

# AGENDA

## ReStore Committee Meeting

January 11, 2022

### ReStore Happenings

#### Staff News

Looking for a Donations Ambassador (driver) and donation coordinator.

#### Donations Update

<i>Store/Year</i>	<i>Dropoff</i>	<i>Value</i>	<i>Pickup</i>	<i>Value</i>
RSS 2021	833	\$72,635	109	\$55,705
RSS 2020	1250	\$74,689	155	\$78,483
RSNE	791	\$47,693	32	\$16,302
Combined	1624	\$120,328	141	\$72,007

#### Financial Review

<i>Store/Year</i>	<i>Sales</i>	<i>Budget</i>	<i>Over/Under</i>
RSS FY22 Dec	\$128,901.09	\$130,020.00	\$ (1,118.89)
RSS FY21 Dec	\$159,675.99	\$127,860	\$31,815.99
RSS FY22 YTD	\$1,121,753.58	\$960,120.00	\$161,633.58
RSS FY21 YTD	\$1,105,472.17	\$949,810	\$155,662.17
RSNE FY22 Dec	\$71,650.45	\$62,000	\$9,650.45
RSNE FY22 YTD	\$369,911.13	\$318,000	\$51,911.13

<i>Store/Year</i>	<i>Net Profit</i>	<i>Budget</i>	<i>Over/Under</i>
RSS FY22 Dec	\$12,621.13	\$8,651.33	\$3,969.80
RSS FY21 Dec	\$47,644.59	\$(40,702.19)	\$88,366.78
RSS FY22 YTD	\$334,137.78	\$218,134.93	\$116,002.85
RSS FY21 YTD	\$400,739.40	\$178,946.89	\$221,792.51
RSNE FY22 Dec	\$(7,937.15)	\$(9,017.92)	\$1,080.77
RSNE FY22 YTD	\$78,013.56	\$(49,076.47)	\$127,090.03

#### Purchased Product:

Purchased a truck load of appliances that are selling quickly.

#### Acquisitions:

Rampart Supply continues the giving of plumbing which we are sharing with other ReStores. Working with Woodland Park to place a container for donations from there.

#### Metrics

Attached are spreadsheets for tracking the metrics.

## December 2021 Items Report

### ReStore South

#### Main Departments

	Net Sales	% Sales
15- Furniture	\$23,066.21	18.12%
25- Doors	\$10,767.75	8.46%
70- Appliances	\$9,787.35	7.69%
10- Cabinets	\$8,309.61	6.53%
71- Tools	\$7,264.10	5.71%
30- Lighting	\$7,079.06	5.56%
78- Outdoor Home and Garden	\$6,659.15	5.23%
60- Plumbing Fixtures	\$6,109.36	4.80%
20- Windows	\$5,361.47	4.21%
43- Lumber	\$4,624.40	3.63%
29- Door Hardware	\$2,493.82	1.96%
Scrap	\$2,393.80	1.88%
50- Roofing	\$2,044.10	1.61%
41- Ceramic Tile	\$1,918.17	1.51%
45- Carpet	\$1,853.50	1.46%
40- Chemicals	\$1,776.87	1.40%
56- Fasteners	\$1,662.55	1.31%
42- Flooring	\$1,476.70	1.16%
66- Heating	\$1,324.68	1.04%
35- Electrical	\$1,080.10	0.85%
72- Seasonal	\$927.25	0.73%
75- Masonry block, brick, granite	\$524.35	0.41%
20"x20" Mariela Tile	\$480.00	0.38%
70-A "AS IS" No Exchanges	\$337.00	0.26%
78-A "AS IS" No Exchanges	\$317.50	0.25%
48 1 Gal ReUse Paint	\$245.50	0.19%
49- 5 Gal ReUse Paint	\$102.50	0.08%
Worldwide Sales, LLC	\$49.21	0.04%
<b>Total (Main Departments)</b>	<b>\$110,036.06</b>	<b>86.42%</b>

#### Purchased Products

Desert Land Flooring	\$4,947.00	3.89%
Dahdoul Area Rugs	\$4,440.00	3.49%
Green Sheen Paint	\$4,046.00	3.18%
Lee Jones Paint Sundries	\$2,302.20	1.81%
Dahdoul Bedding	\$995.00	0.78%
JMB Appliances	\$615.62	0.48%
<b>Total (Purchased Products)</b>	<b>\$17,345.82</b>	<b>13.63%</b>

<b>Total</b>	<b>\$127,323.62</b>	<b>100.00%</b>
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### ReStore Northeast

