Habitat for Humanity of North Central CT
Board Meeting via Zoom
June 7th 5:30-7:30pm

AGENDA

- Devotion
- Consent Agenda-Anne Hamilton
- Committee Updates (Golf, Development, Governance, Nomination)
- Presentation and Discussion on Housing Affordability
- Q&A
- Executive Session

CONSENT AGENDA

MEETING OF THE BOARD OF DIRECTORS
HABITAT FOR HUMANITY
NORTH CENTRAL CONNECTICUT
MAY 20, 2022
BY EMAIL

VOTING by Email:

AUGUSTINE, BATES, BELOW, BLANCO, CARABASE, CHEEKS, DWIVEDI, FLOYD, GUIDRY, HAMILTON. HERNANDEZ, JALBERT, SCHILKE, SYMONETTE

After a duly noticed meeting, and in compliance with the Connecticut provisions for non-stock corporations, every member of the Board of Directors provided unanimous written consent to the following motion:

1 Karraine Moody, current Chief Executive Officer of Habitat for Humanity of North Central Connecticut, be issued a salary increase to equal $150,000 for the fiscal year 2021-2022 retroactively effective March 8th, 2022.

2 The base salary range for the position of Chief Executive Officer for Habitat for Humanity of North Central Connecticut be between $130,000 - $170,000 (subject to change based on industry standards).

3. Finally, in the course of conducting the Chief Executive Officer's annual performance review, should the CEO's performance reflect:

a. having **met expectations** overall, a salary increase equivalent to COLA (cost of living allowance) be issued at the current rate of 2% (to be adjusted according to industry standards as deemed appropriate)
b. having **exceeded expectations in up to 50%** of all areas of evaluation, a salary increase opportunity of up to an additional 2% will be available, to be awarded at the discretion of the board, upon recommendation of the Governance Committee and Executive Board
c. having **exceeded expectations in up to 100%** of all areas of evaluation, a salary increase opportunity of a max of 4% will be available, to be awarded at the discretion of the board, upon recommendation of the Governance Committee and Executive Board
d. an overall need to improve, no change in salary will be proposed, and the appropriate corrective action measures will be determined at the discretion of the board, upon recommendation of the Governance Committee and Executive Board.

Respectfully submitted,

Anne M. Hamilton
Secretary

HABITAT FOR HUMANITY NORTH CENTRAL CONNECTICUT

MAY 3, 2022 BY ZOOM

Present: Bates, Below, Blanco, Cheek, Floyd, Hamilton, Symonette, Schilke

The meeting began at 5:40, with devotions led by Sharon and Anne.

Committee Updates:

Golf Committee: David reported that things were going well, with nearly 128 golfers (the maximum) signed up. The emphasis is on a sponsor-based approach, rather than foursome model. The tournament is July 18. In the past Wamp has been able to accommodate a cocktail party- it is not an option this year.

Finance: Don said we were on track to meet the $1.8 million budget. Though the board will be short of the $100K goal. Board raised roughly $40K. Board members have only provided one referral, and need to step up: our goal is one corporate referral per board member per year. We are also reminded to attend events during the year: dedications, board guilds, ground breaking. Please participate! Board giving: (please donate by June 30 end of fy). Our target is to increase giving by 3% each year.

Anne moved and Sharon seconded a resolution that Habitat apply for a Housing Tax Credit from Connecticut Housing Finance Authority. The motion was approved unanimously.

Board voted to approve the homeowners purchasing 200 Forbes and 10 Chester in East Hartford. Karraine provided an overview of the financial screen worksheet. This will be the process going forward so that we comply with HUD and HFHI program guidelines. Our operations manual was updated in 2020 to reflect these policies. Going forward, operations will do their best to include financial screen worksheet within the board packet; however, if the timing does not complement the board schedule. Karraine will distribute worksheets by email for board approval.

Budget:

- Rainbow Road: Start and completion will be in fy '22 and '23.
- Capitol Avenue Rehab: we are recruiting for veteran/military family. Target completion is December 2022.
- 69 Enfield St., 152 Enfield St. and Tryon street (South Glastonbury) properties: will be conveyed in this fiscal year.
- We are starting six new construction projects in Hartford. Land donated at no cost for 4 units. Karraine negotiating for remaining two.

Development Stats for FY22

WomenBuild
Goal 80K
Currently Raised 61K
76% of Goal

Golf Tournament
Goal 125K
Pledged 108K
86% of Goal

Build-A-Thon
Goal 100K
Pledged 10K
10% of Goal

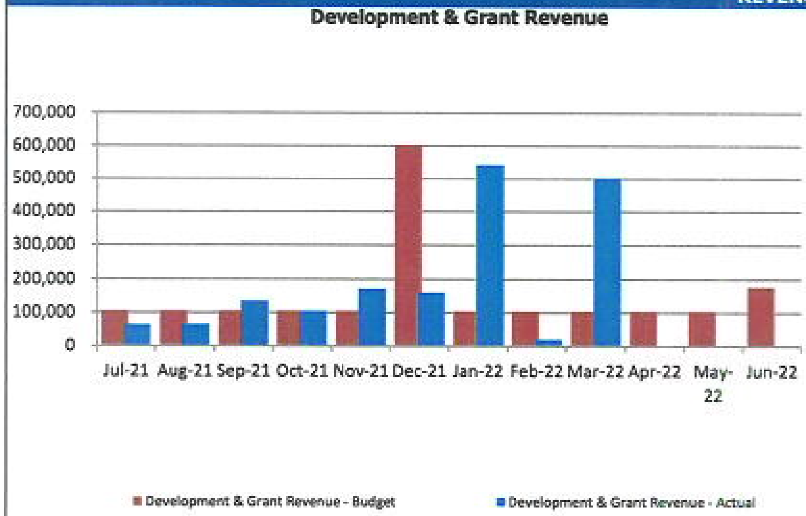
Revenue Goal for FY22 1.8M
Received 1.5M
Pending 300K+ (Corporate, ARPA, SHOP)

