

Habitat for Humanity of Mesa County
Board of Directors
Meeting Minutes 1/14/16

Location: HFH ReStore

Board Members Present: Bruce Phillips, Linda Kochevar, Scott Sorenson, Kevin Chesney, Doug Sorter, Darrell Kitzman, Alice Young, Pam Francil, Peter Icenogle, Jill Crone, Justin Menge

The following members of management/staff were present: Janet Brink, Patty Kelly

Bruce Phillips called the meeting to order 7:10 a.m. Linda Kochevar offered the opening prayer.

Board Minutes - Bruce asked if everyone had reviewed the minutes from last month's meeting. Having heard no changes, Bruce approved the minutes as submitted.

Financials - Linda Kochevar reported cash balance is down; ReStore Revenue is down (this is historically true this time of year.) Construction costs are up, due to (SB) home. Expenses rendered no surprises. Payroll was up in December; bonuses were paid; new construction employee worked more hours. Annual Christmas party expenses were less than last year. P R, Vehicle expenses and utilities are down. Financials were accepted.

Benchmarks – Linda, again, states that we may want to relook at the contribution benchmarks as current economic circumstances may warrant lowering the benchmarks. She queried Justin again about a secure savings account that would yield more savings. Justin reported that there are no options out there presently. ReStore sales have not met the benchmark for the second month in a row; December contributions are up; December expenses are up but the 6 month average is OK. Payroll for Oct/Nov and December was increased.

Committee Reports, Department Reports –

Delinquencies – Janet states (JJ) is at 29 day mark; (KK) was at the 29 day mark, but managed to pay; (JD) is at the 2 day mark; (FY) is at 29 + and Janet will be reviewing this with her; (TM) is at the 59 day mark and Janet and he have conferred. (RG) is at the 80 day mark and close to foreclosure. She has subsequently paid 2 payment and will be getting caught up. Janet has turned this over to our attorney.

Business Barometer – This is the update and latest information from our Chamber of Commerce. There is room in G J to construct 33,000 more homes. The Chamber, through the Work Force Center is hiring 60 18 to 24 year old employees in a six months program to give some work experience to this section of the population. Perhaps we can draw on some of the constructions interns if there are any available. Pam stated that she had heard of a State Bill before the congress that would help provide affordable housing. Janet will research this.

Chamber 2016 Event Calendar – Janet stated that a few Habitat employees are attending the Chamber Banquet on January 29th and that we will be in the Chamber Showcase again this year.

Executive Committee – No meeting was held.

Construction - Scott Sorenson reported that the (SB) dedication was a huge success and had a large group of friends, family and Habitat people in attendance. John Ditzler did a great job of taking pictures of the dedication. (SB) will wrap her hours this next weekend. The home came in at \$110/per sq. ft. It is 1477 sq. ft. and she goes

into it with approximately \$11K in equity. It is the biggest house we have built so far. It carries a 23 year loan. Pam asked if there were any deed restrictions if (SB) should decide to sell the home. Habitat has the right of first refusal and if we don't take it, it goes on the open market. (S/GB) home is framed and the trusses are going to be set soon. (SB's) home took 6 months to complete but we are looking at finishing (S/GB) home sooner, depending on their cooperation in the program. The families need to participate better and work on both their home and others. This is a shared partnership program. (GB) is going to start participating more and they are both going to shift some activities around so that they are participatory. The families need to participate in group builds as well. We have two families with unique situations in the program currently. They need to understand that if they want in their homes sooner participation is what is required. We are looking for core volunteers and volunteers with construction experience. We are going to look into Blitz builds. The Brickyard is going to offer us landscaping materials at a discount; HBA wants to do a Group Build with us. Board Members will do a group build as well. (QR) assignment is next week. None of our other families besides (QR) have garnered enough hours to have a site assignment. We would like to be able to focus on two houses at one time, but the onerous falls on the homeowners.

Marketing Committee – Doug Sorter reports ReStore Facebook has 880 likes, up 11 from last month; affiliate offices 439 likes, up 2 from last month. Twitter does not fare as well in Grand Junction so we do not have a huge presence there. Pinterest is working well. Committee outreach garnered Pro-Build looking at doing something with ADA homes and building ramps; HBA and Brickyard forming corporate partnerships with us. The Daily Sentinel did a great job of reporting on (SB's) dedication. Our 25th year anniversary is coming up this year and we are looking at partnering with Alpine Bank (their 25th as well) and combining some advertisement for our 25th event. They have a billboard on highway 6 & 50 that will be great to advertise our events on. We are reaching out to the Junior Service League for a group build. (SB) will be a great advocate for our program going forward. Upcoming events are posted in the Board Meeting books. Not listed is the G J Pipe Tournament that we are participating in on September 9, 2016. Camp Colorado is slated for May 11, 12 and 13 in Breckenridge, CO. We are going to be listed in the Daily Sentinel's history addition this year as part of our anniversary celebration. Our coupon is in the Super Saver and came out on the 13th of January, reaches 59K people in our area. We will be tracking the effect of this coupon. We have contracted to advertise with the Business Times throughout the upcoming year.

Family Selection Committee – No meeting was held. Family selection is still in a holding pattern. Applicants can begin applying again in February 2016.

Fiat Committee - No report.

Family Support Committee – Alice Young stated that (CW) opted out of the program at his own request. (LQ) had no hours due to her December work schedule, but will receive a certified letter to apprise her of the lack of hours. (QR) was informed that he has to work at the construction site and Miffie will be having a conversation with him. We will hold no builds or classes for homeowners in January.

ReStore Advisory Committee - Alice Young stated that we do not have a part-time driver position at the ReStore. We are looking at how to restructure the ReStore Advisory Committee. How can we obtain new members for this group? Reach out in our newsletter? We are going to contact Kirk Granum to see if he would be interested in serving on this committee. We are sending staff home early on slow days. Barb would like to have coats made for the drivers so that they look better out in public. Our sales are down; we have increased our delivery fees by \$5.00.

Volunteer Advisory Committee – Darrell Kitzman stated that we now have the opposite problem of more than enough volunteers at one part of the month versus the other. He asked about partnering with the Probation Department and was cautioned by Bruce to “go down that road carefully.” Should we offer bus passes to volunteers? We need to ask our Core volunteers to help out with this overage/underage problem. Perhaps

Construction could use some of the qualified volunteers at the times we have too many in the store; Brian will be asked for his thoughts on this subject.

Department Reports –

Pam asked what the Lockdown report was from the SAFETY Committee. Janet explained that we had the local police department come back and deliver the second half of the training on “Lock-down” procedures to us. This included blankets and buckets for the “Hiding” rooms. This was clarified to Pam.

Bruce asked if there was any other business. Hearing none he called for a motion to adjourn. Pam moved, Peter seconded; motion carried. Meeting adjourned at 8:30 AM.

Respectfully submitted,

Patty Kelly