






	= celebrate
	= need to watch
	= needs action

		Since Established (1980 to actuals)				
		FY09/10 Actuals	FY10/11 Budget	FY10/11 Forecast	FY11/12 Budget	FY11/12 Forecast
I. Our Social Impact						
A. Houses Built or "Recycled"	337	14	15	15	18	18
B. People Served	~ 1,620	49	53	53		76
Average # per Household	~ 5	4	4	4	76	76
C. Housing Assistance # of Families Served	80,000 ~ 41	25,000 21	60,000 24	65,000 24	53,000 14	53,000 14
D. Houses Rehabbed (Owner Occupied)	-	-	27	27	33	33
E. Volunteer Hours		42,171	42,000	42,000	42,000	42,000
F. Volunteer Satisfaction (Responded Yes to Survey Question "Would you volunteer again?")		99%	95%	95%	95%	95%
G. Global Impact Countries Served since 1985: Mexico, Guatemala, Haiti, Kenya, Malawi	233	10	10	10	11	11
H. Total Families Served (Houses, Down Payment, Owner Occupied Rehab, Global Impact)	611	45	76	76	76	76
		Audited Financials (1993 to actuals)				
		FY09/10 Actuals	FY10/11 Budget	FY10/11 Forecast	FY11/12 Budget	FY11/12 Forecast
II. Our Business						
A. Number of FT Employees		25.40	27.40	28.85	31.58	31.58
B. Average Cost of New Home (Including lot & overhead)		134,000	131,000	121,000 (estimated)	124,000 (estimated)	124,000 (estimated)
Average Cost of a "Recycled" Home (Including the loss of the former mortgage)		68,000	111,000	107,000 (estimated)	121,000 (estimated)	121,000 (estimated)
# of Warranty Calls		60	45	55 	34	34
Average Time for Warranty Call		10 days	5 days	5 days	2.5 days	2.5 days
C. Land/ Lot Inventory		72	51	64	61	61
D. Habistore -- non-GIK performance						
Gross Revenue Generated	3,547,250	872,634	873,000	900,000	984,000	991,000
Net Revenue Generated	576,608 (Established 2/06)	228,862	38,000	41,000	234,000	240,000
E. Portfolio of Mortgages						
1. # Currently Active Held by Habitat Tucson	236	14	7	15	10	10
2. # Serviced for Others	39	8	8		9	9
3. Foreclosures	5	-	1	1		
Buy Backs / Deed In Lieu	8	1	1	3		
4. Average 1st Mortgage to HFHT	64,204	99,194	100,000	96,165	100,000	100,000
5. 90 Day Delinquencies (Annualized Monthly Average)		3.89	2.30	0.00	1.50	1.50
F. Mortgages Sold to Banks						
1. # Sold	31	8	8		9	10
2. Net Gain Generated (Revenue)	690,983	137,848	122,400	-	-	-
3. Net Cash Generated	1,608,653	466,655	431,000		630,000	680,000
G. Government / Tribal Revenue	8,247,424	525,527	1,223,000	1,139,500	1,697,500	1,780,000
H. Private Funding						
1. Restricted Donations	9,013,263	974,465	1,050,000	1,185,000	1,011,000	1,027,000
2. Unrestricted Donations	8,293,343	473,604	474,000	614,000	580,000	595,000
3. Distributions from Bequests	1,769,140	277,672	-	160,000		
Total Private Funding	19,075,746	1,725,741	1,524,000	1,959,000 	1,591,000	1,622,000
4. Average Cash Contribution		341	415	469	376	376
5. # of Cash Contributions (w/o bequests or HFHI donations)		4,040	3,675	3,500	3,675	3,675
I. Accrual Net - surplus or deficit		75,057	1,500	377,000	273,000	479,000
J. Net cash generated (used)		469,209	(675,000)	24,000 	-	-
K. Operating Debt		1,392,592	2,088,700	2,134,000	2,400,000	2,035,000
L. Debt encumbrance related to NMTC (estimated)				-	1,334,000	1,334,000
M. Cash on Hand						
1. Restricted		668,067	700,000	735,000 	500,000	1,000,000
2. Unrestricted		1,516,615	800,000	1,472,000 	1,383,000	1,211,000
N. Available Debt-Capital or Credit for Operations		1,607,408	1,911,300	2,116,000	1,850,000	2,010,000
O. Operating Ratios		6/30/2010 Actuals	6/30/2011 Budget	6/30/2011 Forecast	6/30/2012 Budget	6/30/2012 Forecast
Personnel Expense as a % of Total Expense		25%	28%	27%	29%	29%
Days in Cash		154 days	110 days	138 days	115 days	134 days
Debt Ratio (TL/TA)		16%	21%	21%	35%	29%
Contributed revenue as % of total revenue		52%	46%	52%	41%	41%
Revenue Diversity Index (range is 0.0 to 1.0: 1.0 not diverse)		0.3	0.3	0.3	0.3	0.3
Annual change in Net Assets		-2.0%	0.0%	12.0%	-3.0%	-1.0%
Financial Vulnerability Index (FVI < 20% low probability)		15%	15%	14%	16%	14%
FVI Benchmark: Median of Top 5 U.S. Housing Developers		18%				
Charity Navigator Rating		3-Star	3-Star	4-Star	4-Star	4-Star