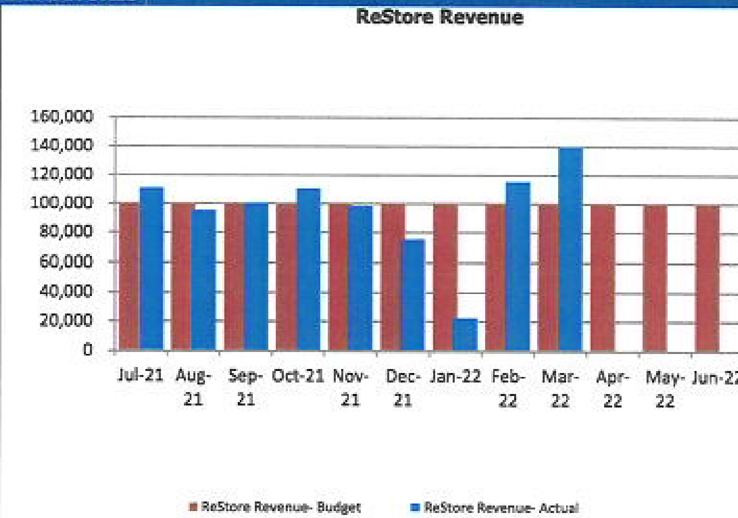
Account Purpose	Operating Accounts	04/30/22
Current revenue, expenses and payroll	Checking - Windsor Federal & Sweep Acct.	478,506
Closed	Bank of America	0
Current revenue	Peoples/United Bank - Restore Vernon	40,692
Shop Loan- immediate EFT to WFS upon receipt	Windsor Federal HUD/SHOP-0429	300
Current revenue & expenses	ReStore Operating Cash	618,839
CHFA Grant - separate until grant closes	Windsor Federal/CD	500,000
		1,638,337 **Total Cash**
		(283,500) **3 months Construction Hard Costs Budget**
		(457,200) **3 months General Operations Budget**
		897,637 **Additional Cash Reserve**

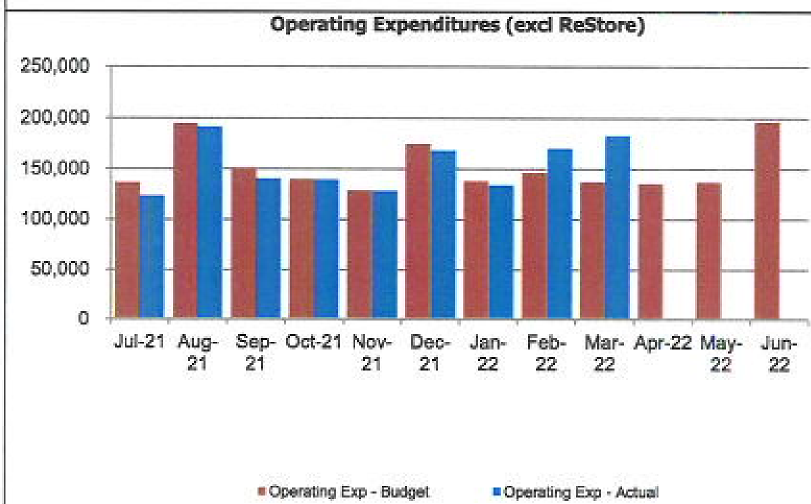
Additional Cash Reserve	
December 31, 2021	
November 30, 2021	756,424
October 31, 2021	666,653
September 30, 2021	810,387
August 31, 2021	752,690
July 31, 2021	586,831
June 30, 2021	709,738
May 31, 2021	723,221
April 30, 2021	1,151,847
March 31, 2021	837.660
February 28, 2020	989.159
January 31, 2021	1,115,390
December 31, 2020	970,859

