

AGENDA

ReStore Committee Meeting

November 9, 2021

ReStore Happenings

Staff News

RSNE is interviewing for Assistant Manager, looking for 1 more F/T employee.

Andria, Kevin, and I had a mini retreat last month and toured 5 other ReStores.

Donations Update

RSS 1245 donation drop offs in Oct. \$93,450 est. value. (FY21 1827, \$101,007)

RSS 169 pickups in Oct. \$77,951 est. value. (FY21 221, \$84,906)

RSNE 1021 donation drop offs in Oct. \$50,559 est. value.

RSNE 57 pickups in Oct. \$19,378 est. value.

Financial Review

RSS September sales \$180,697.04 budget was \$160,020

(FY21 October sales \$197,297.19 Budget was \$171,310)

RSS FY 22 sales to date \$831,273.71, \$136,913.71 over YTD budget.

(FY 21 sales to date \$789,504.07 (\$105,314.07 over YTD budget)

UBIT=12.03 % in October 15.27 YTD %

Campaign \$1,566.20, Scrap/Paint Care \$4,063.87 in October.

FY 22 Net profit YTD \$284,152,98, \$78,342.77 above budget

(FY 21 Net profit YTD \$311,974.52 (\$116,192.08 above YTD budget)

RSNE October sales \$96,982.93, budget was \$54,000.

RSNE FY22 sales to date \$210,891.89, \$12,891.89 above budget

UBIT=3.34 % in October, 5.42 YTD%

Campaign \$233.26 Scrap/Paint Care \$423.49 in October

FY22 Net profit YTD \$101,131.65, \$134,260.08 above 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: Talks with Junk Kings has opened a new stream of furniture donations. They have several warehouses that we are potentially going to start picking up from on a weekly basis.

Metrics Attached are spreadsheets for tracking the metrics.

October 2021 Items Sales Report

ReStore South			ReStore Northeast		
Name	Net Sales	% Net Sales	Name	Net Sales	% Net Sales
Main Departments			Main Departments		
15- Furniture	\$35,263.75	19.69%	15- Furniture	\$26,503.02	27.67%
25- Doors	\$16,298.23	9.10%	10- Cabinets	\$10,596.07	11.06%
30- Lighting	\$11,954.18	6.68%	71- Tools	\$8,195.07	8.56%
71- Tools	\$11,612.97	6.48%	30- Lighting	\$5,286.79	5.52%
10- Cabinets	\$10,211.83	5.70%	25- Doors	\$5,284.85	5.52%
60- Plumbing Fixtures	\$9,019.39	5.04%	20- Windows	\$4,763.20	4.97%
78- Outdoor Home and Gar	\$8,607.14	4.81%	70- Appliances	\$4,619.20	4.82%
70- Appliances	\$8,512.93	4.75%	43- Lumber	\$4,061.48	4.24%
20- Windows	\$5,792.00	3.23%	60- Plumbing Fixtures	\$4,024.95	4.20%
50- Roofing	\$5,480.00	3.06%	14 Art Work And Home Goc	\$2,632.59	2.75%
43- Lumber	\$5,066.71	2.83%	78- Outdoor Home and Gar	\$2,253.70	2.35%
45- Carpet	\$4,265.40	2.38%	29- Door Hardware	\$2,071.75	2.16%
Scrap	\$3,896.20	2.18%	56- Fasteners	\$2,000.35	2.09%
41- Ceramic Tile	\$3,762.48	2.10%	40- Chemicals	\$1,691.34	1.77%
29- Door Hardware	\$3,129.09	1.75%	35- Electrical	\$1,415.16	1.48%
56- Fasteners	\$2,972.37	1.66%	41- Ceramic Tile	\$1,387.91	1.45%
66- Heating	\$2,411.71	1.35%	45- Carpet	\$1,233.00	1.29%
40- Chemicals	\$2,237.40	1.25%	42- Flooring	\$1,209.00	1.26%
42- Flooring	\$2,023.25	1.13%	66- Heating	\$1,120.80	1.17%
35- Electrical	\$1,393.64	0.78%	48 1 Gal ReUse Paint	\$187.00	0.20%
75- Masonry, brick, granite	\$975.89	0.54%	78-A "AS IS" No Exchanges	\$71.00	0.07%
70-A "AS IS" No Exchanges	\$767.00	0.43%	WHD	\$70.55	0.07%
78-A "AS IS" No Exchanges	\$753.14	0.42%	72- Seasonal	\$64.00	0.07%
20"x20" Mariela Tile	\$520.00	0.29%	50- Roofing	\$51.00	0.05%
49- 5 Gal ReUse Paint	\$244.75	0.14%	49- 5 Gal ReUse Paint	\$25.00	0.03%
48 1 Gal ReUse Paint	\$162.52	0.09%	Scrap	\$11.00	0.01%
Worldwide Sales, LLC	\$64.27	0.04%	70-A "AS IS" No Exchanges	\$10.00	0.01%
Total (Main Departments)	\$157,398.24	87.89%	75- Masonry Block	\$7.50	0.01%
			Total (Main Departments)	\$90,847.27	94.86%
Purchased Product			Purchased Product		
Desert Land Flooring	\$6,790.00	3.79%	Dahdoul Area Rugs	\$2,679.00	2.80%
Dahdoul Area Rugs	\$5,925.00	3.31%	Desert Land Flooring	\$1,406.50	1.47%
Green Sheen Paint	\$4,740.00	2.65%	Visions Paint	\$1,370.00	1.43%
Lee Jones Paint Sundries	\$2,952.19	1.65%	Lee Jones Paint Sundries	\$822.09	0.86%
Dahdoul Bedding	\$1,325.00	0.74%	Dahdoul Bedding	\$585.00	0.61%
Total (Purchased Product)	\$21,732.19	12.14%	Total (Purchased Product)	\$6,862.59	7.17%
TOTAL	\$179,087.43	100.00%	TOTAL	\$95,767.14	100.00%

