

# AGENDA

## ReStore Committee Meeting

December 14, 2021

### ReStore Happenings

#### Staff News

Both stores are fully staffed!

#### Donations Update

<i>Store/Year</i>	<i>Dropoff</i>	<i>Value</i>	<i>Pickup</i>	<i>Value</i>
RSS 2021	1068	\$106,617	123	\$51,589
RSS 2020	1639	\$87,529	152	\$83,309
RSNE	970	49,903	41	\$18,689
Combined	2038	\$156,520	164	\$70,278

#### Financial Review

<i>Store/Year</i>	<i>Sales</i>	<i>Budget</i>	<i>Over/Under</i>
RSS FY22 Nov	\$161,556.78	\$135,020	\$26,536.76
RSS FY21 Nov	\$156,309.86	\$137,760	\$18,549.86
RSS FY22 YTD	\$992,830.49	\$830,100	\$162,730.49
RSS FY21 YTD	\$945,813.93	\$822,350	\$123,463.93
RSNE FY22 Nov	\$87,368.79	\$58,000	\$29,268.79
RSNE FY22 YTD	\$298,260.68	\$256,000	\$42,260.68

<i>Store/Year</i>	<i>Net Profit</i>	<i>Budget</i>	<i>Over/Under</i>
RSS FY22 Nov	\$51,601.61	\$12,324.72	\$39,2765.89
RSS FY21 Nov	\$41,120.28	\$23,866.64	\$17,253.64
RSS FY22 YTD	\$334,137.78	\$218,134.93	\$116,002.85
RSS FY21 YTD	\$353,094.80	\$219,649.08	\$133,445.72
RSNE FY22 Nov	\$27,110.26	\$(6,630.12)	\$34,040.38
RSNE FY22 YTD	\$86,429.14	\$(40,058.55)	\$126,487.69

#### Purchased Product:

No Major changes.

#### Acquisitions:

Junk Kings mentioned last month is making routine drop off donations to RSNE and occasional to RSS.

#### Metrics

Attached are spreadsheets for tracking the metrics.

## November 2021 Items Report

### ReStore South

Main Departments	Net Sales	% Sales
15- Furniture	\$26,261.31	16.52%
10- Cabinets	\$11,769.31	7.40%
30- Lighting	\$11,096.81	6.98%
25- Doors	\$10,274.10	6.46%
60- Plumbing Fixtures	\$9,113.90	5.73%
71- Tools	\$8,754.37	5.51%
78- Outdoor Home and Garde	\$7,234.38	4.55%
70- Appliances	\$6,237.53	3.92%
20- Windows	\$6,050.98	3.81%
43- Lumber	\$5,380.37	3.38%
Scrap	\$5,210.72	3.28%
41- Ceramic Tile	\$3,403.18	2.14%
29- Door Hardware	\$2,913.58	1.83%
40- Chemicals	\$2,691.45	1.69%
45- Carpet	\$2,684.96	1.69%
56- Fasteners	\$2,076.54	1.31%
66- Heating	\$2,038.82	1.28%
70-A "AS IS" No Exchanges	\$1,770.01	1.11%
35- Electrical	\$1,627.56	1.02%
42- Flooring	\$1,412.50	0.89%
72- Seasonal	\$1,235.08	0.78%
50- Roofing	\$1,142.90	0.72%
20"x20" Mariela Tile	\$680.00	0.43%
75- Masonry block, brick, gar	\$592.66	0.37%
78-A "AS IS" No Exchanges	\$220.00	0.14%
49- 5 Gal ReUse Paint	\$211.00	0.13%
48 1 Gal ReUse Paint	\$126.00	0.08%
Worldwide Sales, LLC	\$68.28	0.04%
<b>Total (Main Departments)</b>	<b>\$132,278.32</b>	<b>83.22%</b>
Desert Land Flooring	\$12,367.50	7.78%
Green Sheen Paint	\$5,638.68	3.55%
Dahdoul Area Rugs	\$4,860.00	3.06%
Lee Jones Paint Sundries	\$2,702.34	1.70%
Dahdoul Bedding	\$1,151.80	0.72%
<b>Total (Purchased Product)</b>	<b>\$26,720.32</b>	<b>16.81%</b>
<b>Total</b>	<b>\$158,948.44</b>	<b>100.00%</b>

### ReStore Northeast

Main Departments	Net Sales	% Sales
15- Furniture	\$16,809.68	19.57%
10- Cabinets	\$7,790.64	9.07%
20- Windows	\$6,859.64	7.99%
30- Lighting	\$6,364.87	7.41%
71- Tools	\$6,070.78	7.07%
25- Doors	\$4,167.55	4.85%
60- Plumbing Fixtures	\$4,120.91	4.80%
78- Outdoor Home and Garden	\$3,965.82	4.62%
70- Appliances	\$3,925.01	4.57%
14 Art Work And Home Goods	\$3,602.51	4.19%
43- Lumber	\$3,386.62	3.94%
56- Fasteners	\$1,881.62	2.19%
4th Veteran's Build	\$1,555.00	1.81%
45- Carpet	\$1,288.00	1.50%
41- Ceramic Tile	\$1,266.33	1.47%
35- Electrical	\$1,241.49	1.45%
66- Heating	\$1,226.08	1.43%
29- Door Hardware	\$997.00	1.16%
40- Chemicals	\$684.80	0.80%
42- Flooring	\$541.20	0.63%
48 1 Gal ReUse Paint	\$229.46	0.27%
75- Masonry Block	\$90.50	0.11%
50- Roofing	\$69.00	0.08%
72- Seasonal	\$35.69	0.04%
49- 5 Gal ReUse Paint	\$5.00	0.01%
78-A "AS IS" No Exchanges	\$3.00	0.00%
<b>Total (Main Departments)</b>	<b>\$78,178.20</b>	<b>91.02%</b>
Desert Land Flooring	\$2,813.00	3.27%
Dahdoul Area Rugs	\$2,210.00	2.57%
Visions Paint	\$1,489.59	1.73%
Lee Jones Paint Sundries	\$1,247.44	1.45%
Dahdoul Bedding	\$359.00	0.42%
<b>Total (Purchased Product)</b>	<b>\$8,119.03</b>	<b>9.44%</b>
<b>Total</b>	<b>\$85,881.64</b>	<b>100.00%</b>