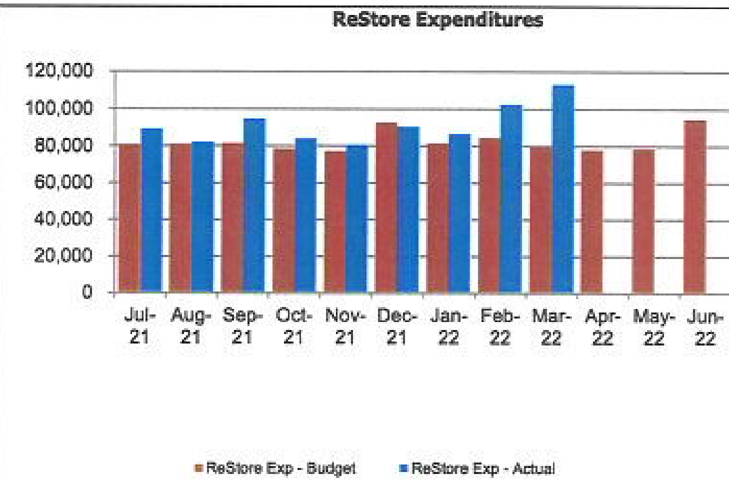
HARTFORD HABITAT FOR HUMANITY - BOARD OF DIRECTORS DASHBOARD

REVENUES AND EXPENDITURES



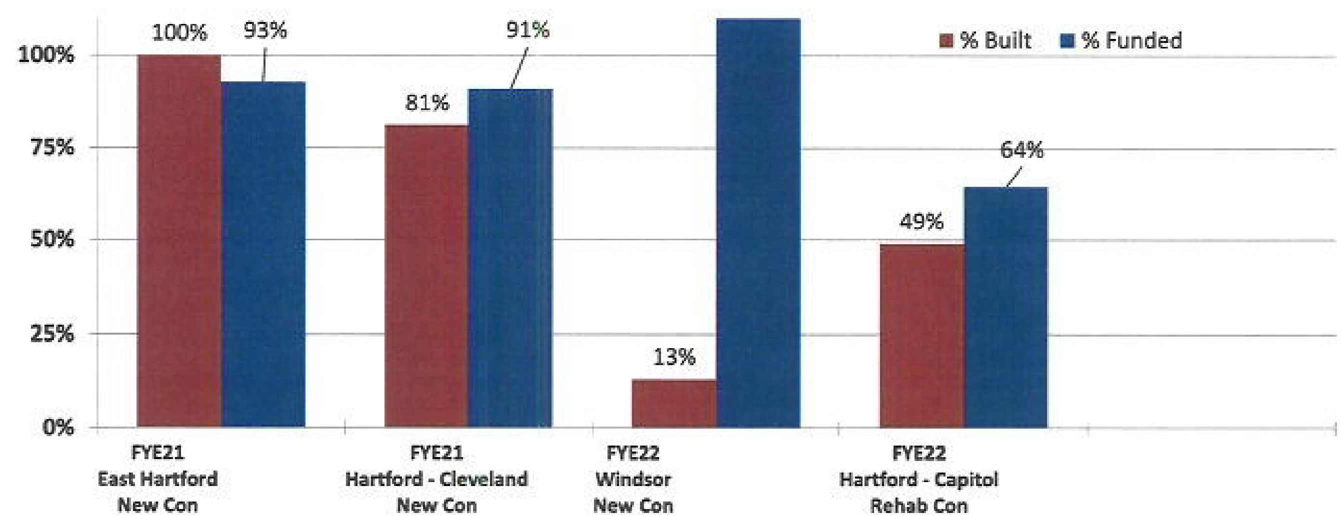






HFHNCC - BOARD OF DIRECTORS DASHBOARD
APRIL 2022

HABITAT HOMES: WORK-IN-PROGRESS BUILT AND FUNDED STATUS



	2 New Con -E. Hartford- Single Family Units (192a Forbes & 10 Chester)		**1 New Con -Hartford- Single Family Unit (132 Cleveland)**		**4 New Con -Windsor- Single Family Units (Rainbow)**		**1 Rehab Con -Hartford- (315 Capitol)**			
Primary Sponsor	BOA; GOLF21, CBD21, BAT21, WB21, PBD21, YTH21, NAA21, GOLF22, WEBSTER		SHOP, HOME, TRAVELERS, CITY OF HARTFORD		**FAITH** - HOF; **IND** - PBD22, WB22 **CORP** - BAT22; (WINDSOR CORPS; STDYNE, TLD, WFS) **BOARD** FY20-22		THRIVENT, BOA, THE HARTFORD, CITY OF HARTFORD			
Amount Funded	$483,928		$164,200		$990,341		$161,175			

Assumptions: Based on 2020/2021 Budget Formalized 02/2020

Habitat for Humanity North Central Connecticut, Inc.
Budget vs. Actuals: FYE 6-30-22 - FY22
July 2021 - March 2022

	Total		
	Actual	Budget	Compare Budget
Revenue			
40080 Total Donations & Grants	0.00	0.00	0.00
40000 Individual Donations	286,031.43	243,749.97	42,281.46
40010 Business Donations	987,398.87	1,156,250.03	-168,851.16
40020 Foundation Grants	16,666.00	0.00	16,666.00
40040 Faith Schools United Way &Other	40,553.78	29,999.97	10,553.81
41000 Public Grants	427,037.59	0.00	427,037.59
Total 40080 Total Donations & Grants	**$ 1,757,687.67**	**$ 1,429,999.97**	**$ 327,687.70**
41900 Other Income	0.00	0.00	0.00
42000 Credit Reports	450.00	0.00	450.00
42050 Interest Earned	418.35	0.00	418.35
45001 In-Kind Donations	18,743.80	0.00	18,743.80
45026 A Brush With Kindness	17,731.15	18,749.97	-1,018.82
Total 41900 Other Income	**$ 37,343.30**	**$ 18,749.97**	**$ 18,593.33**
42901 Home Sales	0.00	0.00	0.00
42951 Gain on Sale of Mortgages	241,327.54	111,825.00	129,502.54
43000 Home Sale Revenue	970,822.94	0.00	970,822.94
43100 Mortgage Discount	-549,240.00	-387,749.97	-161,490.03
43200 Imputed Interest Mortgage Rec.	200,000.00	299,999.97	-99,999.97
Total 42901 Home Sales	**$ 862,910.48**	**$ 24,075.00**	**$ 838,835.48**
Home Sale (deleted)	0.00	704,999.97	-704,999.97
Non-Home Revenue	0.00	0.00	0.00
41500 Special Events	0.00	0.00	0.00
40200 Golf Tournament	18,409.61	0.00	18,409.61
40205 Build-a-Thon	12,000.00	0.00	12,000.00
40210 Other Events	14,500.00	0.00	14,500.00
40220 Womens Build	1,300.00	0.00	1,300.00
Total 41500 Special Events	**$ 46,209.61**	**$ 0.00**	**$ 46,209.61**
Total Non-Home Revenue	**$ 46,209.61**	**$ 0.00**	**$ 46,209.61**
Total Revenue	**$ 2,704,151.06**	**$ 2,177,824.91**	**$ 526,326.15**

Net Operating Revenue	$ 1,438,770.99	$ 1,026,133.89	$ 412,637.10
Other Expenditures			
64600 Meals & Entertainment	0.00	0.00	0.00
64630 Meals - 50%	5.78	0.00	5.78
Total 64600 Meals & Entertainment	$ 5.78	$ 0.00	$ 5.78
99000 Suspense	4,119.92	0.00	4,119.92
99100 Suspense (HFH)	-4,742.24	0.00	-4,742.24
Total Other Expenditures	-$ 616.54	$ 0.00	-$ 616.54
Net Other Revenue	$ 616.54	$ 0.00	$ 616.54
Net Revenue	$ 1,439,387.53	$ 1,026,133.89	$ 413,253.64

Habitat for Humanity North Central Connecticut, Inc.
Budget vs. Actuals: FYE 6-30-22 - FY22
July 2021 - March 2022

	Total		
	Actual	Budget	Compare Budget
Revenue			
Total Revenue	$ 0.00	$ 0.00	$ 0.00
Gross Profit	$ 0.00	$ 0.00	$ 0.00
Expenditures			
50100 Wages & Salaries	224,604.25	211,247.32	13,356.93
50110 Payroll Taxes	18,294.06	21,681.00	-3,386.94
50115 Employee Benefits	274.44	3,975.03	-3,700.59
50120 Employer Contributions 401K	8,984.36	8,672.22	312.14
50125 Health Insurance	34,983.99	37,577.97	-2,593.98
50200 Workers Comp. Insurance	15,488.04	24,471.00	-8,982.96
50215 Auto Insurance	16,476.22	10,842.03	5,634.19
50225 Liability & Other Insurance	13,097.26	16,472.97	-3,375.71
50250 Small Tools Expense	106.34	4,500.00	-4,393.66
50255 Construction Site Supplies (deleted)	74,518.20	25,500.00	49,018.20
50260 Warranty Costs	10,749.35	7,499.97	3,249.38
50300 Auto/Travel/Mileage Reimb.	5,871.57	9,000.00	-3,128.43
50305 Staff Training	1,430.36	2,250.00	-819.64
50355 Americorp & Vista	11,817.33	22,500.00	-10,682.67
50530 Utilities	3,511.60	4,100.00	-588.40
50535 Office Repairs & Maint.	5,774.82	7,000.00	-1,225.18
50537 Office Rent	42,301.31	0.00	42,301.31
50540 Office Expenses	195.59	0.00	195.59
50542 Dues & Subscriptions	293.33	0.00	293.33
50545 Cell Phones	2,764.80	3,750.03	-985.23
50550 Printing	206.99	0.00	206.99
50560 Technology	1,217.81	2,250.00	-1,032.19
50620 Promotion & Advertising	1,218.00	1,312.47	-94.47
Total Expenditures	**$ 494,180.02**	**$ 424,602.01**	**$ 69,578.01**
Net Operating Revenue	**-$ 494,180.02**	**-$ 424,602.01**	**-$ 69,578.01**
Other Expenditures			
99000 Suspense	6,501.81	0.00	6,501.81
Total Other Expenditures	**$ 6,501.81**	**$ 0.00**	**$ 6,501.81**
Net Other Revenue	**-$ 6,501.81**	**$ 0.00**	**-$ 6,501.81**
Net Revenue	**-$ 500,681.83**	**-$ 424,602.01**	**-$ 76,079.82**