October 21 Sales Report

	ReStore South	ReStore Northeast
Date	Net Sales	Net Sales
Fri, Oct 1	\$8,500.27	\$2,994.85
Sat, Oct 2	\$10,609.06	\$9,168.94
Sun, Oct 3	\$0.00	\$0.00
Mon, Oct 4	\$5,069.84	\$5,301.86
Tue, Oct 5	\$9,266.66	\$1,218.50
Wed, Oct 6	\$6,724.90	\$3,209.13
Thu, Oct 7	\$9,359.40	\$1,786.06
Fri, Oct 8	\$6,210.65	\$3,811.75
Sat, Oct 9	\$9,526.53	\$5,809.60
Sun, Oct 10	\$0.00	\$0.00
Mon, Oct 11	\$5,700.16	\$3,559.54
Tue, Oct 12	\$3,978.52	\$2,338.76
Wed, Oct 13	\$5,494.45	\$2,375.13
Thu, Oct 14	\$5,260.82	\$2,621.17
Fri, Oct 15	\$5,928.05	\$3,308.65
Sat, Oct 16	\$12,462.02	\$5,854.80
Sun, Oct 17	\$0.00	\$0.00
Mon, Oct 18	\$5,412.54	\$3,163.57
Tue, Oct 19	\$7,210.82	\$4,150.96
Wed, Oct 20	\$3,945.58	\$1,899.75
Thu, Oct 21	\$4,637.95	\$2,378.50
Fri, Oct 22	\$5,204.88	\$2,852.61
Sat, Oct 23	\$9,788.37	\$6,226.74
Sun, Oct 24	\$0.00	\$0.00
Mon, Oct 25	\$7,081.20	\$4,955.63
Tue, Oct 26	\$6,489.81	\$3,297.47
Wed, Oct 27	\$6,970.10	\$2,107.36
Thu, Oct 28	\$5,296.33	\$2,608.53
Fri, Oct 29	\$5,614.27	\$3,119.54
Sat, Oct 30	\$7,344.26	\$5,647.74
Sun, Oct 31	\$0.00	\$0.00
Total	\$179,087.43	\$95,767.14

PIKES PEAK HABITAT FOR HUMANITY
Profit & Loss Budget Performance - Combined/Summary
 October 2021