#### Main Departments

	Net Sales	% Sales
15- Furniture	\$15,055.96	21.53%
10- Cabinets	\$6,399.81	9.15%
71- Tools	\$5,720.80	8.18%
30- Lighting	\$4,953.33	7.08%
70- Appliances	\$4,339.00	6.21%
60- Plumbing Fixtures	\$4,043.71	5.78%
20- Windows	\$3,869.85	5.54%
14 Art Work And Home Goods	\$3,584.94	5.13%
43- Lumber	\$2,818.22	4.03%
25- Doors	\$2,147.50	3.07%
45- Carpet	\$1,825.71	2.61%
78- Outdoor Home and Garden	\$1,508.46	2.16%
41- Ceramic Tile	\$1,481.82	2.12%
56- Fasteners	\$1,289.28	1.84%
35- Electrical	\$893.22	1.28%
66- Heating	\$714.08	1.02%
29- Door Hardware	\$686.59	0.98%
40- Chemicals	\$647.97	0.93%
42- Flooring	\$387.75	0.55%
70-A "AS IS" No Exchanges	\$299.00	0.43%
75- Masonry Block	\$171.95	0.25%
4th Veteran's Build	\$150.00	0.21%
72- Seasonal	\$75.26	0.11%
48 1 Gal ReUse Paint	\$63.75	0.09%
50- Roofing	\$58.75	0.08%
78-A "AS IS" No Exchanges	\$5.00	0.01%
<b>Total (Main Departments)</b>	<b>\$63,191.70</b>	<b>90.38%</b>

#### Purchased Product

Desert Land Flooring	\$2,037.00	2.91%
Dahdoul Area Rugs	\$1,420.00	2.03%
Visions Paint	\$1,177.37	1.68%
Lee Jones Paint Sundries	\$863.64	1.24%
JMB Appliances	\$800.00	1.14%
Dahdoul Bedding	\$512.50	0.73%
<b>Total (Purchased Product)</b>	<b>\$6,810.51</b>	<b>9.73%</b>

<b>Total</b>	<b>\$69,914.71</b>	<b>100.00%</b>
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## December 2021 Sales Report

	ReStore South	ReStore Northeast	
Wed, Dec 1	\$5,840.90	\$2,504.00	
Thu, Dec 2	\$4,485.81	\$1,922.36	
Fri, Dec 3	\$6,100.55	\$4,577.99	
Sat, Dec 4	\$8,550.14	\$5,108.98	
Sun, Dec 5	\$0.00	\$0.00	
Mon, Dec 6	\$7,676.73	\$2,669.73	
Tue, Dec 7	\$6,375.67	\$2,630.11	
Wed, Dec 8	\$4,066.75	\$2,759.63	
Thu, Dec 9	\$5,660.30	\$1,644.22	
Fri, Dec 10	\$8,660.85	\$2,035.60	
Sat, Dec 11	\$6,406.90	\$3,566.77	
Sun, Dec 12	\$0.00	\$0.00	
Mon, Dec 13	\$4,186.76	\$3,916.19	
Tue, Dec 14	\$4,845.47	\$4,159.90	
Wed, Dec 15	\$2,687.86	\$1,595.31	renamed Windsday
Thu, Dec 16	\$4,846.26	\$2,267.94	
Fri, Dec 17	\$4,457.68	\$2,704.29	
Sat, Dec 18	\$5,614.74	\$4,221.57	
Sun, Dec 19	\$0.00	\$0.00	
Mon, Dec 20	\$4,074.25	\$2,068.54	
Tue, Dec 21	\$4,796.70	\$1,701.52	
Wed, Dec 22	\$4,359.55	\$2,734.94	
Thu, Dec 23	\$4,968.20	\$2,546.67	
Fri, Dec 24	\$0.00	\$0.00	
Sat, Dec 25	\$0.00	\$0.00	
Sun, Dec 26	\$0.00	\$0.00	
Mon, Dec 27	\$0.00	\$0.00	
Tue, Dec 28	\$7,460.90	\$4,787.96	
Wed, Dec 29	\$4,084.75	\$4,608.88	
Thu, Dec 30	\$7,115.90	\$3,181.60	
Fri, Dec 31	\$0.00	\$0.00	
Total	<u>\$127,323.62</u>	<u>\$69,914.70</u>	

**PIKES PEAK HABITAT FOR HUMANITY**  
**Profit & Loss Budget Performance**  
 December 2021

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · Contributions/Donations	0.00		15,977.36		
4400 · Resale Store Income	200,551.54	192,020.00	1,475,521.41	1,278,120.00	2,823,432.00
4500 · Other Program Income	0.00		143.94		
<b>Total Income</b>	200,551.54	192,020.00	1,491,642.71	1,278,120.00	2,823,432.00
<b>Gross Profit</b>	200,551.54	192,020.00	1,491,642.71	1,278,120.00	2,823,432.00
<b>Expense</b>					
5000 · Program Services	195,867.56	192,386.59	1,068,025.70	1,100,410.21	2,204,544.00
<b>Total Expense</b>	195,867.56	192,386.59	1,068,025.70	1,100,410.21	2,204,544.00
<b>Net Ordinary Income</b>	4,683.98	-366.59	423,617.01	177,709.79	618,888.00
<b>Net Income</b>	<b>4,683.98</b>	<b>-366.59</b>	<b>423,617.01</b>	<b>177,709.79</b>	<b>618,888.00</b>