## November 2021 Sales Report

	ReStore South	ReStore Northeast
Mon, Nov 1	\$4,299.77	\$2,898.67
Tue, Nov 2	\$5,221.00	\$2,118.75
Wed, Nov 3	\$5,315.50	\$5,016.85
Thu, Nov 4	\$4,099.80	\$2,232.59
Fri, Nov 5	\$5,400.23	\$3,884.90
Sat, Nov 6	\$8,870.21	\$5,863.40
Sun, Nov 7	\$0.00	\$0.00
Mon, Nov 8	\$14,939.83	\$2,453.85
Tue, Nov 9	\$5,035.19	\$2,412.17
Wed, Nov 10	\$10,736.44	\$2,462.90
Thu, Nov 11	\$5,179.97	\$3,955.82
Fri, Nov 12	\$10,765.97	\$2,934.77
Sat, Nov 13	\$8,634.54	\$6,622.65
Sun, Nov 14	\$0.00	\$0.00
Mon, Nov 15	\$4,565.55	\$4,938.53
Tue, Nov 16	\$5,701.73	\$2,025.99
Wed, Nov 17	\$8,530.45	\$6,241.65
Thu, Nov 18	\$4,457.45	\$3,804.29
Fri, Nov 19	\$7,896.40	\$4,003.88
Sat, Nov 20	\$9,874.76	\$5,143.22
Sun, Nov 21	\$0.00	\$0.00
Mon, Nov 22	\$6,419.75	\$3,227.82
Tue, Nov 23	\$4,195.22	\$3,319.97
Wed, Nov 24	\$0.00	\$0.00
Thu, Nov 25	\$0.00	\$0.00
Fri, Nov 26	\$0.00	\$0.00
Sat, Nov 27	\$9,313.78	\$5,710.63
Sun, Nov 28	\$0.00	\$0.00
Mon, Nov 29	\$5,514.35	\$1,582.98
Tue, Nov 30	\$3,980.56	\$3,025.36
Total	\$158,948.44	\$85,881.64

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

	<b>Nov 21</b>	<b>Budget</b>	<b>Jul - Nov 21</b>	<b>YTD Budget</b>	<b>Annual Budget</b>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4000 · Contributions/Donations</b>	0.00		15,977.36		
<b>4400 · Resale Store Income</b>	248,925.57	193,020.00	1,274,969.87	1,086,100.00	2,823,432.00
<b>4500 · Other Program Income</b>	0.00		143.94		
<b>Total Income</b>	<b>248,925.57</b>	<b>193,020.00</b>	<b>1,291,091.17</b>	<b>1,086,100.00</b>	<b>2,823,432.00</b>
<b>Gross Profit</b>	<b>248,925.57</b>	<b>193,020.00</b>	<b>1,291,091.17</b>	<b>1,086,100.00</b>	<b>2,823,432.00</b>
<b>Expense</b>					
<b>5000 · Program Services</b>	170,213.70	187,625.40	870,524.25	908,023.62	2,204,544.00
<b>Total Expense</b>	<b>170,213.70</b>	<b>187,625.40</b>	<b>870,524.25</b>	<b>908,023.62</b>	<b>2,204,544.00</b>
<b>Net Ordinary Income</b>	<b>78,711.87</b>	<b>5,394.60</b>	<b>420,566.92</b>	<b>178,076.38</b>	<b>618,888.00</b>
<b>Net Income</b>	<b>78,711.87</b>	<b>5,394.60</b>	<b>420,566.92</b>	<b>178,076.38</b>	<b>618,888.00</b>