	Oct 21	Budget	Jul - Oct 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Contributions/Donations	0.00		15,977.36		
4400 · Resale Store Income	277,379.97	214,020.00	1,026,044.30	893,080.00	2,823,432.00
4500 · Other Program Income	0.00		143.94		
Total Income	277,379.97	214,020.00	1,042,165.60	893,080.00	2,823,432.00
Gross Profit	277,379.97	214,020.00	1,042,165.60	893,080.00	2,823,432.00
Expense					
5000 · Program Services	164,161.90	172,835.79	656,880.97	720,398.22	2,204,544.00
Total Expense	164,161.90	172,835.79	656,880.97	720,398.22	2,204,544.00
Net Ordinary Income	113,218.07	41,184.21	385,284.63	172,681.78	618,888.00
Net Income	113,218.07	41,184.21	385,284.63	172,681.78	618,888.00

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

October 2021

	Oct 21	Budget	Jul - Oct 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4400 · Resale Store Income					
4410 · Resale Store Income Gross	153,353.02	137,000.00	676,773.93	586,750.00	1,725,500.00
4410-01 · Short/Over Resale Store Inc Gro	-18.24	20.00	-59.29	80.00	240.00
4410-02 · Purchased Goods/Sales Inventory	16,992.19	14,000.00	107,973.35	68,000.00	211,500.00
4410-03 · Purchased Paint-Consignment	4,740.00	4,500.00	18,920.31	18,250.00	53,750.00
4451 · Donations - ReStore	1,566.20	1,500.00	4,421.37	8,500.00	23,250.00
4520 · ReStore Program Income	4,063.87	3,000.00	23,100.10	13,500.00	36,000.00
Total 4400 · Resale Store Income	180,697.04	160,020.00	831,129.77	695,080.00	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	180,697.04	160,020.00	831,273.71	695,080.00	2,050,240.00
Gross Profit	180,697.04	160,020.00	831,273.71	695,080.00	2,050,240.00
Expense					
5000 · Program Services					
5100 · Construction/ReStore Costs					
5106 · Operating Supplies and Tools	0.00	650.00	2,534.73	1,825.00	6,000.00
5107 · Operational Incidents	0.00	0.00	0.00	0.00	1,000.00
Total 5100 · Construction/ReStore Costs	0.00	650.00	2,534.73	1,825.00	7,000.00
5104 · Liability/E&O Insurance	0.00	0.00	7,423.90	7,400.00	15,200.00
5105 · Building & Personal Prop Ins.	0.00	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	150.00	812.02	1,300.00	4,500.00
Total 5200 · Other Mission Specific Costs	0.00	150.00	971.02	1,550.00	4,825.00
5250 · Compensation Accounts-Prgm					
5255 · Wages-Pgm Svcs	58,817.97	51,861.78	258,751.36	207,447.12	621,341.36
5270 · Employer SIMPLE-IRA / 401KMatch	360.25	536.06	1,953.06	2,144.24	6,432.72
5280 · Other Employee Benefits	7,180.80	6,790.33	25,918.10	27,161.32	81,483.96
5290 · Workers Comp Ins.	5,372.35	5,372.35	21,489.40	21,489.40	49,764.46
5291 · Recruitment	0.00	0.00	0.00	0.00	150.00
6560 · Employer Payroll Taxes	4,720.12	4,733.55	20,743.16	18,934.20	56,802.60
Total 5250 · Compensation Accounts-Prgm	76,451.49	69,294.07	328,855.08	277,176.28	815,975.10
5315 · Bank & Credit Card Fees	2,675.01	2,400.00	12,202.80	11,800.00	31,400.00
5325 · Dues/Subscriptions	0.00	350.00	8,066.43	8,600.00	10,400.00
5332 · Office Supplies	0.00	400.00	59.94	800.00	4,000.00
5335 · Payroll processing fee	218.17	221.45	1,154.86	885.80	2,914.64
5340 · Telephone and Internet	1,224.95	958.33	4,784.63	3,833.32	11,500.00
5350 · Postage and Shipping	0.00	0.00	0.00	0.00	200.00
5355 · Staff Appreciation	45.00	300.00	506.20	1,700.00	6,000.00
5356 · Uniforms	0.00	0.00	0.00	450.00	1,800.00
5360 · Occupancy Expense					
5361 · Building Equipment & Repairs	95.00	0.00	1,569.43	2,000.00	40,000.00