# PIKES PEAK HABITAT FOR HUMANITY

## Profit & Loss Budget Performance

December 2021

	Dec 21	Budget	Jul - Dec 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>	107,968.88	111,750.00	912,930.00	813,750.00	1,725,500.00
4410-01 · Short/Over Resale Store Inc Gro	0.00	20.00	-80.18	120.00	240.00
4410-02 · Purchased Goods/Sales Inventory	13,299.82	12,000.00	142,354.81	92,500.00	211,500.00
4410-03 · Purchased Paint-Consignment	4,046.00	3,000.00	28,604.99	24,750.00	53,750.00
4451 · Donations - ReStore	1,143.38	1,250.00	6,955.91	11,000.00	23,250.00
4520 · ReStore Program Income	2,443.01	2,000.00	30,822.11	18,000.00	36,000.00
<b>Total 4400 · Resale Store Income</b>	<b>128,901.09</b>	<b>130,020.00</b>	<b>1,121,587.64</b>	<b>960,120.00</b>	<b>2,050,240.00</b>
<b>4500 · Other Program Income</b>					
4525 · Vendor Adj/Disc. Income	0.00		143.94		
<b>Total 4500 · Other Program Income</b>	<b>0.00</b>		<b>143.94</b>		
<b>Total Income</b>	<b>128,901.09</b>	<b>130,020.00</b>	<b>1,121,731.58</b>	<b>960,120.00</b>	<b>2,050,240.00</b>
<b>Gross Profit</b>	<b>128,901.09</b>	<b>130,020.00</b>	<b>1,121,731.58</b>	<b>960,120.00</b>	<b>2,050,240.00</b>
<b>Expense</b>					
<b>5000 · Program Services</b>					
<b>5100 · Construction/ReStore Costs</b>					
5106 · Operating Supplies and Tools	39.52	650.00	2,867.45	3,000.00	6,000.00
5107 · Operational Incidents	0.00	0.00	0.00	0.00	1,000.00
<b>Total 5100 · Construction/ReStore Costs</b>	<b>39.52</b>	<b>650.00</b>	<b>2,867.45</b>	<b>3,000.00</b>	<b>7,000.00</b>
5104 · Liability/E&O Insurance	3,062.36	3,700.00	10,486.26	11,100.00	15,200.00
5105 · Building & Personal Prop Ins.	9,061.00	2,500.00	15,882.34	14,000.00	28,000.00
<b>5200 · Other Mission Specific Costs</b>					
5202 · Property Tax	0.00	0.00	0.00	0.00	75.00
5206-1 · Background Checks	27.00	0.00	186.00	250.00	250.00
5208 · Volunteer Expense	0.00	600.00	1,231.02	2,050.00	4,500.00
<b>Total 5200 · Other Mission Specific Costs</b>	<b>27.00</b>	<b>600.00</b>	<b>1,417.02</b>	<b>2,300.00</b>	<b>4,825.00</b>
<b>5250 · Compensation Accounts-Prgm</b>					
5255 · Wages-Pgm Svcs	53,271.19	51,861.78	361,109.24	311,170.68	621,341.36
5270 · Employer SIMPLE-IRA / 401KMatch	345.66	536.06	2,677.79	3,216.36	6,432.72
5280 · Other Employee Benefits	4,584.31	6,790.33	35,187.39	40,741.98	81,483.96
5290 · Workers Comp Ins.	5,073.75	5,372.35	31,636.45	32,234.10	49,764.46
5291 · Recruitment	0.00	0.00	0.00	0.00	150.00
6560 · Employer Payroll Taxes	5,135.45	4,733.55	30,117.15	28,401.30	56,802.60
<b>Total 5250 · Compensation Accounts-Prgm</b>	<b>68,410.36</b>	<b>69,294.07</b>	<b>460,728.02</b>	<b>415,764.42</b>	<b>815,975.10</b>
5315 · Bank & Credit Card Fees	1,967.36	2,400.00	16,357.11	16,600.00	31,400.00
5325 · Dues/Subscriptions	20.00	50.00	8,216.43	9,000.00	10,400.00
5332 · Office Supplies	183.42	400.00	300.85	1,450.00	4,000.00
5335 · Payroll processing fee	229.61	221.45	1,605.78	1,328.70	2,914.64
5340 · Telephone and Internet	434.78	958.33	5,770.63	5,749.98	11,500.00
5350 · Postage and Shipping	0.00	0.00	69.60	0.00	200.00
5355 · Staff Appreciation	-1,217.95	1,000.00	711.66	3,000.00	6,000.00
5356 · Uniforms	0.00	450.00	0.00	900.00	1,800.00
<b>5360 · Occupancy Expense</b>					
5361 · Building Equipment & Repairs	110.00	0.00	1,679.43	4,000.00	40,000.00
5363 · Trash Removal	1,942.61	1,800.00	15,036.54	12,800.00	21,600.00
5364 · Utilities	2,471.91	2,200.00	10,020.52	9,550.00	21,000.00
5367 · Security	0.00	350.00	8,057.69	9,035.00	14,000.00
5368 · Janitorial	510.26	1,550.00	2,711.55	5,300.00	10,600.00

