52	145.00	86.45	195.00	1,500.00
Total 5200 · Other Mission Specific Costs	<u>81.52</u>	<u>145.00</u>	<u>131.45</u>	<u>195.00</u>	<u>2,500.00</u>
5250 · Compensation Accounts-Prgm					
5255 · Wages-Pgm Svcs	14,223.36	23,477.11	14,223.36	70,431.33	281,725.32
5270 · Employer SIMPLE-IRA / 401KMatch	0.00	189.86	0.00	569.58	2,278.32
5280 · Other Employee Benefits	975.62	1,357.55	975.62	4,072.65	16,290.60
5290 · Workers Comp Ins.	2,400.00	2,400.00	2,400.00	2,400.00	17,735.00
5291 · Recruitment	14.41		14.41		
6560 · Employer Payroll Taxes	1,264.68	2,101.99	1,264.68	6,305.97	25,223.88
Total 5250 · Compensation Accounts-Prgm	<u>18,878.07</u>	<u>29,526.51</u>	<u>18,878.07</u>	<u>83,779.53</u>	<u>343,253.12</u>
5315 · Bank & Credit Card Fees	1,671.01	800.00	1,671.01	2,400.00	9,556.00
5325 · Dues/Subscriptions	2,763.16	2,400.00	2,763.16	2,400.00	4,000.00
5332 · Office Supplies	361.81	40.00	1,455.09	540.00	900.00
5335 · Payroll processing fee	78.84	80.00	78.84	218.71	1,028.71
5340 · Telephone and Internet	1,171.52	400.00	1,171.52	2,400.00	6,000.00
5350 · Postage and Shipping	0.00	0.00	0.00	0.00	90.00
5355 · Staff Appreciation	61.61	125.00	144.80	375.00	1,500.00
5356 · Uniforms	0.00	200.00	0.00	200.00	800.00
5360 · Occupancy Expense					

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance - RSNE
September 2021

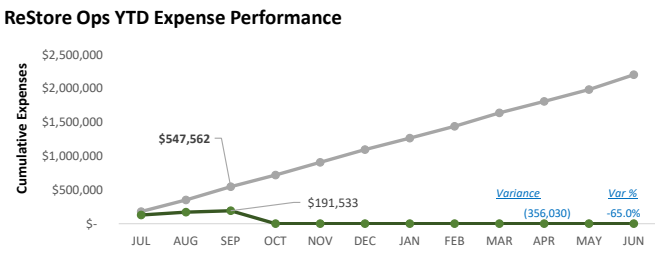
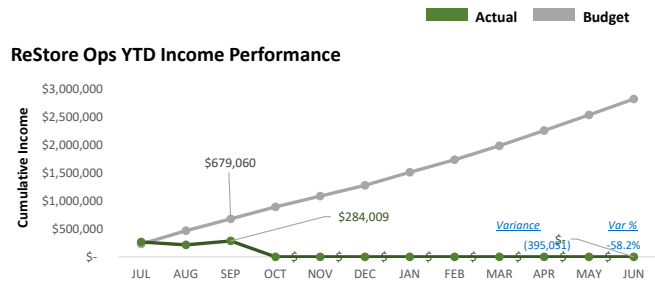
	Sep 21	Budget	Jul - Sep 21	YTD Budget	Annual Budget
5361 · Building Equipment & Repairs	1,410.00	0.00	1,410.00	2,000.00	2,000.00
5363 · Trash Removal	147.98	500.00	147.98	900.00	9,600.00
5364 · Utilities	0.00	570.00	0.00	1,710.00	6,875.00
5367 · Security	0.00	900.00	113.50	900.00	3,600.00
5368 · Janitorial	465.43	700.00	493.50	1,200.00	9,000.00
Total 5360 · Occupancy Expense	2,023.41	2,670.00	2,164.98	6,710.00	31,075.00
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371A · Vehicle - Tax/Lic	0.00	0.00	0.00	0.00	650.00
5371B · Vehicle - Insurance	0.00	630.00	0.00	630.00	2,100.00
5371C · Vehicle - Fuel/Propane	224.03	500.00	224.03	900.00	5,400.00
5371D · Vehicle - Maintenance	0.00	450.00	0.00	450.00	1,800.00
5371F · Vehicle Lease	0.00	0.00	0.00	0.00	6,000.00
Total 5371 · Vehicle Expense	224.03	1,580.00	224.03	1,980.00	15,950.00
5373 · Vehicle/Equipment Rental	2,322.67		2,322.67		
Total 5370 · Vehicle Expense	2,546.70	1,580.00	2,546.70	1,980.00	15,950.00
5380 · Printing and Publications					
5386 · Advertising & Marketing	2,774.01	1,708.33	5,211.74	5,124.99	20,500.00
5388 · IT	631.28	400.00	3,567.42	3,700.00	7,300.00
5380 · Printing and Publications - Other	739.72	500.00	1,906.44	1,250.00	2,000.00
Total 5380 · Printing and Publications	4,145.01	2,608.33	10,685.60	10,074.99	29,800.00
5400 · Confs, Mtgs, Prof'al Dev'mt	59.36	350.00	148.43	350.00	4,300.00
5410 · Interest	10,269.93	10,830.10	10,269.93	26,708.15	136,701.79
5420 · Depreciation, Depletion etc.					
5426 · Depreciation - Building	0.00	7,250.00	0.00	21,750.00	87,000.00
Total 5420 · Depreciation, Depletion etc.	0.00	7,250.00	0.00	21,750.00	87,000.00
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	152.88	150.00	313.04	150.00	1,500.00
Total 5450 · Expense Reimbursement	152.88	150.00	313.04	150.00	1,500.00
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	5,294.65	4,800.00	5,294.65	4,800.00	57,500.00
5572 · Cash Short and Over	-7.05		-7.05		
Total 5490 · Other Expenses	5,287.60	4,800.00	5,287.60	4,800.00	57,500.00
Total 5000 · Program Services	51,160.58	63,989.94	66,167.45	167,966.38	767,833.72
Total Expense	51,160.58	63,989.94	66,167.45	167,966.38	767,833.72
Net Ordinary Income	52,711.07	-11,989.94	48,041.51	-23,966.38	5,358.28
Net Income	52,711.07	-11,989.94	48,041.51	-23,966.38	5,358.28