Habitat for Humanity North Central Connecticut, Inc.
Budget vs. Actuals: FYE 6-30-22 - FY22
July 2021 - March 2022

	Total		
	Actual	Budget	Compare Budget
Revenue			
Total Revenue	$ 0.00	$ 0.00	$ 0.00
Gross Profit	$ 0.00	$ 0.00	$ 0.00
Expenditures			
50100 Wages & Salaries	154,157.78	186,428.00	-32,270.22
50110 Payroll Taxes	12,675.48	19,133.28	-6,457.80
50114 Consulting	22,188.23	0.00	22,188.23
50115 Employee Benefits	-109.45	3,179.97	-3,289.42
50120 Employer Contributions 401K	2,039.24	5,808.78	-3,769.54
50125 Health Insurance	9,799.00	40,547.97	-30,748.97
50200 Workers Comp. Insurance	365.25	466.47	-101.22
50225 Liability & Other Insurance	1,332.24	1,554.75	-222.51
50300 Auto/Travel/Mileage Reimb.	0.00	1,125.00	-1,125.00
50305 Staff Training	900.00	0.00	900.00
50542 Dues & Subscriptions	655.00	375.03	279.97
50560 Technology	349.00	0.00	349.00
50620 Promotion & Advertising	19,796.64	28,400.00	-8,603.36
50700 Golf Fundraising	23,454.63	25,000.00	-1,545.37
50705 Other Events Fundraising	372.40	1,500.03	-1,127.63
50708 Womens Build Fundraising	0.00	1,000.00	-1,000.00
50710 Build-a-Thon Fundraising (deleted)	0.00	6,000.00	-6,000.00
Total Expenditures	$ 247,975.44	$ 320,519.28	-$ 72,543.84
Net Operating Revenue	-$ 247,975.44	-$ 320,519.28	$ 72,543.84
Net Revenue	-$ 247,975.44	-$ 320,519.28	$ 72,543.84

Habitat for Humanity North Central Connecticut, Inc.
Budget vs. Actuals: FYE 6-30-22 - FY22
July 2021 - March 2022

	Total		
	Actual	Budget	Compare Budget
Revenue			
Total Revenue	$ 0.00	$ 0.00	$ 0.00
Cost of Goods Sold			
45027 ABWK Costs	0.00	0.00	0.00
Total Cost of Goods Sold	$ 0.00	$ 0.00	$ 0.00
Gross Profit	$ 0.00	$ 0.00	$ 0.00
Expenditures			
50100 Wages & Salaries	71,930.59	70,158.00	1,772.59
50110 Payroll Taxes	5,920.33	7,200.00	-1,279.67
50114 Consulting	19,600.50	0.00	19,600.50
50115 Employee Benefits	-66.17	1,590.03	-1,656.20
50120 Employer Contributions 401K	2,607.47	2,880.00	-272.53
50125 Health Insurance	8,266.61	8,659.53	-392.92
50200 Workers Comp. Insurance	365.25	466.47	-101.22
50225 Liability & Other Insurance	1,332.24	1,554.75	-222.51
50305 Staff Training	649.00	1,874.97	-1,225.97
50530 Utilities	3,483.10	4,200.00	-716.90
50535 Office Repairs & Maint.	5,962.83	6,900.00	-937.17
50540 Office Expenses	2,121.28	2,500.00	-378.72
50550 Printing	277.30	0.00	277.30
50560 Technology	16,995.71	562.50	16,433.21
50565 Other Admin.	1,531.23	6,750.00	-5,218.77
50566 Credit Reports	214.45	1,125.00	-910.55
50620 Promotion & Advertising	5,500.00	0.00	5,500.00
Total Expenditures	$ 146,691.72	$ 116,421.25	$ 30,270.47
Net Operating Revenue	-$ 146,691.72	-$ 116,421.25	-$ 30,270.47
Other Expenditures			
99000 Suspense	615.33	0.00	615.33
Total Other Expenditures	$ 615.33	$ 0.00	$ 615.33
Net Other Revenue	-$ 615.33	$ 0.00	-$ 615.33
Net Revenue	-$ 147,307.05	-$ 116,421.25	-$ 30,885.80

Habitat for Humanity North Central Connecticut, Inc.
Budget vs. Actuals: FYE 6-30-22 - FY22
July 2021 - March 2022