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

October 2021

	Oct 21	Budget	Jul - Oct 21	YTD Budget	Annual Budget
5363 · Trash Removal	4,243.38	1,800.00	8,191.32	9,200.00	21,600.00
5364 · Utilities	1,389.70	1,300.00	6,029.96	5,800.00	21,000.00
5367 · Security	100.00	145.00	5,166.75	5,465.00	14,000.00
5368 · Janitorial	400.76	550.00	1,735.04	3,200.00	10,600.00
Total 5360 · Occupancy Expense	6,228.84	3,795.00	22,692.50	25,665.00	107,200.00
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371A · Vehicle - Tax/Lic	0.00	450.00	0.00	450.00	1,250.00
5371B · Vehicle - Insurance	0.00	0.00	2,851.50	2,851.50	5,845.58
5371C · Vehicle - Fuel/Propane	144.00	1,187.50	4,972.23	4,750.00	14,250.00
5371D · Vehicle - Maintenance	1,817.30	600.00	6,306.96	4,775.00	16,700.00
5371F · Vehicle Lease	886.28	1,766.67	3,545.12	4,466.67	18,600.00
Total 5371 · Vehicle Expense	2,847.58	4,004.17	17,675.81	17,293.17	56,645.58
5373 · Vehicle/Equipment Rental	67.10	0.00	2,462.68	2,400.00	2,400.00
Total 5370 · Vehicle Expense	2,914.68	4,004.17	20,138.49	19,693.17	59,045.58
5380 · Printing and Publications					
5386 · Advertising & Marketing	9,551.25	6,500.00	31,567.50	26,000.00	78,000.00
5388 · IT	303.54	430.00	1,755.91	1,760.00	7,500.00
5380 · Printing and Publications - Other	183.43	0.00	1,632.35	700.00	2,000.00
Total 5380 · Printing and Publications	10,038.22	6,930.00	34,955.76	28,460.00	87,500.00
5400 · Confs, Mtgs, Prof'al Dev'mt	1,406.58	200.00	2,006.33	750.00	8,300.00
5410 · Interest	2,313.68	2,104.06	8,805.21	8,664.50	25,049.96
5420 · Depreciation, Depletion etc.					
5422 · Depreciation - Vehicle	325.00	325.00	1,300.00	1,300.00	3,900.00
5423 · Depreciation - Office Equip	655.54	658.33	2,622.16	2,633.36	7,900.00
5424 · Depreciation - Building Equip	29.62	30.00	118.48	120.00	360.00
5426 · Depreciation - Building	4,310.50	4,333.33	17,242.00	17,333.36	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	21,282.64	21,386.72	64,760.00
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	263.76	200.00	812.34	800.00	2,400.00
Total 5450 · Expense Reimbursement	263.76	200.00	812.34	800.00	2,400.00
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	8,288.66	10,000.00	56,622.92	55,000.00	115,000.00
5571 · Consignment Purchase	3,197.65	2,350.00	8,367.90	9,450.00	28,000.00
5572 · Cash Short and Over	-18.24	20.00	-59.29	80.00	240.00
Total 5490 · Other Expenses	11,468.07	12,370.00	64,931.53	64,530.00	143,240.00
Total 5000 · Program Services	120,569.11	109,673.74	547,120.73	489,269.79	1,436,710.28
Total Expense	120,569.11	109,673.74	547,120.73	489,269.79	1,436,710.28
Net Ordinary Income	60,127.93	50,346.26	284,152.98	205,810.21	613,529.72
Net Income	60,127.93	50,346.26	284,152.98	205,810.21	613,529.72