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

December 2021

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget
<b>Total 5360 · Occupancy Expense</b>	5,034.78	5,900.00	37,505.73	40,685.00	107,200.00
<b>5370 · Vehicle Expense</b>					
<b>5371 · Vehicle Expense</b>					
<b>5371H · Vehicle-Lease Mileage</b>	862.53		862.53		
<b>5371A · Vehicle - Tax/Lic</b>	0.00	0.00	0.00	450.00	1,250.00
<b>5371B · Vehicle - Insurance</b>	1,413.13	1,425.75	4,264.63	4,277.25	5,845.58
<b>5371C · Vehicle - Fuel/Propane</b>	893.12	1,187.50	8,485.74	7,125.00	14,250.00
<b>5371D · Vehicle - Maintenance</b>	0.00	2,975.00	6,585.09	8,350.00	16,700.00
<b>5371F · Vehicle Lease</b>	4,161.28	1,766.67	8,592.68	8,000.01	18,600.00
<b>Total 5371 · Vehicle Expense</b>	7,330.06	7,354.92	28,790.67	28,202.26	56,645.58
<b>5373 · Vehicle/Equipment Rental</b>	0.00	0.00	2,462.68	2,400.00	2,400.00
<b>Total 5370 · Vehicle Expense</b>	7,330.06	7,354.92	31,253.35	30,602.26	59,045.58
<b>5380 · Printing and Publications</b>					
<b>5386 · Advertising &amp; Marketing</b>	4,767.50	6,500.00	44,066.25	39,000.00	78,000.00
<b>5388 · IT</b>	303.25	430.00	2,350.56	3,390.00	7,500.00
<b>5380 · Printing and Publications - Other</b>	166.29	0.00	1,959.07	1,200.00	2,000.00
<b>Total 5380 · Printing and Publications</b>	5,237.04	6,930.00	48,375.88	43,590.00	87,500.00
<b>5400 · Confs, Mtgs, Prof'al Dev'mt</b>	1,669.35	275.00	4,319.18	1,225.00	8,300.00
<b>5410 · Interest</b>	2,136.91	2,068.24	13,028.16	12,888.34	25,049.96
<b>5420 · Depreciation, Depletion etc.</b>					
<b>5422 · Depreciation - Vehicle</b>	325.00	325.00	1,950.00	1,950.00	3,900.00
<b>5423 · Depreciation - Office Equip</b>	387.25	658.33	2,463.08	3,950.02	7,900.00
<b>5424 · Depreciation - Building Equip</b>	29.62	30.00	177.72	180.00	360.00
<b>5426 · Depreciation - Building</b>	4,310.50	4,333.33	25,863.00	26,000.02	52,000.00
<b>5428 · Depreciation-Software</b>	0.00	0.00	0.00	0.00	600.00
<b>Total 5420 · Depreciation, Depletion etc.</b>	5,052.37	5,346.66	30,453.80	32,080.04	64,760.00
<b>5450 · Expense Reimbursement</b>					
<b>5452 · Mileage &amp; Parking Expense</b>	8.49	200.00	909.90	1,200.00	2,400.00
<b>Total 5450 · Expense Reimbursement</b>	8.49	200.00	909.90	1,200.00	2,400.00
<b>5490 · Other Expenses</b>					
<b>5570 · Cost of Purchased Mdse Sold</b>	5,295.60	9,000.00	72,690.51	73,000.00	115,000.00
<b>5571 · Consignment Purchase</b>	2,297.90	2,050.00	13,258.65	13,750.00	28,000.00
<b>5572 · Cash Short and Over</b>	0.00	20.00	-80.18	120.00	240.00
<b>Total 5490 · Other Expenses</b>	7,593.50	11,070.00	85,868.98	86,870.00	143,240.00
<b>Total 5000 · Program Services</b>	116,279.96	121,368.67	776,128.13	733,333.74	1,436,710.28
<b>Total Expense</b>	116,279.96	121,368.67	776,128.13	733,333.74	1,436,710.28
<b>Net Ordinary Income</b>	12,621.13	8,651.33	345,603.45	226,786.26	613,529.72
<b>Net Income</b>	12,621.13	8,651.33	345,603.45	226,786.26	613,529.72