	Total		
	Actual	Budget	Compare Budget
Revenue			
41900 Other Income	0.00	0.00	0.00
42025 ReStore Sales	869,206.37	900,000.00	-30,793.63
Total 41900 Other Income	$ 869,206.37	$ 900,000.00	-$ 30,793.63
Total Revenue	$ 869,206.37	$ 900,000.00	-$ 30,793.63
Cost of Goods Sold			
50090 Cost of Goods Sold - ReStore	103,156.58	37,500.03	65,656.55
Total Cost of Goods Sold	$ 103,156.58	$ 37,500.03	$ 65,656.55
Gross Profit	$ 766,049.79	$ 862,499.97	-$ 96,450.18
Expenditures			
50100 Wages & Salaries	284,647.46	260,149.00	24,498.46
50110 Payroll Taxes	22,487.28	26,700.03	-4,212.75
50114 Consulting	11,200.00	0.00	11,200.00
50115 Employee Benefits	383.18	5,564.97	-5,181.79
50120 Employer Contributions 401K	6,689.03	7,131.78	-442.75
50125 Health Insurance	69,150.95	58,618.53	10,532.42
50200 Workers Comp. Insurance	8,447.94	8,490.78	-42.84
50215 Auto Insurance	2,553.03	2,565.72	-12.69
50225 Liability & Other Insurance	8,968.05	9,013.50	-45.45
50255 Construction Site Supplies (deleted)	6.45	0.00	6.45
50280 Moving & Storage	119,570.00	115,777.53	3,792.47
50300 Auto/Travel/Mileage Reimb.	5,402.78	1,500.03	3,902.75
50305 Staff Training	0.00	3,750.03	-3,750.03
50510 Bank and Credit Card Fees	17,708.52	14,635.53	3,072.99
50530 Utilities	20,817.41	20,100.00	717.41
50533 Trash & Recycling	20,184.51	15,900.00	4,284.51
50535 Office Repairs & Maint.	18,069.53	20,500.00	-2,430.47
50537 Office Rent	80,072.71	63,000.00	17,072.71
50540 Office Expenses	11,084.92	6,100.00	4,984.92
50545 Cell Phones	262.25	0.00	262.25
50560 Technology	3,290.59	3,750.03	-459.44
50565 Other Admin.	-0.01	0.00	-0.01
50620 Promotion & Advertising	11,560.56	1,874.97	9,685.59
59999 Depreciation Expense	58,680.00	54,909.00	3,771.00
Total Expenditures	$ 781,237.14	$ 700,031.43	$ 81,205.71
Net Operating Revenue	-$ 15,187.35	$ 162,468.54	-$ 177,655.89
Other Expenditures			
99100 Suspense (HFH)	2,247.07	0.00	2,247.07
Total Other Expenditures	$ 2,247.07	$ 0.00	$ 2,247.07
Net Other Revenue	-$ 2,247.07	$ 0.00	-$ 2,247.07
Net Revenue	-$ 17,434.42	$ 162,468.54	-$ 179,902.96

BOARD VOTE

Applicant Financial Worksheet	**May-22**	**Applicant #1:**	**Starla Spence**	**Financially Qualified?**
Financial Screening Team		**Applicant #2:**		**If Not, Why Not??**
		Phone #s:		
		Email add.:		

No. of Adults:	1 **No. of Bedrms:**	4	**Applied for:**	Hartford- 152 Enfield
No. of Children:	2 **Gender:**			

Current Rent: $ -
Rent as % of Income 0%

		Applicant #1 or primary job	**Applicant #2 or second job**	
YTD Gross Income thru		$ 56,715.36	$ 11,559.60	
Divide by **Weeks Worked This Year**		52	52	
equals **Weekly Income**		$ 1,090.68	$ 222.30	
	Multiply by 50 or 52 weeks	52	52	
equals **Annual Gross Earned Income**		$ 56,715.36	$ 11,559.60	
plus **Other Inome** [see Worksheet]			0	
equals **Total Annual Gross Income**		$ 56,715.36	$ 11,559.60	**$ 68,274.96**
Max Income for Family Size				**$ 71,250.00**

Unearned Income Worksheet:		
SSI		
Child Support		
Alimony	$	-
Tax Credits	$	-
Total Unearned Income	**$**	**-**
Maximum Allowed	**$**	**7,125.00**

	$	**-**
Minimum income =	**$**	**38,000.00**

Maximum Income for Family Size:

	Earned Income	Additional allowed Unearned Income
2-person	41,720	4,172
3-person	46,935	4,694
4-person	52,150	5,215
5-person	56,322	5,632
6-person	60,494	6,049
7-person	64,666	6,467
8-person	68,838	6,884

Housing Expenses		
Principal [see Worksheet]	$	477.78
RE Taxes		292.95
HO Insurance		108.75
Utilities	n/a	
Total Monthly Housing Expenses	$	879.48
Multiply by		12
Total Annual Housing Expenses	$	10,553.76
Divide by **Annual Gross Income** [=I7]		**15.5%**

If Percentage Above Exceeds **29%**, Family Does **Not** Qualify

Principal Worksheet:		
Loan Term [Years]		30
Multiply by		12
Loan Term [Months]		360
Price of Home	**$**	**172,000.00**
Monthly Principal =	**$**	**477.78**

Fixed Monthly Obligations ["FMO"]	**Amt of Debt**	**Mthly Pymt**
		$ -
REGIONAL Acceptance CO Auto loan	$ 10,515	$ 525.75
Sensible Auto Loan Lending	$ 3,077	$ 153.85
Franklin Trust FCU Unsecued loan	$ 972	$ 48.60
Franklin Trust FCU Unsecued loan	$ 27	$ 1.35
AFNI, INC	$ 1,500	$ -
Portfolio Recov Assoc	$ 550	$ -
Southwest Credit System	$ 376	$ -
	$ -	$ -

	Amt of Debt	Mnthly Pmt
Car Payment - MonthlyLease		
Car Insurance - Monthly		
Term Debt - Monthly		
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
Maintenance Reserve		

Alimony - Monthly		
Total Monthly FMO		$730
Totals:		
Monthly Housing		$879.48
Monthly Housing + FMO	$	1,609.03
Multiply by		12
Annual Housing + FMO		$19,308
Divide by **Annual Gross Income**		**28.3%**

If Percentage Above Exceeds **41%**, Family Does **Not** Qualify

Credit Reporting Scores: EFX, TU, XPN

Completed by: Date:

Notes:

1
2
3
4
5
6
7

Applicant Financial Worksheet 2022
Financial Screening Team

Applicant #1: Tammy Lubin
Applicant #2:
Phone #s:
Email add.:

Financially Qualified?
If Not, Why Not??