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

November 2021

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4400 · Resale Store Income</b>					
<b>4410 · Resale Store Income Gross</b>	128,187.19	115,250.00	804,961.12	702,000.00	1,725,500.00
<b>4410-01 · Short/Over Resale Store Inc Gro</b>	-20.89	20.00	-80.18	100.00	240.00
<b>4410-02 · Purchased Goods/Sales Inventory</b>	21,081.64	12,500.00	129,054.99	80,500.00	211,500.00
<b>4410-03 · Purchased Paint-Consignment</b>	5,638.68	3,500.00	24,558.99	21,750.00	53,750.00
<b>4451 · Donations - ReStore</b>	1,391.16	1,250.00	5,812.53	9,750.00	23,250.00
<b>4520 · ReStore Program Income</b>	5,279.00	2,500.00	28,379.10	16,000.00	36,000.00
<b>Total 4400 · Resale Store Income</b>	<b>161,556.78</b>	<b>135,020.00</b>	<b>992,686.55</b>	<b>830,100.00</b>	<b>2,050,240.00</b>
<b>4500 · Other Program Income</b>					
<b>4525 · Vendor Adj/Disc. Income</b>	0.00		143.94		
<b>Total 4500 · Other Program Income</b>	<b>0.00</b>		<b>143.94</b>		
<b>Total Income</b>	<b>161,556.78</b>	<b>135,020.00</b>	<b>992,830.49</b>	<b>830,100.00</b>	<b>2,050,240.00</b>
<b>Gross Profit</b>	<b>161,556.78</b>	<b>135,020.00</b>	<b>992,830.49</b>	<b>830,100.00</b>	<b>2,050,240.00</b>
<b>Expense</b>					
<b>5000 · Program Services</b>					
<b>5100 · Construction/ReStore Costs</b>					
<b>5106 · Operating Supplies and Tools</b>	293.21	525.00	2,827.94	2,350.00	6,000.00
<b>5107 · Operational Incidents</b>	0.00	0.00	0.00	0.00	1,000.00
<b>Total 5100 · Construction/ReStore Costs</b>	<b>293.21</b>	<b>525.00</b>	<b>2,827.94</b>	<b>2,350.00</b>	<b>7,000.00</b>
<b>5104 · Liability/E&amp;O Insurance</b>	0.00	0.00	7,423.90	7,400.00	15,200.00
<b>5105 · Building &amp; Personal Prop Ins.</b>	1,885.00	8,200.00	6,821.34	11,500.00	28,000.00
<b>5200 · Other Mission Specific Costs</b>					
<b>5202 · Property Tax</b>	0.00	0.00	0.00	0.00	75.00
<b>5206-1 · Background Checks</b>	0.00	0.00	159.00	250.00	250.00
<b>5208 · Volunteer Expense</b>	419.00	150.00	1,231.02	1,450.00	4,500.00
<b>Total 5200 · Other Mission Specific Costs</b>	<b>419.00</b>	<b>150.00</b>	<b>1,390.02</b>	<b>1,700.00</b>	<b>4,825.00</b>
<b>5250 · Compensation Accounts-Prgm</b>					
<b>5255 · Wages-Pgm Svcs</b>	49,086.69	51,861.78	307,838.05	259,308.90	621,341.36
<b>5270 · Employer SIMPLE-IRA / 401KMatch</b>	379.07	536.06	2,332.13	2,680.30	6,432.72
<b>5280 · Other Employee Benefits</b>	4,875.08	6,790.33	30,793.18	33,951.65	81,483.96
<b>5290 · Workers Comp Ins.</b>	5,073.30	5,372.35	26,562.70	26,861.75	49,764.46
<b>5291 · Recruitment</b>	0.00	0.00	0.00	0.00	150.00
<b>6560 · Employer Payroll Taxes</b>	4,238.54	4,733.55	24,981.70	23,667.75	56,802.60
<b>Total 5250 · Compensation Accounts-Prgm</b>	<b>63,652.68</b>	<b>69,294.07</b>	<b>392,507.76</b>	<b>346,470.35</b>	<b>815,975.10</b>
<b>5315 · Bank &amp; Credit Card Fees</b>	2,186.95	2,400.00	14,389.75	14,200.00	31,400.00
<b>5325 · Dues/Subscriptions</b>	130.00	350.00	8,196.43	8,950.00	10,400.00
<b>5332 · Office Supplies</b>	57.49	250.00	117.43	1,050.00	4,000.00
<b>5335 · Payroll processing fee</b>	221.31	221.45	1,376.17	1,107.25	2,914.64
<b>5340 · Telephone and Internet</b>	551.22	958.33	5,335.85	4,791.65	11,500.00
<b>5350 · Postage and Shipping</b>	69.60	0.00	69.60	0.00	200.00
<b>5355 · Staff Appreciation</b>	77.84	300.00	584.04	2,000.00	6,000.00
<b>5356 · Uniforms</b>	0.00	0.00	0.00	450.00	1,800.00
<b>5360 · Occupancy Expense</b>					
<b>5361 · Building Equipment &amp; Repairs</b>	0.00	2,000.00	1,569.43	4,000.00	40,000.00
<b>5363 · Trash Removal</b>	4,902.61	1,800.00	13,093.93	11,000.00	21,600.00
<b>5364 · Utilities</b>	1,518.65	1,550.00	7,548.61	7,350.00	21,000.00
<b>5367 · Security</b>	2,890.94	3,220.00	8,057.69	8,685.00	14,000.00
<b>5368 · Janitorial</b>	466.25	550.00	2,201.29	3,750.00	10,600.00