# PIKES PEAK HABITAT FOR HUMANITY

## Profit & Loss Budget Performance

December 2021

	Dec 21	Budget	Jul - Dec 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	64,023.61	50,975.00	324,519.50	260,055.00	636,617.00
4410-01 · Short/Over Resale Store Inc Gro	0.00		-30.43		
4410-02 · Purchased Goods/Sales Inventory	6,810.51	7,630.00	26,352.86	40,650.00	94,100.00
4410-03 · Purchased Paint-Consignment	0.00	1,740.00	0.00	8,885.00	20,975.00
4451 · Donations - ReStore	296.73	680.00	1,115.20	3,610.00	8,565.00
4520 · ReStore Program Income	519.60	975.00	1,976.64	4,800.00	12,935.00
<b>Total 4400 · Resale Store Income</b>	<u>71,650.45</u>	<u>62,000.00</u>	<u>353,933.77</u>	<u>318,000.00</u>	<u>773,192.00</u>
<b>Total Income</b>	<u>71,650.45</u>	<u>62,000.00</u>	<u>369,911.13</u>	<u>318,000.00</u>	<u>773,192.00</u>
<b>Gross Profit</b>	<u>71,650.45</u>	<u>62,000.00</u>	<u>369,911.13</u>	<u>318,000.00</u>	<u>773,192.00</u>
<b>Expense</b>					
<b>5000 · Program Services</b>					
<b>5100 · Construction/ReStore Costs</b>					
5106 · Operating Supplies and Tools	590.85	35.00	7,552.33	840.00	1,050.00
<b>Total 5100 · Construction/ReStore Costs</b>	<u>590.85</u>	<u>35.00</u>	<u>7,552.33</u>	<u>840.00</u>	<u>1,050.00</u>
5104 · Liability/E&O Insurance	1,088.84	3,200.00	1,088.84	3,200.00	9,600.00
5105 · Building & Personal Prop Ins.	13,099.00	1,600.00	13,099.00	5,329.10	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	15.00		150.00		
5208 · Volunteer Expense	0.00	145.00	146.08	630.00	1,500.00
<b>Total 5200 · Other Mission Specific Costs</b>	<u>15.00</u>	<u>145.00</u>	<u>296.08</u>	<u>630.00</u>	<u>2,500.00</u>
<b>5250 · Compensation Accounts-Prgm</b>					
5255 · Wages-Pgm Svcs	25,002.36	23,477.11	82,914.27	140,862.66	281,725.32
5270 · Employer SIMPLE-IRA / 401KMatch	0.00	189.86	0.00	1,139.16	2,278.32
5280 · Other Employee Benefits	1,001.36	1,357.55	3,481.88	8,145.30	16,290.60
5290 · Workers Comp Ins.	1,804.00	2,400.00	3,607.84	9,600.00	17,735.00
5291 · Recruitment	0.00		14.41		
6560 · Employer Payroll Taxes	1,268.67	2,101.99	6,065.99	12,611.94	25,223.88
<b>Total 5250 · Compensation Accounts-Prgm</b>	<u>29,076.39</u>	<u>29,526.51</u>	<u>96,084.39</u>	<u>172,359.06</u>	<u>343,253.12</u>
5315 · Bank & Credit Card Fees	1,211.83	800.00	5,917.47	4,800.00	9,556.00
5325 · Dues/Subscriptions	20.00	325.00	2,855.16	3,088.00	4,000.00
5332 · Office Supplies	0.00	40.00	1,512.57	660.00	900.00
5335 · Payroll processing fee	81.64	120.00	326.73	498.71	1,028.71
5340 · Telephone and Internet	281.50	400.00	5,083.28	3,600.00	6,000.00
5350 · Postage and Shipping	0.00	45.00	0.00	45.00	90.00
5355 · Staff Appreciation	-512.74	125.00	490.49	750.00	1,500.00
5356 · Uniforms	0.00	200.00	0.00	400.00	800.00
<b>5360 · Occupancy Expense</b>					
5361 · Building Equipment & Repairs	1,025.00	0.00	5,846.52	2,000.00	2,000.00
5363 · Trash Removal	260.00	920.00	913.26	3,540.00	9,600.00
5364 · Utilities	1,945.67	570.00	9,506.74	3,420.00	6,875.00
5367 · Security	0.00	900.00	113.50	1,800.00	3,600.00