No. of Adults: 1 **No. of Bedrms:** 3 **Applied for:** Hartford
No. of Children: 1 **Gender:**

Current Rent: $ -
Rent as % of Income 0%

	Applicant #1 or primary job	Applicant #2 or second job	
YTD Gross Income thru	$ 66,000.00		
Divide by **Weeks Worked This Year**	52	52	
equals **Weekly Income**	$ 1,269.23	$ -	
Multiply by 50 or 52 weeks	52	52	
equals **Annual Gross Earned Income**	$ 66,000.00	$ -	
plus **Other Inome** [see Worksheet]		0	
equals **Total Annual Gross Income**	$ 66,000.00	$ -	**$ 66,000.00**
Max Income for Family Size			**$ 71,550.00**

Unearned Income Worksheet:		
SSI		
Child Support		
Alimony	$	-
Tax Credits	$	-
Total Unearned Income	**$**	**-**
Maximum Allowed	**$**	**7,155.00**

	$	**-**
Minimum Income =	**$**	**38,000.00**

Maximum Income for Family Size:

	Earned Income	Additional allowed Unearned Income
2-person	41,720	4,172
3-person	46,935	4,694
4-person	52,150	5,215
5-person	56,322	5,632
6-person	60,494	6,049
7-person	64,666	6,467
8-person	68,838	6,884

Housing Expenses

Principal [see Worksheet]	$ 527.50
RE Taxes	390
HO Insurance	68.83
Utilities	n/a
Total Monthly Housing Expenses	$ 986.33
Multiply by	12
Total Annual Housing Expenses	$ 11,835.96
Divide by **Annual Gross Income** [=I7]	**17.9%**

If Percentage Above Exceeds **29%**, Family Does **Not** Qualify

Principal Worksheet:		
Loan Term [Years]		30
Multiply by		12
Loan Term [Months]		360
Price of Home	$	189,900.00
Monthly Principal =	**$**	**527.50**

Fixed Monthly Obligations ["FMO"]	**Amt of Debt**	**Mthly Pymt**
		$ -
UBI Auto	$ 17,171	$ 304.98
Bank of America	$ 29	$ 29.00
	$ -	$ -
	$ -	$ -
	$ -	$ -

Car Payment - MonthlyLease
Car Insurance - Monthly
Term Debt - Monthly

	Amt of Debt	Mnthly Pmt
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -

Maintenance Reserve

Alimony - Monthly
Total Monthly FMO $334

Totals:

Monthly Housing	$986.33
Monthly Housing + FMO	$ 1,320.31
Multiply by	12
Annual Housing + FMO	$15,844
Divide by **Annual Gross Income**	**24.0%**

If Percentage Above Exceeds **41%**, Family Does **Not** Qualify

Credit Reporting Scores: EFX, TU, XPN

Completed by: Date:
Notes:
1
2
3
4
5
6
7

COMMITTEES

2022 Sticks for Bricks Charity Golf Tournament

Monday, July 18, 2022 | 12:30 PM | Wampanoag Country Club

Sponsors

Sponsor	Level	# players	Contact	Status	Amount
Pinnacle Financial Services	Title	12	K. Moody	Paid	$ 15,000.00
WP Financial	Platinum	8	S. Feola	Pledged	$ 10,000.00
Posigen	Silver	4	S. Feola	INV. Sent 4/26	$ 5,000.00
Legrand	Silver	4	S. Feola	PAID	$ 5,000.00
Stanadyne	Silver	4	S. Feola	PAID	$ 5,000.00
Wolters Kluwer	Silver	4	S. Feola	pledged	$ 5,000.00
CT Wealth Management	Silver	4	S.Feola	INV Sent	$ 5,000.00
Amenta/Emma architects	Silver	4	S. Feola	INV sent 4/28	$ 5,000.00
Mark Vasington	Silver	4	M. Vasington	INV sent 3/31	$ 5,000.00
CATIC	Silver	4	K. Moody	INV sent 2/18	$ 5,000.00
Windsor Federal	Bronze	4	S. Feola	Paid	$ 3,000.00
Millstream	Bronze	4	S. Feola	Paid	$ 3,000.00
TBD		4	S.Feola		
TBD	Bronze	4	S.Feola		
CohnReznick	Bronze	4	E. Kindelan / M. Ferrucci	INV sent 5/11	$ 3,000.00
Cowdery & Murphy	Bronze	4	E. Kindelan / M. Ferrucci	Paid	$ 4,000.00
Ford & Paulekas	Bronze	4	M. Ferrucci	Paid	$ 3,000.00
CNA Insurance	Bronze	4	D. Soule	Paid	$ 3,000.00
AM WINS	Bronze	4	D. Soule	PAID	$ 3,000.00
Hanover	Bronze	4	D. Soule	INV sent 5/11	$ 3,000.00
Affiliated FM	Bronze	4	D. Soule	INV sent 5/11	$ 3,000.00
Subtotal		96			$ 93,000.00

			Total
Reception Only	Contact	Status	Amount
			Total
Keg Sponsor	Contact	Status	Amount
			Total

Foursomes

Team / Company Name	Foursome Contact Name	# players	Contact	Status	Amount
United Health Care	David Symonette	4	D. Symonette	INV sent 3/31	$ 1,300.00
Victory Capital	Pete Ganey	4	P. Ganey	INV sent 3/31	$ 1,300.00
New England Financial	Brian Waddell	4	B. Waddell	INV sent 3/31	$ 1,300.00
Team Newport	Lisa Chirichella	4	L. Chirichella	INV sent 3/22	$ 1,300.00
HOLD COM		4	Derek		$ 1,300.00
HOLD COM		4	Kevin Dow		$ 1,300.00
Whittlesey & Hadley	Ed Sullivan	4	Ed Sullivan	INV sent 5/17	$ 1,300.00
Subtotal		28			$ 9,100.00
Max Capacity - 128	Committed Total Golfers	124			$ 102,100.00
	Golfer Spots Remaining	4			

Event Fundraising	
Total Revenue from Foursomes and Sponsors	
Mulligans, Par 16 50/50, Silent Auction	
TOTAL GROSS	$
Expenses	
Wampanoag Costs	
Signage	
Sponsor Gifts	
Bag Boys and Bartender Tips	
Swag Bags	
TOTAL EXPENSES	$
TOTAL NET	
	$

Foursome Waitlist

Team / Company Name	Foursome Contact Name	# players	Internal Contact	Status	Amount