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

November 2021

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
Total 5360 · Occupancy Expense	9,778.45	9,120.00	32,470.95	34,785.00	107,200.00
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371A · Vehicle - Tax/Lic	0.00	0.00	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	1,308.50	1,187.50	7,592.62	5,937.50	14,250.00
5371D · Vehicle - Maintenance	278.13	600.00	6,585.09	5,375.00	16,700.00
5371F · Vehicle Lease	886.28	1,766.67	4,431.40	6,233.34	18,600.00
Total 5371 · Vehicle Expense	2,472.91	3,554.17	21,460.61	20,847.34	56,645.58
5373 · Vehicle/Equipment Rental	0.00	0.00	2,462.68	2,400.00	2,400.00
Total 5370 · Vehicle Expense	2,472.91	3,554.17	23,923.29	23,247.34	59,045.58
5380 · Printing and Publications					
5386 · Advertising & Marketing	7,731.25	6,500.00	39,298.75	32,500.00	78,000.00
5388 · IT	291.40	1,200.00	2,047.31	2,960.00	7,500.00
5380 · Printing and Publications - Other	160.43	500.00	1,792.78	1,200.00	2,000.00
Total 5380 · Printing and Publications	8,183.08	8,200.00	43,138.84	36,660.00	87,500.00
5400 · Confs, Mtgs, Prof'al Dev'mt	338.58	200.00	2,649.83	950.00	8,300.00
5410 · Interest	2,086.04	2,155.60	10,891.25	10,820.10	25,049.96
5420 · Depreciation, Depletion etc.					
5422 · Depreciation - Vehicle	325.00	325.00	1,625.00	1,625.00	3,900.00
5423 · Depreciation - Office Equip	-546.33	658.33	2,075.83	3,291.69	7,900.00
5424 · Depreciation - Building Equip	29.62	30.00	148.10	150.00	360.00
5426 · Depreciation - Building	4,310.50	4,333.33	21,552.50	21,666.69	52,000.00
5428 · Depreciation-Software	0.00	0.00	0.00	0.00	600.00
Total 5420 · Depreciation, Depletion etc.	4,118.79	5,346.66	25,401.43	26,733.38	64,760.00
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	89.07	200.00	901.41	1,000.00	2,400.00
Total 5450 · Expense Reimbursement	89.07	200.00	901.41	1,000.00	2,400.00
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	10,771.99	9,000.00	67,394.91	64,000.00	115,000.00
5571 · Consignment Purchase	2,592.85	2,250.00	10,960.75	11,700.00	28,000.00
5572 · Cash Short and Over	-20.89	20.00	-80.18	100.00	240.00
Total 5490 · Other Expenses	13,343.95	11,270.00	78,275.48	75,800.00	143,240.00
Total 5000 · Program Services	109,955.17	122,695.28	658,692.71	611,965.07	1,436,710.28
Total Expense	109,955.17	122,695.28	658,692.71	611,965.07	1,436,710.28
Net Ordinary Income	51,601.61	12,324.72	334,137.78	218,134.93	613,529.72
Net Income	51,601.61	12,324.72	334,137.78	218,134.93	613,529.72

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

November 2021

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4000 · Contributions/Donations</b>					
4010 · Individuals	0.00		14,707.36		
4020 · Corporations	0.00		1,270.00		
<b>Total 4000 · Contributions/Donations</b>	<u>0.00</u>		<u>15,977.36</u>		
<b>4400 · Resale Store Income</b>					
4410 · Resale Store Income Gross	78,248.74	47,805.00	260,495.89	209,080.00	636,617.00
4410-01 · Short/Over Resale Store Inc Gro	-52.96		-30.43		
4410-02 · Purchased Goods/Sales Inventory	8,119.03	7,055.00	19,542.35	33,020.00	94,100.00
4410-03 · Purchased Paint-Consignment	0.00	1,560.00	0.00	7,145.00	20,975.00
4451 · Donations - ReStore	158.53	655.00	818.47	2,930.00	8,565.00
4520 · ReStore Program Income	895.45	925.00	1,457.04	3,825.00	12,935.00
<b>Total 4400 · Resale Store Income</b>	<u>87,368.79</u>	<u>58,000.00</u>	<u>282,283.32</u>	<u>256,000.00</u>	<u>773,192.00</u>
<b>Total Income</b>	<u>87,368.79</u>	<u>58,000.00</u>	<u>298,260.68</u>	<u>256,000.00</u>	<u>773,192.00</u>
<b>Gross Profit</b>	87,368.79	58,000.00	298,260.68	256,000.00	773,192.00
<b>Expense</b>					
<b>5000 · Program Services</b>					
<b>5100 · Construction/ReStore Costs</b>					
5106 · Operating Supplies and Tools	147.82	35.00	6,961.48	805.00	1,050.00
<b>Total 5100 · Construction/ReStore Costs</b>	<u>147.82</u>	<u>35.00</u>	<u>6,961.48</u>	<u>805.00</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	3,729.10	0.00	3,729.10	14,929.10
5319 · Owner Association Fee	0.00	0.00	4,353.82	4,400.00	8,800.00
<b>5200 · Other Mission Specific Costs</b>					
5202 · Property Tax	0.00	0.00	0.00	0.00	1,000.00
5206-1 · Background Checks	0.00		135.00		
5208 · Volunteer Expense	0.00	145.00	146.08	485.00	1,500.00
<b>Total 5200 · Other Mission Specific Costs</b>	<u>0.00</u>	<u>145.00</u>	<u>281.08</u>	<u>485.00</u>	<u>2,500.00</u>
<b>5250 · Compensation Accounts-Prgm</b>					
5255 · Wages-Pgm Svcs	28,848.02	23,477.11	57,911.91	117,385.55	281,725.32
5270 · Employer SIMPLE-IRA / 401KMatch	0.00	189.86	0.00	949.30	2,278.32
5280 · Other Employee Benefits	1,330.18	1,357.55	2,480.52	6,787.75	16,290.60
5290 · Workers Comp Ins.	-596.16	2,400.00	1,803.84	7,200.00	17,735.00
5291 · Recruitment	0.00		14.41		
6560 · Employer Payroll Taxes	2,182.00	2,101.99	4,797.32	10,509.95	25,223.88
<b>Total 5250 · Compensation Accounts-Prgm</b>	<u>31,764.04</u>	<u>29,526.51</u>	<u>67,008.00</u>	<u>142,832.55</u>	<u>343,253.12</u>
5315 · Bank & Credit Card Fees	1,382.10	800.00	4,705.64	4,000.00	9,556.00
5325 · Dues/Subscriptions	72.00	275.00	2,835.16	2,763.00	4,000.00
5332 · Office Supplies	57.48	40.00	1,512.57	620.00	900.00
5335 · Payroll processing fee	88.69	80.00	245.09	378.71	1,028.71
5340 · Telephone and Internet	202.20	400.00	4,801.78	3,200.00	6,000.00
5350 · Postage and Shipping	0.00	0.00	0.00	0.00	90.00
5355 · Staff Appreciation	286.75	125.00	524.80	625.00	1,500.00
5356 · Uniforms	0.00	0.00	0.00	200.00	800.00
<b>5360 · Occupancy Expense</b>					
5361 · Building Equipment & Repairs	3,110.02	0.00	4,821.52	2,000.00	2,000.00
5363 · Trash Removal	260.00	920.00	653.26	2,620.00	9,600.00
5364 · Utilities	5,921.03	570.00	7,561.07	2,850.00	6,875.00
5367 · Security	0.00	0.00	113.50	900.00	3,600.00