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

December 2021

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget
5368 · Janitorial	415.00	400.00	1,206.28	2,700.00	9,000.00
<b>Total 5360 · Occupancy Expense</b>	<b>3,645.67</b>	<b>2,790.00</b>	<b>17,586.30</b>	<b>13,460.00</b>	<b>31,075.00</b>
5370 · Vehicle Expense					
5371 · Vehicle Expense					
5371H · Vehicle-Lease Mileage	196.92		862.52		
5371A · Vehicle - Tax/Lic	0.00	0.00	343.95	650.00	650.00
5371B · Vehicle - Insurance	1,413.12	630.00	1,413.12	1,260.00	2,100.00
5371C · Vehicle - Fuel/Propane	0.00	500.00	318.50	2,400.00	5,400.00
5371D · Vehicle - Maintenance	0.00	450.00	0.00	900.00	1,800.00
5371F · Vehicle Lease	655.00	2,670.00	3,275.00	2,670.00	6,000.00
<b>Total 5371 · Vehicle Expense</b>	<b>2,265.04</b>	<b>4,250.00</b>	<b>6,213.09</b>	<b>7,880.00</b>	<b>15,950.00</b>
5373 · Vehicle/Equipment Rental	0.00		2,322.67		
<b>Total 5370 · Vehicle Expense</b>	<b>2,265.04</b>	<b>4,250.00</b>	<b>8,535.76</b>	<b>7,880.00</b>	<b>15,950.00</b>
5380 · Printing and Publications					
5386 · Advertising & Marketing	0.00	1,708.33	5,211.74	10,249.98	20,500.00
5388 · IT	296.97	400.00	4,447.95	4,900.00	7,300.00
5380 · Printing and Publications - Other	167.99	0.00	2,104.43	1,250.00	2,000.00
<b>Total 5380 · Printing and Publications</b>	<b>464.96</b>	<b>2,108.33</b>	<b>11,764.12</b>	<b>16,399.98</b>	<b>29,800.00</b>
5400 · Confs, Mtgs, Prof'al Dev'mt	1,655.17	350.00	3,587.81	700.00	4,300.00
5410 · Interest	11,006.02	12,258.08	43,741.08	63,536.62	136,701.79
5420 · Depreciation, Depletion etc.					
5423 · Depreciation - Office Equip	1,349.82		5,399.28		
5426 · Depreciation - Building	10,165.41	7,250.00	40,661.64	43,500.00	87,000.00
5427 · Depreciation-Closing Fees	529.16		2,116.64		
<b>Total 5420 · Depreciation, Depletion etc.</b>	<b>12,044.39</b>	<b>7,250.00</b>	<b>48,177.56</b>	<b>43,500.00</b>	<b>87,000.00</b>
5450 · Expense Reimbursement					
5452 · Mileage & Parking Expense	8.49	150.00	674.36	600.00	1,500.00
<b>Total 5450 · Expense Reimbursement</b>	<b>8.49</b>	<b>150.00</b>	<b>674.36</b>	<b>600.00</b>	<b>1,500.00</b>
5490 · Other Expenses					
5570 · Cost of Purchased Mdse Sold	3,545.55	5,300.00	19,200.85	20,400.00	57,500.00
5572 · Cash Short and Over	0.00		-30.43		
<b>Total 5490 · Other Expenses</b>	<b>3,545.55</b>	<b>5,300.00</b>	<b>19,170.42</b>	<b>20,400.00</b>	<b>57,500.00</b>
<b>Total 5000 · Program Services</b>	<b>79,587.60</b>	<b>71,017.92</b>	<b>291,897.57</b>	<b>367,076.47</b>	<b>767,833.72</b>
<b>Total Expense</b>	<b>79,587.60</b>	<b>71,017.92</b>	<b>291,897.57</b>	<b>367,076.47</b>	<b>767,833.72</b>
<b>Net Ordinary Income</b>	<b>-7,937.15</b>	<b>-9,017.92</b>	<b>78,013.56</b>	<b>-49,076.47</b>	<b>5,358.28</b>
<b>Net Income</b>	<b>-7,937.15</b>	<b>-9,017.92</b>	<b>78,013.56</b>	<b>-49,076.47</b>	<b>5,358.28</b>