BOARD DISCUSSION

Habitat
for Humanity®

Community Land Trust: Panel Discussions and Breakout Groups

- Introductions
- Break Out Groups

Habitat for Humanity®

James Casper

Executive Director

HFH of Northern Idaho

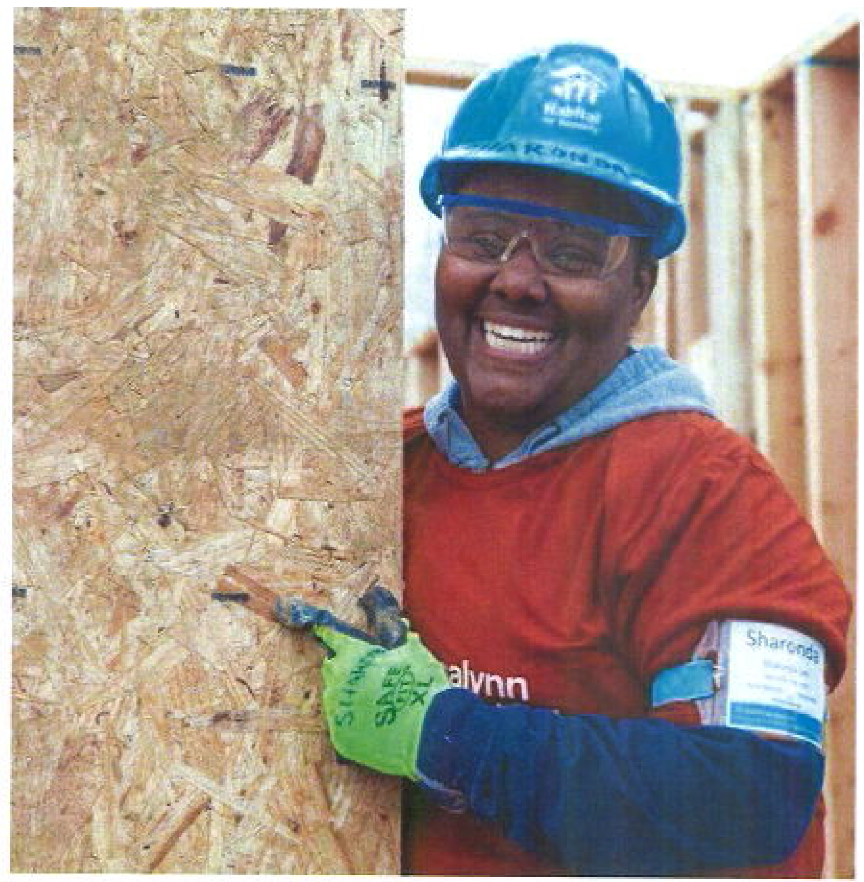
Habitat for Humanity®

Matina Kauffman

Director, Homeownership Programs
HFH Portland Region, Oregon

Habitat for Humanity®

Affiliate Panel



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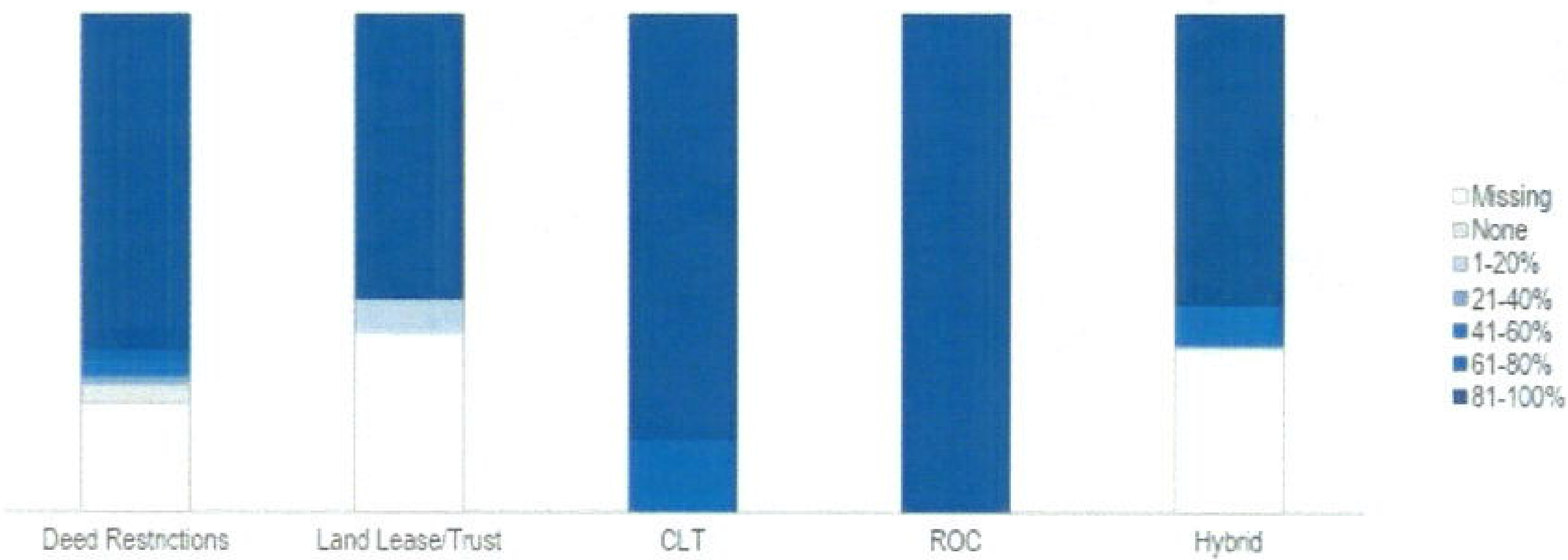
Habitat for Humanity®