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

October 2021

	Oct 21	Budget	Jul - Oct 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4000 · Contributions/Donations					
4010 · Individuals	0.00		14,707.36		
4020 · Corporations	0.00		1,270.00		
Total 4000 · Contributions/Donations	<u>0.00</u>		<u>15,977.36</u>		
4400 · Resale Store Income					
4410 · Resale Store Income Gross	92,732.60	44,290.00	182,247.15	161,275.00	636,617.00
4410-01 · Short/Over Resale Store Inc Gro	29.58		22.53		
4410-02 · Purchased Goods/Sales Inventory	3,264.00	6,700.00	11,423.32	25,965.00	94,100.00
4410-03 · Purchased Paint-Consignment	0.00	1,510.00	0.00	5,585.00	20,975.00
4451 · Donations - ReStore	233.26	625.00	659.94	2,275.00	8,565.00
4520 · ReStore Program Income	423.49	875.00	561.59	2,900.00	12,935.00
Total 4400 · Resale Store Income	<u>96,682.93</u>	<u>54,000.00</u>	<u>194,914.53</u>	<u>198,000.00</u>	<u>773,192.00</u>
Total Income	<u>96,682.93</u>	<u>54,000.00</u>	<u>210,891.89</u>	<u>198,000.00</u>	<u>773,192.00</u>
Gross Profit	<u>96,682.93</u>	<u>54,000.00</u>	<u>210,891.89</u>	<u>198,000.00</u>	<u>773,192.00</u>
Expense					
5000 · Program Services					
5100 · Construction/ReStore Costs					
5106 · Operating Supplies and Tools	533.34	35.00	6,813.66	770.00	1,050.00
Total 5100 · Construction/ReStore Costs	<u>533.34</u>	<u>35.00</u>	<u>6,813.66</u>	<u>770.00</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	2,200.00	2,176.91	4,400.00	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	90.00		135.00		
5208 · Volunteer Expense	59.63	145.00	146.08	340.00	1,500.00
Total 5200 · Other Mission Specific Costs	<u>149.63</u>	<u>145.00</u>	<u>281.08</u>	<u>340.00</u>	<u>2,500.00</u>
5250 · Compensation Accounts-Prgm					
5255 · Wages-Pgm Svcs	14,840.53	23,477.11	29,063.89	93,908.44	281,725.32
5270 · Employer SIMPLE-IRA / 401KMatch	0.00	189.86	0.00	759.44	2,278.32
5280 · Other Employee Benefits	174.72	1,357.55	1,150.34	5,430.20	16,290.60
5290 · Workers Comp Ins.	0.00	2,400.00	2,400.00	4,800.00	17,735.00
5291 · Recruitment	0.00		14.41		
6560 · Employer Payroll Taxes	1,350.64	2,101.99	2,615.32	8,407.96	25,223.88
Total 5250 · Compensation Accounts-Prgm	<u>16,365.89</u>	<u>29,526.51</u>	<u>35,243.96</u>	<u>113,306.04</u>	<u>343,253.12</u>
5315 · Bank & Credit Card Fees	1,652.53	800.00	3,323.54	3,200.00	9,556.00
5325 · Dues/Subscriptions	0.00	88.00	2,763.16	2,488.00	4,000.00
5332 · Office Supplies	0.00	40.00	1,455.09	580.00	900.00
5335 · Payroll processing fee	77.56	80.00	156.40	298.71	1,028.71
5340 · Telephone and Internet	3,428.06	400.00	4,599.58	2,800.00	6,000.00
5350 · Postage and Shipping	0.00	0.00	0.00	0.00	90.00
5355 · Staff Appreciation	93.25	125.00	238.05	500.00	1,500.00
5356 · Uniforms	0.00	0.00	0.00	200.00	800.00
5360 · Occupancy Expense					