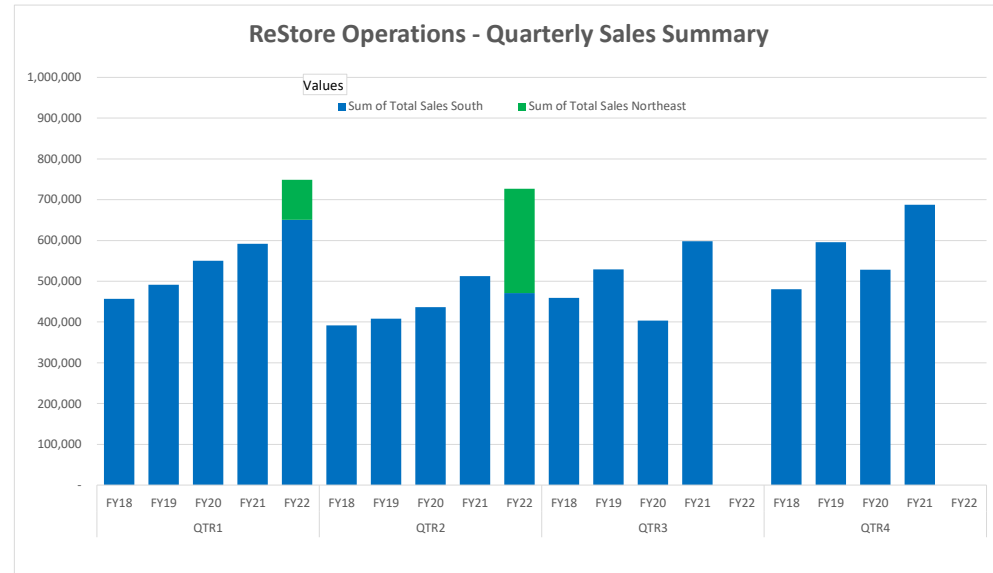
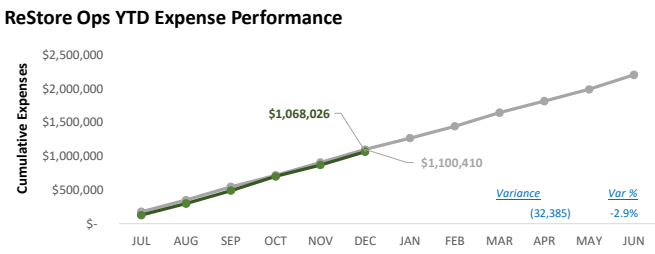
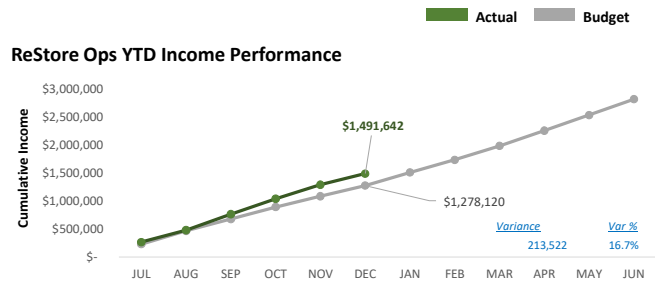


**ReStore South**

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	122	\$9,387.00	\$76.94	80909	10	\$7,315	\$731.50
2	80903	49	\$8,921.00	\$182.06	80817	6	\$7,100	\$1,183.33
3	80918	26	\$6,595.00	\$253.65	80920	9	\$6,815	\$757.22
4	80919	76	\$5,098.00	\$67.08	80918	10	\$6,635	\$663.50
5	80904	68	\$4,957.00	\$72.90	80915	5	\$5,455	\$1,091.00
6	80909	53	\$4,712.00	\$88.91	80906	9	\$3,170	\$352.22
7	80905	40	\$3,837.00	\$95.93	80908	6	\$2,380	\$396.67
8	80907	54	\$3,618.00	\$67.00	80922	6	\$2,000	\$333.33
9	80911	32	\$2,571.00	\$80.34	80106	2	\$1,765	\$882.50
10	80917	34	\$1,983.00	\$58.32	80917	4	\$1,720	\$430.00
11	80132	19	\$1,681.00	\$88.47	80904	6	\$1,465	\$244.17
12	80863	20	\$1,528.00	\$76.40	80911	3	\$1,400	\$466.67
13	80908	17	\$1,487.00	\$87.47	80907	3	\$1,260	\$420
14	80866	1	\$1,200.00	\$1,200.00	80132	6	\$1,180	\$196.67
15	80921	15	\$1,105.00	\$73.67	80919	2	\$1,150	\$575.00
16	80916	15	\$1,058.00	\$70.53	80923	1	\$1,000	\$1,000
17	80817	15	\$1,041.00	\$69.40	80916	2	\$730	\$365.00
18	80915	19	\$1,006.00	\$52.95	80905	5	\$670	\$134.00
19	80920	14	\$882.00	\$63.00	80829	3	\$625	\$208
20	80829	15	\$829.00	\$55.27	80924	3	\$615	\$205
21	80828	1	\$785.00	\$785.00	80903	3	\$500	\$167
22	80809	5	\$721.00	\$144.20	80910	1	\$300	\$300.00
23	99999	5	\$641.00	\$128.20	80951	1	\$250	\$250.00
24	80910	12	\$577.00	\$48.08	80831	2	\$105	\$53
25	80951	3	\$530.00	\$176.67	80921	1	\$100	\$100
	Total	833	\$72,635.00	\$87.20	Total	109	\$55,705.00	\$511.06