Right of First Offer/Refusal/Repurchase



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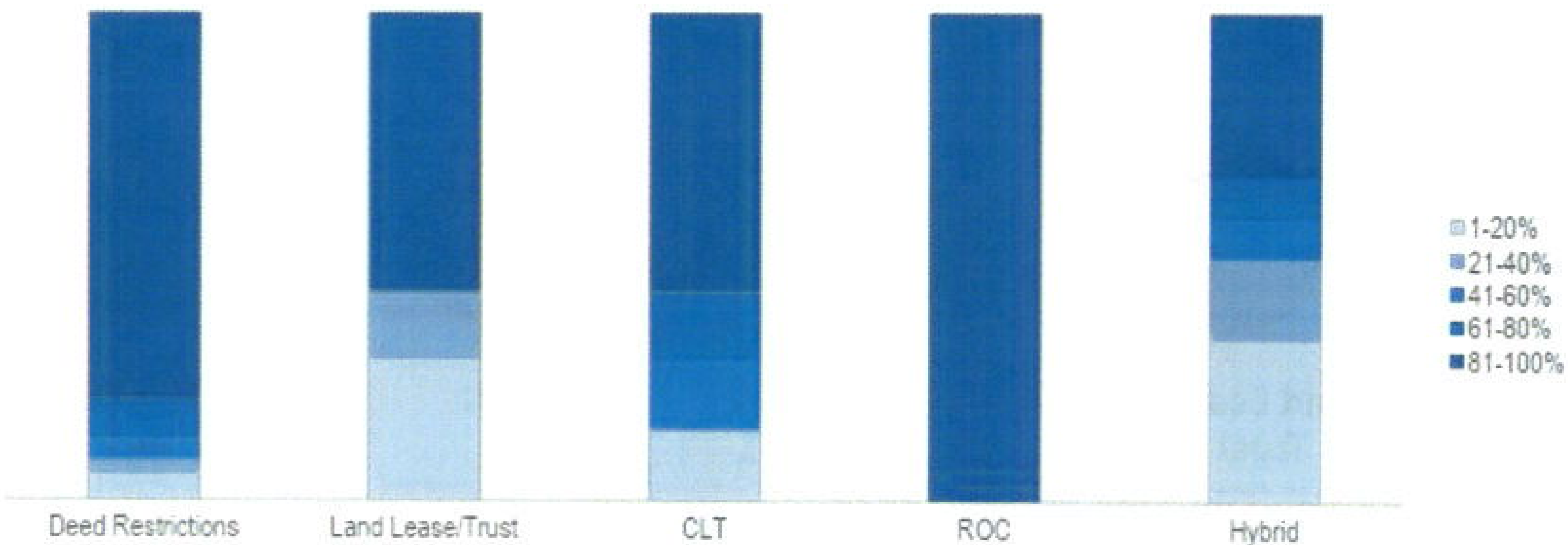
Distribution of Units Within LTA Portfolio



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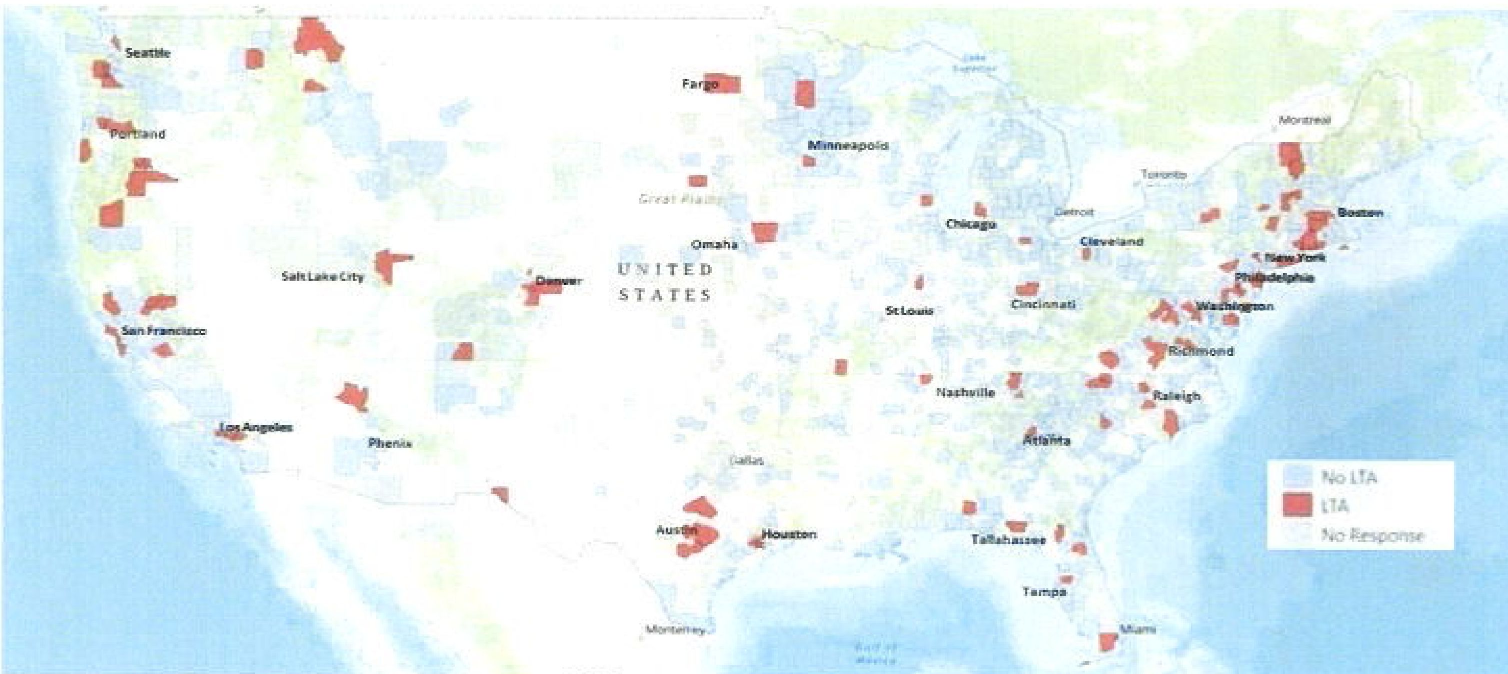
Location of Habitat LTAs



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LTA Models*

1%
ROC

* Not mutually exclusive cat [redacted]
** 30+ years and sustainabl [redacted]

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Long-term Affordability Landscape Survey

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Other LTA Models

Limited Equity Cooperative

- Generally, multi-family projects
- Cooperative corporation ("co-op") holds title to property
- Individual "homeowners" purchase shares in the co-op in exchange for proprietary leases for their unit

Resident-Owned Community

- Applies to manufactured homes
- Resident-controlled cooperative purchase and retain ownership of the land
- New residents can purchase homes and a share of the cooperative corporation

Land Lease/Trust

- Title to land decoupled from title to house
- Land title retained by affiliate or separate land trust entity
- Land leased to homeowner through a long-term ground lease

- Ground lease includes:
  - Resale price
  - Right of repurchase

RESIDENTS BUY THEIR HOMES

THEY LEASE THE LAND

Poll #3

Do you currently have any housing units with restrictions intended to maintain long-term affordability ?

Long-term Affordability

- ☑ Keeps home affordable for **at least 31 years**

+

- ☑ Includes resale restrictions that survive well beyond the initial buyer

- ☒ Does not include only shared appreciation

Poll #1

What is long-term affordability?

Habitat for Humanity®

The State of Shared Equity Homeownership for Long-Term Affordability

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