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

October 2021

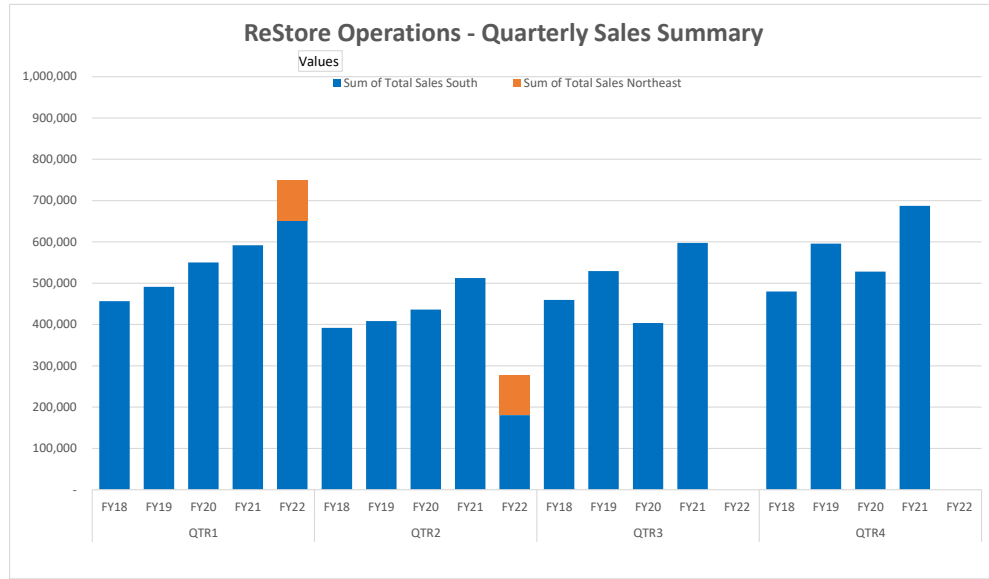
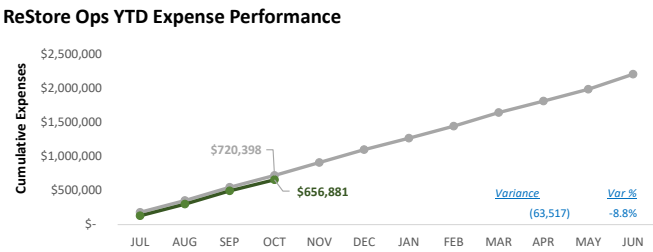
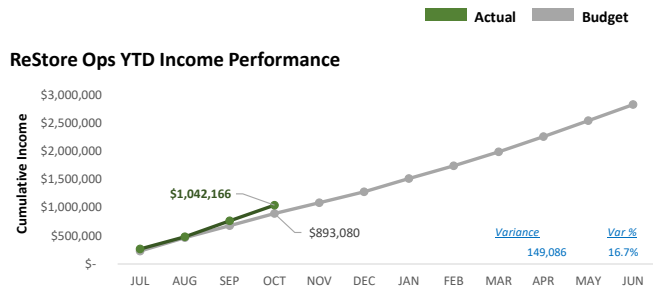
	Oct 21	Budget	Jul - Oct 21	YTD Budget	Annual Budget
5361 · Building Equipment & Repairs	301.50	0.00	1,711.50	2,000.00	2,000.00
5363 · Trash Removal	245.28	800.00	393.26	1,700.00	9,600.00
5364 · Utilities	1,640.04	570.00	1,640.04	2,280.00	6,875.00
5367 · Security	0.00	0.00	113.50	900.00	3,600.00
5368 · Janitorial	297.78	400.00	791.28	1,600.00	9,000.00
Total 5360 · Occupancy Expense	2,484.60	1,770.00	4,649.58	8,480.00	31,075.00
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371A · Vehicle - Tax/Lic	0.00	650.00	0.00	650.00	650.00
5371B · Vehicle - Insurance	0.00	0.00	0.00	630.00	2,100.00
5371C · Vehicle - Fuel/Propane	0.00	500.00	224.03	1,400.00	5,400.00
5371D · Vehicle - Maintenance	0.00	0.00	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	0.00	1,150.00	224.03	3,130.00	15,950.00
5373 · Vehicle/Equipment Rental	0.00		2,322.67		
Total 5370 · Vehicle Expense	0.00	1,150.00	2,546.70	3,130.00	15,950.00
5380 · Printing and Publications					
5386 · Advertising & Marketing	0.00	1,708.33	5,211.74	6,833.32	20,500.00
5388 · IT	310.99	400.00	3,878.41	4,100.00	7,300.00
5380 · Printing and Publications - Other	30.00	0.00	1,936.44	1,250.00	2,000.00
Total 5380 · Printing and Publications	340.99	2,108.33	11,026.59	12,183.32	29,800.00
5400 · Confs, Mtgs, Prof'al Dev'mt	1,427.24	0.00	1,575.67	350.00	4,300.00
5410 · Interest	11,072.35	12,294.21	21,342.28	39,002.36	136,701.79
5420 · Depreciation, Depletion etc.					
5426 · Depreciation - Building	0.00	7,250.00	0.00	29,000.00	87,000.00
Total 5420 · Depreciation, Depletion etc.	0.00	7,250.00	0.00	29,000.00	87,000.00
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	263.76	150.00	576.80	300.00	1,500.00
Total 5450 · Expense Reimbursement	263.76	150.00	576.80	300.00	1,500.00
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	5,674.01	5,000.00	10,968.66	9,800.00	57,500.00
5572 · Cash Short and Over	29.58		22.53		
Total 5490 · Other Expenses	5,703.59	5,000.00	10,991.19	9,800.00	57,500.00
Total 5000 · Program Services	43,592.79	63,162.05	109,760.24	231,128.43	767,833.72
Total Expense	43,592.79	63,162.05	109,760.24	231,128.43	767,833.72
Net Ordinary Income	53,090.14	-9,162.05	101,131.65	-33,128.43	5,358.28
Net Income	53,090.14	-9,162.05	101,131.65	-33,128.43	5,358.28