**ReStore Northeast**

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	131	\$6,936.00	\$52.95	80921	4	\$2,270	\$567.50
2	80908	95	\$6,640.00	\$69.89	80132	4	\$1,828	\$457.00
3	80831	54	\$4,110.00	\$76.11	80908	3	\$785	\$261.67
4	80922	79	\$3,637.00	\$46.04	80923	4	\$594	\$148.50
5	80917	44	\$3,112.00	\$70.73	80133	1	\$580	\$580.00
6	80920	69	\$2,859.00	\$41.43	80924	4	\$575	\$143.75
7	80918	50	\$2,801.00	\$56.02	80918	2	\$505	\$252.50
8	80927	34	\$2,251.00	\$66.21	80831	3	\$425	\$141.67
9	80132	34	\$2,009.00	\$59.09	80919	2	\$225	\$112.50
10	80915	23	\$1,892.00	\$82.26	80922	2	\$189	\$94.50
11	80921	26	\$1,889.00	\$72.65	80920	1	\$176	\$176.00
12	80924	36	\$1,827.00	\$50.75	80927	1	\$100	\$100.00
13	80106	17	\$1,554.00	\$91.41	80916	1	\$50	\$50
14	80909	10	\$1,446.00	\$144.60				
15	80107	2	\$775.00	\$387.50				
16	80919	21	\$745.00	\$35.48				
17	80907	6	\$671.00	\$111.83				
18	80906	7	\$519.00	\$74.14				
19	80808	5	\$311.00	\$62.20				
20	99999	11	\$256.00	\$23.27				
21	80911	5	\$200.00	\$40.00				
22	80925	3	\$180.00	\$60.00				
23	80133	4	\$162.00	\$40.50				
24	80951	5	\$160.00	\$32.00				
25	80118	2	\$121.00	\$60.50				
	Total	791	\$47,693.00	\$60.29	Total	32	\$8,302.00	\$259.44



## 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	\$ 23,066	826	\$ 28	80906	\$ 9,386	121	\$ 78	80909	\$ 7,315	10	\$ 732
25- Doors	\$ 10,768	255	\$ 42	80903	\$ 8,921	49	\$ 182	80817	\$ 7,100	6	\$ 1,183
70- Appliances	\$ 9,787	114	\$ 86	80918	\$ 6,595	26	\$ 254	80920	\$ 6,815	9	\$ 757
10- Cabinets	\$ 8,310	290	\$ 29	80919	\$ 5,098	76	\$ 67	80918	\$ 6,635	10	\$ 664
71- Tools	\$ 7,264	2330	\$ 3	80904	\$ 4,957	68	\$ 73	80915	\$ 5,455	5	\$ 1,091
<b>All Class Total</b>	<b>\$ 127,324</b>	<b>17,409</b>	<b>\$ 7</b>	<b>All Zip Total</b>	<b>\$ 72,635</b>	<b>833</b>	<b>\$ 87</b>	<b>All Zip Total</b>	<b>\$ 55,705</b>	<b>109</b>	<b>\$ 511</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	\$ 15,056	558	\$ 27	80923	\$ 6,936	131	\$ 53	80921	\$ 2,270	4	\$ 568
10- Cabinets	\$ 6,400	409	\$ 16	80908	\$ 6,640	95	\$ 70	80132	\$ 1,828	4	\$ 457
71- Tools	\$ 5,721	1916	\$ 3	80831	\$ 4,110	54	\$ 76	80908	\$ 785	3	\$ 262
30- Lighting	\$ 4,953	1006	\$ 5	80922	\$ 3,637	79	\$ 46	80923	\$ 594	4	\$ 149
70- Appliances	\$ 4,339	50	\$ 87	80917	\$ 3,112	44	\$ 71	80133	\$ 580	1	\$ 580
<b>All Class Total</b>	<b>\$ 69,915</b>	<b>12,383</b>	<b>\$ 6</b>	<b>All Zip Total</b>	<b>\$ 47,693</b>	<b>791</b>	<b>\$ 60</b>	<b>All Zip Total</b>	<b>\$ 8,302</b>	<b>32</b>	<b>\$ 259</b>