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

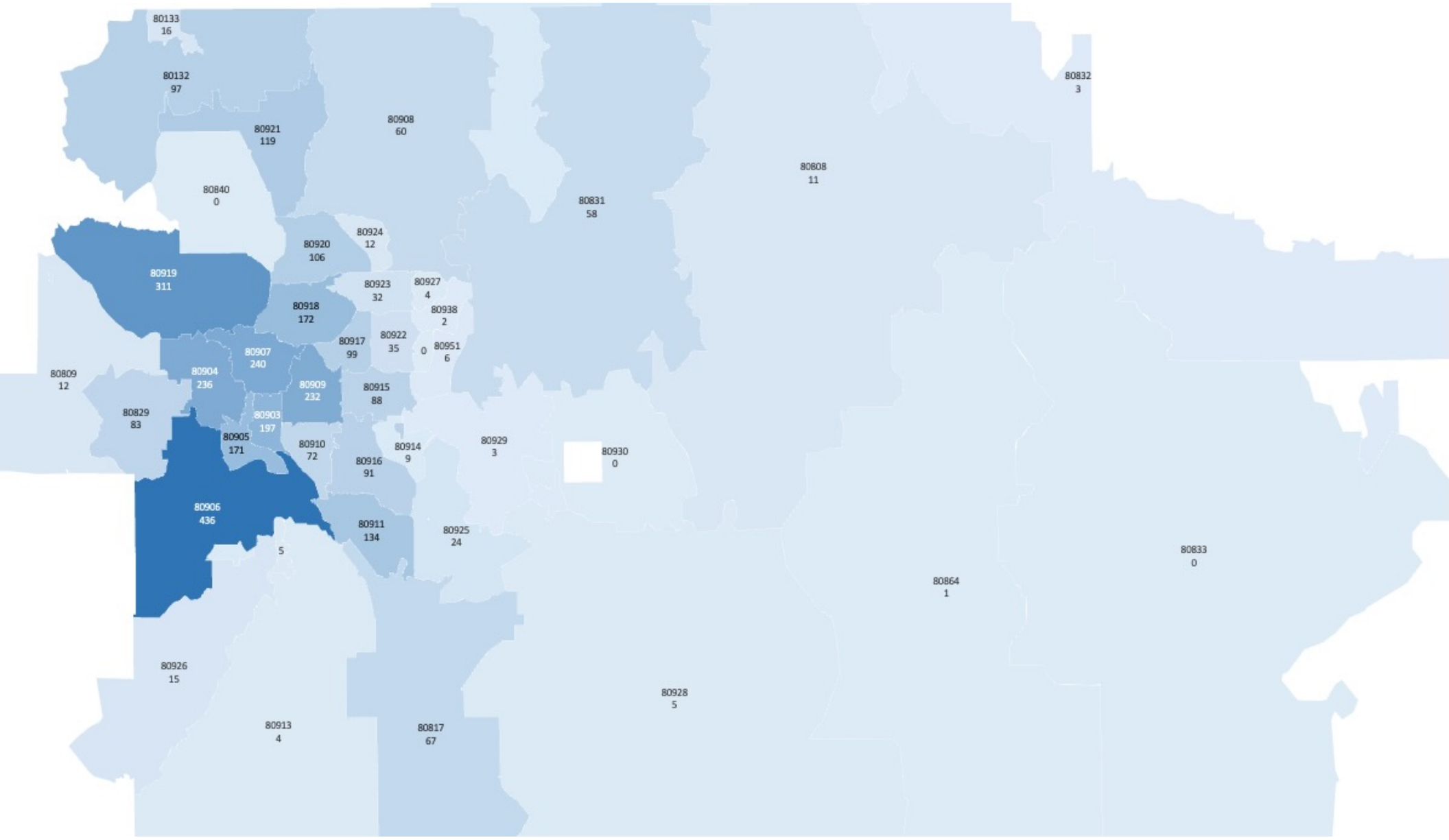
November 2021

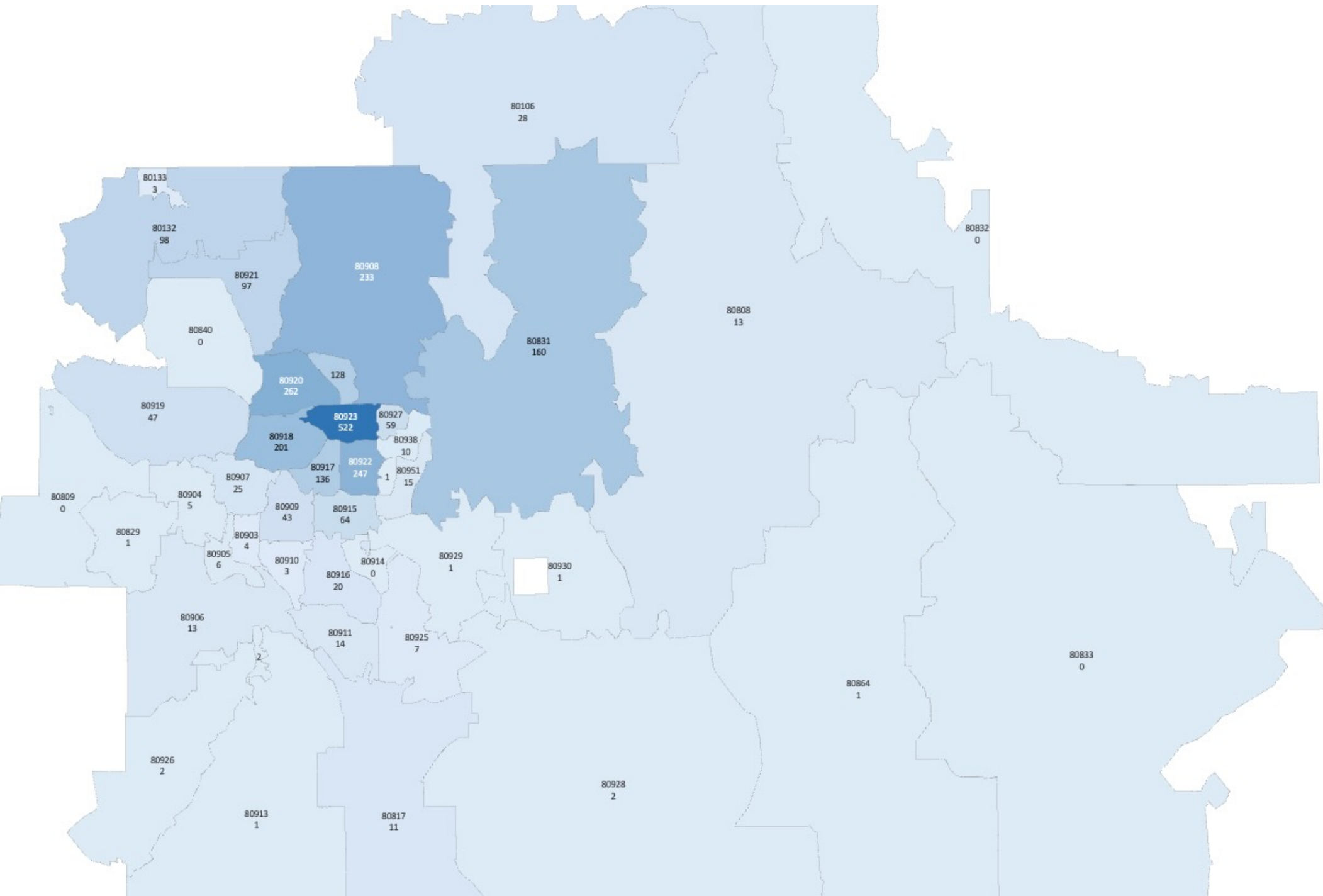
	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
5368 · Janitorial	0.00	700.00	791.28	2,300.00	9,000.00
<b>Total 5360 · Occupancy Expense</b>	<b>9,291.05</b>	<b>2,190.00</b>	<b>13,940.63</b>	<b>10,670.00</b>	<b>31,075.00</b>
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371H · Vehicle-Lease Mileage	665.60		665.60		
5371A · Vehicle - Tax/Lic	343.95	0.00	343.95	650.00	650.00
5371B · Vehicle - Insurance	0.00	0.00	0.00	630.00	2,100.00
5371C · Vehicle - Fuel/Propane	94.47	500.00	318.50	1,900.00	5,400.00
5371D · Vehicle - Maintenance	0.00	0.00	0.00	450.00	1,800.00
5371F · Vehicle Lease	2,620.00	0.00	2,620.00	0.00	6,000.00
<b>Total 5371 · Vehicle Expense</b>	<b>3,724.02</b>	<b>500.00</b>	<b>3,948.05</b>	<b>3,630.00</b>	<b>15,950.00</b>
5373 · Vehicle/Equipment Rental	0.00		2,322.67		
<b>Total 5370 · Vehicle Expense</b>	<b>3,724.02</b>	<b>500.00</b>	<b>6,270.72</b>	<b>3,630.00</b>	<b>15,950.00</b>
5380 · Printing and Publications					
5386 · Advertising & Marketing	0.00	1,708.33	5,211.74	8,541.65	20,500.00
5388 · IT	272.57	400.00	4,150.98	4,500.00	7,300.00
5380 · Printing and Publications - Other	0.00	0.00	1,936.44	1,250.00	2,000.00
<b>Total 5380 · Printing and Publications</b>	<b>272.57</b>	<b>2,108.33</b>	<b>11,299.16</b>	<b>14,291.65</b>	<b>29,800.00</b>