RSS Oct. 21

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	142	\$14,094.00	\$99.25	80920	10	\$5,455.00	\$545.50
2	80919	106	\$9,827.00	\$92.71	80921	4	\$4,585.00	\$1,146.25
3	80903	65	\$5,456.00	\$83.94	80917	8	\$4,542.00	\$567.75
4	80909	69	\$4,907.00	\$71.12	80918	9	\$3,810.00	\$423.33
5	80907	69	\$4,721.00	\$68.42	80906	10	\$2,800.00	\$280.00
6	80904	66	\$3,120.00	\$47.27	80911	5	\$2,435.00	\$487.00
7	80921	26	\$3,075.00	\$118.27	80922	10	\$2,289.00	\$228.90
8	80911	37	\$2,505.00	\$67.70	80905	3	\$2,020.00	\$673.33
9	80132	30	\$2,410.00	\$80.33	80904	8	\$1,996.00	\$249.50
10	80920	20	\$2,396.00	\$119.80	80817	7	\$1,900.00	\$271.43
11	80863	24	\$2,270.00	\$94.58	80908	8	\$1,479.00	\$184.88
12	80910	28	\$2,091.00	\$74.68	80923	8	\$1,457.00	\$182.13
13	80905	54	\$1,972.00	\$36.52	80925	5	\$1,070.00	\$214.00
14	80831	15	\$1,739.00	\$115.93	80132	3	\$1,050.00	\$350.00
15	80829	23	\$1,678.00	\$72.96	80829	5	\$1,010.00	\$202.00
16	80918	41	\$1,453.00	\$35.44	80916	5	\$910.00	\$182.00
17	80917	24	\$1,349.00	\$56.21	80831	4	\$870.00	\$217.50
18	80817	22	\$1,203.00	\$54.68	80924	3	\$660.00	\$220.00
19	80915	24	\$1,151.00	\$47.96	80910	4	\$570.00	\$142.50
20	80819	7	\$1,101.00	\$157.29	80903	3	\$525.00	\$175.00
21	80908	16	\$897.00	\$56.06	80938	1	\$300.00	\$300.00
22	80925	7	\$836.00	\$119.43	80118	2	\$212.00	\$106.00
23	80830	1	\$750.00	\$750.00	80951	1	\$200.00	\$200.00
24	80922	9	\$741.00	\$82.33	80927	1	\$175.00	\$175.00
25	80923	11	\$730.00	\$66.36	80929	1	\$150.00	\$150.00