ReStore South

Rank	Drop Off Numbers				Pick UP Numbers			
	Zip Code	# of D/O	Value	Ave.	Zip Code	# of P/U	Value	Ave. P/U \$
1	80906	148	\$11,702.00	\$79.07	80132	19	\$5,514.00	\$290.21
2	80919	100	\$7,467.00	\$74.67	80918	18	\$18,183.00	\$1,010.17
3	80907	80	\$5,488.00	\$68.60	80906	16	\$9,932.00	\$620.75
4	80909	75	\$4,060.00	\$54.13	80920	16	\$6,524.00	\$407.75
5	80904	72	\$4,708.00	\$65.39	80921	16	\$6,030.00	\$376.88
6	80903	67	\$8,233.00	\$122.88	80909	14	\$9,631.00	\$687.93
7	80918	65	\$4,005.00	\$61.62	80923	14	\$12,515.00	\$893.93
8	80905	62	\$4,932.00	\$79.55	80919	13	\$13,037.00	\$1,002.85
9	80920	48	\$3,999.00	\$83.31	80922	12	\$4,160.00	\$346.67
10	80911	46	\$2,376.00	\$51.65	80908	10	\$3,960.00	\$396.00
11	80921	44	\$2,967.00	\$67.43	80831	9	\$2,425.00	\$269.44
12	80863	36	\$3,725.00	\$103.47	80907	8	\$1,512.00	\$189.00
13	80917	36	\$2,646.00	\$73.50	80916	8	\$9,750.00	\$1,218.75
14	80915	32	\$1,454.00	\$45.44	80904	6	\$1,665.00	\$277.50
15	80132	32	\$2,366.00	\$73.94	80917	6	\$1,525.00	\$254.17
16	80829	31	\$2,745.00	\$88.55	80817	5	\$1,710.00	\$342.00
17	80916	29	\$1,987.00	\$68.52	80903	5	\$3,325.00	\$665.00
18	80817	26	\$2,163.00	\$83.19	80905	5	\$760.00	\$152.00
19	80908	25	\$1,905.00	\$76.20	80915	5	\$690.00	\$138.00
20	80831	25	\$2,336.00	\$93.44	80924	5	\$795.00	\$159
21	80910	23	\$1,468.00	\$63.83	80118	4	\$960.00	\$240.00
22	80816	12	\$849.00	\$70.75	80829	3	\$485.00	\$162
23	80923	12	\$1,264.00	\$105.33	80911	2	\$395.00	\$197.50
24	80922	12	\$572.00	\$47.67	80927	2	\$600.00	\$300.00
25	80814	11	\$1,783.00	\$162.09	80106	1	\$300.00	\$300