5400 · Confs, Mtgs, Prof'al Dev'mt	356.97	0.00	1,932.64	350.00	4,300.00
5410 · Interest	11,392.78	12,276.18	32,735.06	51,278.54	136,701.79
5420 · Depreciation, Depletion etc.					
5423 · Depreciation - Office Equip	1,349.82		4,049.46		
5426 · Depreciation - Building	-6,439.99	7,250.00	30,496.23	36,250.00	87,000.00
5427 · Depreciation-Closing Fees	1,587.48		1,587.48		
<b>Total 5420 · Depreciation, Depletion etc.</b>	<b>-3,502.69</b>	<b>7,250.00</b>	<b>36,133.17</b>	<b>36,250.00</b>	<b>87,000.00</b>
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	89.07	150.00	665.87	450.00	1,500.00
<b>Total 5450 · Expense Reimbursement</b>	<b>89.07</b>	<b>150.00</b>	<b>665.87</b>	<b>450.00</b>	<b>1,500.00</b>
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	4,686.64	5,300.00	15,655.30	15,100.00	57,500.00
5572 · Cash Short and Over	-52.96		-30.43		
<b>Total 5490 · Other Expenses</b>	<b>4,633.68</b>	<b>5,300.00</b>	<b>15,624.87</b>	<b>15,100.00</b>	<b>57,500.00</b>
<b>Total 5000 · Program Services</b>	<b>60,258.53</b>	<b>64,930.12</b>	<b>211,831.54</b>	<b>296,058.55</b>	<b>767,833.72</b>
<b>Total Expense</b>	<b>60,258.53</b>	<b>64,930.12</b>	<b>211,831.54</b>	<b>296,058.55</b>	<b>767,833.72</b>
<b>Net Ordinary Income</b>	<b>27,110.26</b>	<b>-6,930.12</b>	<b>86,429.14</b>	<b>-40,058.55</b>	<b>5,358.28</b>
<b>Net Income</b>	<b>27,110.26</b>	<b>-6,930.12</b>	<b>86,429.14</b>	<b>-40,058.55</b>	<b>5,358.28</b>