RSNE Oct. 21

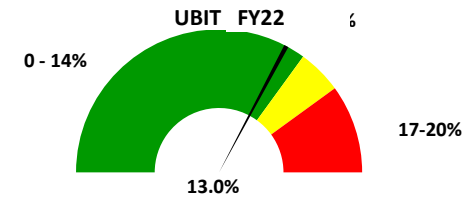
Rank	Drop Off Numbers				Pick UP Numbers			
	Zip Code	# of D/O	Value	Ave.	Zip Code	# of P/U	Value	Ave. P/U \$
1	80923	199	\$9,146.00	\$45.96	80923	5	\$4,119.00	\$823.80
2	80920	105	\$6,366.00	\$60.63	80106	2	\$2,320.00	\$1,160.00
3	80908	100	\$5,498.00	\$54.98	80908	7	\$1,951.00	\$278.71
4	80831	68	\$3,875.00	\$56.99	80132	7	\$1,880.00	\$268.57
5	80922	101	\$3,632.00	\$35.96	80920	4	\$1,540.00	\$385.00
6	80918	78	\$3,109.00	\$39.86	80922	5	\$1,308.05	\$261.61
7	80132	44	\$2,947.00	\$66.98	80921	6	\$1,135.00	\$189.17
8	80924	52	\$2,326.00	\$44.73	80817	3	\$1,050.00	\$350.00
9	80917	46	\$1,833.00	\$39.85	80915	3	\$885.00	\$295.00
10	80915	22	\$1,454.00	\$66.09	80918	2	\$545.00	\$272.50
11	80921	29	\$1,424.00	\$49.10	80917	1	\$500.00	\$500.00
12	80919	23	\$998.00	\$43.39	80906	1	\$380.00	\$380.00
13	80907	5	\$895.00	\$179.00	80919	2	\$375.00	\$187.50
14	80909	17	\$883.00	\$51.94	80910	1	\$300.00	\$300.00
15	80927	26	\$862.00	\$33.15	80831	3	\$275.00	\$91.67
16	80817	6	\$760.00	\$126.67	80903	1	\$250.00	\$250.00
17	99999	23	\$674.00	\$29.30	80924	1	\$185.00	\$185.00
18	80911	8	\$480.00	\$60.00	80916	1	\$150.00	\$150.00
19	80905	5	\$440.00	\$88.00	80911	1	\$115.00	\$115.00
20	80916	6	\$390.00	\$65.00	80133	1	\$115.00	\$115.00
21	80106	7	\$370.00	\$52.86				
22	80808	3	\$231.00	\$77.00				
23	80951	5	\$220.00	\$44.00				
24	80906	5	\$185.00	\$37.00				
25	80827	2	\$180.00	\$90.00				



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	\$ 35,264	1269	\$ 28	80906	\$ 14,094	142	\$ 99	80909	\$ 12,770	13	\$ 982
Doors	\$ 16,298	352	\$ 46	80919	\$ 9,827	106	\$ 93	80915	\$ 9,515	6	\$ 1,586
Lighting	\$ 11,954	1951	\$ 6	80903	\$ 5,456	65	\$ 84	80919	\$ 7,509	12	\$ 626
Tools	\$ 11,613	2953	\$ 4	80909	\$ 4,907	69	\$ 71	80907	\$ 5,687	10	\$ 569
Cabinets	\$ 10,212	365	\$ 28	80907	\$ 4,721	69	\$ 68	80920	\$ 5,455	10	\$ 546
All Class Total	\$ 85,341	6,890	\$ 12	All Zip Total	\$ 39,005	451	\$ 86	All Zip Total	\$ 40,936	51	\$ 803



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	\$ 26,503	943	\$ 28	99999	\$ 674	23	\$ 29	80923	\$ 4,119	5	\$ 824
Cabinets	\$ 10,596	532	\$ 20	80918	\$ 480	8	\$ 60	80106	\$ 2,320	2	\$ 1,160
Tools	\$ 8,195	2266	\$ 4	80908	\$ 440	5	\$ 88	80908	\$ 1,951	7	\$ 279
Lighting	\$ 5,287	1074	\$ 5	80922	\$ 390	6	\$ 65	80132	\$ 1,880	7	\$ 269
Doors	\$ 5,285	213	\$ 25	80831	\$ 370	7	\$ 53	80920	\$ 1,540	4	\$ 385
All Class Total	\$ 55,866	5,028	\$ 11	All Zip Total	\$ 2,354	49	\$ 48	All Zip Total	\$ 11,810	25	\$ 472