ReStore Northeast

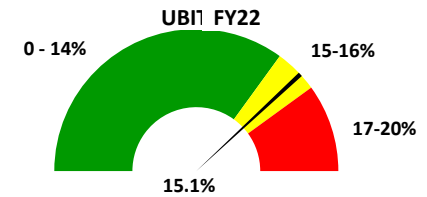
Rank	Zip Code	Drop Off Numbers			Pick UP Numbers			
		# of D/O	Value	Ave.	Zip Code	# of P/U	Value	Ave. P/U \$
1	80923	150	\$7,672.00	\$51.15				
2	80922	59	\$2,215.00	\$37.54				
3	80908	46	\$2,665.00	\$57.93				
4	80920	45	\$2,177.00	\$48.38				
5	80917	39	\$1,489.00	\$38.18				
6	80918	39	\$3,639.00	\$93.31				
7	80831	33	\$2,182.00	\$66.12				
8	80921	21	\$967.00	\$46.05				
9	80924	21	\$1,325.00	\$63.10				
10	80132	19	\$1,425.00	\$75.00				
11	80915	16	\$1,510.00	\$94.38				
12	99999	12	\$465.00	\$38.75				
13	80927	11	\$560.00	\$50.91				
14	80909	10	\$1,685.00	\$168.50				
15	80919	7	\$403.00	\$57.57				
16	80916	6	\$420.00	\$70.00				
17	80106	6	\$590.00	\$98.33				
18	80907	6	\$405.00	\$67.50				
19	80808	5	\$285.00	\$57.00				
20	80951	5	\$240.00	\$48.00				
21	80906	4	\$281.00	\$70.25				
22	80911	4	\$380.00	\$95.00				
23	80133	3	\$325.00	\$108.33				
24	80936	2	\$75.00	\$37.50				
25	80118	2	\$400.00	\$200.00				



ReStore Sales & Donation Highlights

ReStore South

Top 5 Sales Categories				Top 5 Drop Off's				Top 5 Pick-up's			
Class	Total	Qty	Avg	Zip	\$	# DOs	Avg	Zip	\$	# PUs	Avg
Furniture	\$ 27,793	1049	\$ 26	80906	\$ 11,702	148	\$ 79	80921	\$ 6,030	16	\$ 377
Doors	\$ 15,151	388	\$ 39	80903	\$ 8,233	67	\$ 123	80132	\$ 5,514	19	\$ 290
Cabinets	\$ 14,807	318	\$ 47	80919	\$ 7,467	100	\$ 75	80922	\$ 4,160	12	\$ 347
Outdoor Home/Garden	\$ 11,177	3478	\$ 3	80907	\$ 5,488	80	\$ 69	80908	\$ 3,960	10	\$ 396
Tools	\$ 10,627	2555	\$ 4	80905	\$ 4,932	72	\$ 69	80903	\$ 3,325	5	\$ 665
All Class Total	\$ 79,554	7,788	\$ 10	All Zip Total	\$ 37,822	467	\$ 81	All Zip Total	\$ 22,989	62	\$ 371



ReStore Northeast

Top 5 Sales Categories				Top 5 Drop Off's				Top 5 Pick-up's			
Class	Total	Qty	Avg	Zip	\$	# DOs	Avg	Zip	\$	# PUs	Avg
Furniture	\$ 33,290	1740	\$ 19	80923	\$ 7,672	150	\$ 51	80920	\$ 9,791	15	\$ 653
Cabinets	\$ 16,522	592	\$ 28	80918	\$ 3,639	39	\$ 93	80132	\$ 7,596	13	\$ 584
Tools	\$ 8,824	2756	\$ 3	80908	\$ 2,665	46	\$ 58	80909	\$ 7,427	9	\$ 825
Lighting	\$ 6,118	1204	\$ 5	80922	\$ 2,215	59	\$ 38	80922	\$ 6,735	15	\$ 449
Plumbing Fixtures	\$ 5,428	501	\$ 11	80831	\$ 2,182	33	\$ 66	80906	\$ 6,060	16	\$ 379
All Class Total	\$ 70,181	6,793	\$ 10	All Zip Total	\$ 18,373	327	\$ 56	All Zip Total	\$ 37,609	68	\$ 553