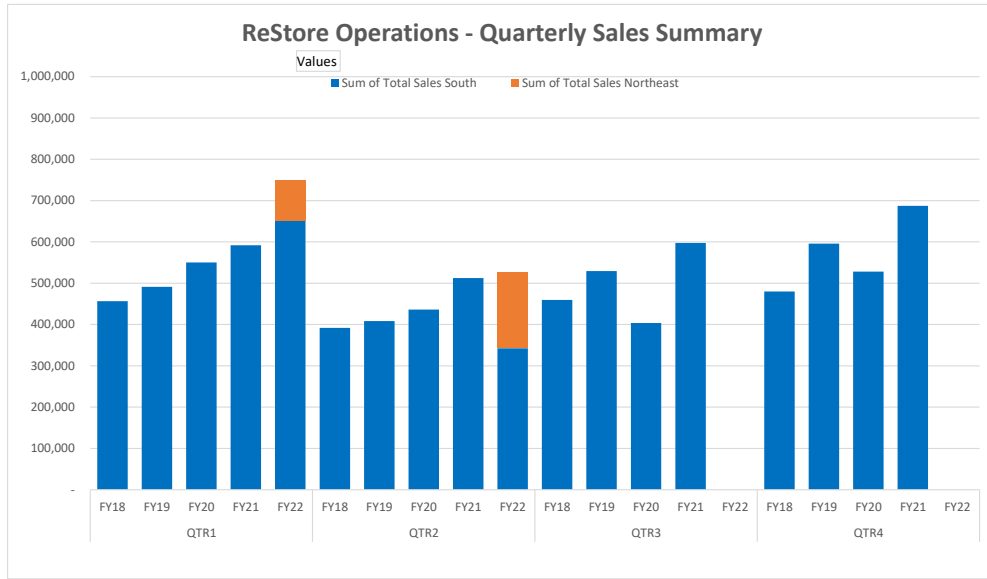
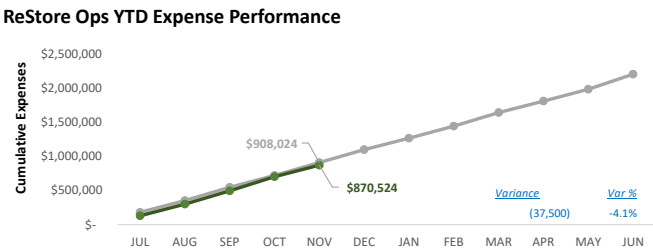
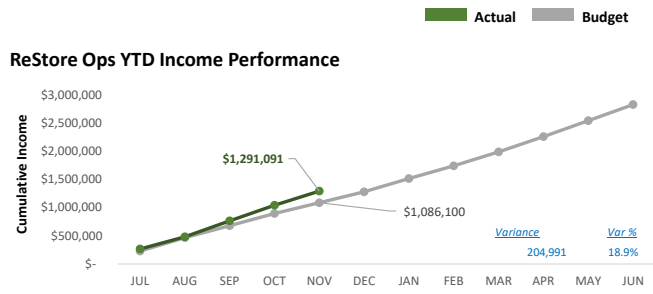


RSS Nov. 2021

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	120	\$11,615.00	\$96.79	80106	1	\$35	\$35.00
2	80904	86	\$9,174.00	\$106.67	80118	1	\$250	\$250.00
3	80919	85	\$8,509.00	\$100.11	80132	6	\$2,135	\$355.83
4	80909	72	\$4,149.00	\$57.63	80817	5	\$3,125	\$625.00
5	80907	71	\$10,641.00	\$149.87	80829	1	\$300	\$300.00
6	80918	55	\$3,615.00	\$65.73	80831	5	\$1,290	\$258.00
7	80903	53	\$7,282.00	\$137.40	80904	4	\$465	\$116.25
8	80905	46	\$3,900.00	\$84.78	80905	4	\$675	\$168.75
9	80911	45	\$6,123.00	\$136.07	80906	8	\$1,460	\$182.50
10	80921	41	\$2,670.00	\$65.12	80907	7	\$8,000	\$1,142.86
11	80917	29	\$2,193.00	\$75.62	80908	4	\$2,016	\$504.00
12	80132	29	\$2,323.00	\$80.10	80909	8	\$3,070	\$383.75
13	80920	28	\$2,329.00	\$83.18	80910	1	\$85	\$85
14	80863	28	\$2,645.00	\$94.46	80911	3	\$200	\$66.67
15	80915	26	\$3,017.00	\$116.04	80915	4	\$1,750	\$437.50
16	80916	26	\$3,132.00	\$120.46	80916	2	\$220	\$110
17	80829	23	\$1,243.00	\$54.04	80917	2	\$250	\$125.00
18	80910	19	\$879.00	\$46.26	80918	9	\$3,795	\$421.67
19	80831	15	\$4,716.00	\$314.40	80919	9	\$4,153	\$461
20	80817	15	\$833.00	\$55.53	80920	9	\$4,085	\$454
21	80908	14	\$1,955.00	\$139.64	80921	3	\$1,385	\$462
22	80922	11	\$967.00	\$87.91	80922	7	\$6,325	\$903.57
23	80924	8	\$696.00	\$87.00	80923	8	\$3,330	\$416.25
24	80816	8	\$700.00	\$87.50	80924	5	\$1,650	\$330
25	80923	8	\$274.00	\$34.25	80925	4	\$740	\$185



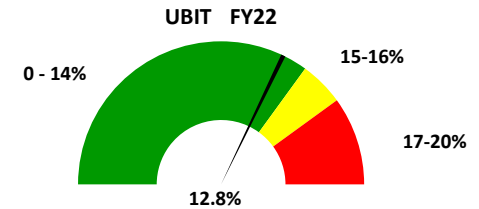




### ReStore Sales & Donation Highlights

#### 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
15- Furniture	\$ 26,261	1079	\$ 24	80906	\$ 11,615	120	\$ 97	80907	\$ 8,000	7	\$ 1,143
10- Cabinets	\$ 11,769	368	\$ 32	80907	\$ 10,641	71	\$ 150	80922	\$ 6,325	7	\$ 904
30- Lighting	\$ 11,097	2266	\$ 5	80904	\$ 9,174	86	\$ 107	80919	\$ 4,153	9	\$ 461
25- Doors	\$ 10,274	280	\$ 37	80919	\$ 8,509	85	\$ 100	80920	\$ 4,085	9	\$ 454
60- Plumbg Fixture	\$ 9,114	1198	\$ 8	80903	\$ 7,282	53	\$ 137	80918	\$ 3,795	9	\$ 422
<b>All Class Total</b>	<b>\$ 68,515</b>	<b>5,191</b>	<b>\$ 13</b>	<b>All Zip Total</b>	<b>\$ 47,221</b>	<b>415</b>	<b>\$ 114</b>	<b>All Zip Total</b>	<b>\$ 26,358</b>	<b>41</b>	<b>\$ 643</b>



#### 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
15- Furniture	\$ 16,810	578	\$ 29	80923	\$ 8,113	173	\$ 47	80923	\$ 1,740	5	\$ 348
10- Cabinets	\$ 7,791	431	\$ 18	80920	\$ 5,065	112	\$ 45	80831	\$ 1,724	3	\$ 575
20- Windows	\$ 6,860	200	\$ 34	80908	\$ 4,621	87	\$ 53	80919	\$ 1,155	3	\$ 385
30- Lighting	\$ 6,365	1202	\$ 5	80132	\$ 4,079	35	\$ 117	80908	\$ 765	2	\$ 383
71- Tools	\$ 6,071	2170	\$ 3	80918	\$ 3,883	84	\$ 46	80921	\$ 760	6	\$ 127
<b>All Class Total</b>	<b>\$ 43,896</b>	<b>4,581</b>	<b>\$ 10</b>	<b>All Zip Total</b>	<b>\$ 25,761</b>	<b>\$ 491</b>	<b>\$ 52</b>	<b>All Zip Total</b>	<b>\$ 6,144</b>	<b>19</b>	<b>\$ 323</b>