

**Staunton-Augusta-Waynesboro Habitat for Humanity
Board of Directors MINUTES
Tuesday, November 27, 2018
Chair: Jennie Hill**

Action Item 1: Board accepted loan proposal from First Bank for ReStore 2.

Attended by: Jennie Hill, Charles Frankfort, Alan Biskey, Laurie Thompson, LouElla Hill, Pamela Patrick, Rev. Rod Ronneberg, Andy Beasley. **Guests:** Pat Katz, Richard Bolstein, Taylor Smith, Overton McGehee, McKenzie Raber.

Not present: Salome Baugher.

Minutes:

Meeting opened in prayer. Presentation was given by HFH VA President Overton McGehee and McKenzie Raber regarding an upcoming statewide capital campaign facilitated by the state affiliate and the Compass Group. October minutes were accepted (CF/AB, unan). Financial report accepted (LH/RR, unan). Committee Reports accepted as presented (AB/RR, unan).

Gala will be held on January 26, 2019 at Stonewall Jackson Hotel. Board members will be table captains and the deadline for submitting names is Monday, December 3 at 5pm. Contract is signed for ReStore 2 property on Arch Street in Waynesboro has been submitted and is being considered by the Salvation Army. The board considered three proposals: First Bank and Trust, First Bank and DuPont Credit Union. By consensus the Board agreed that it was not necessary to acquire more bids. A motion was made to accept the loan terms from First Bank, loan officer Angel Negron. Board voted approval to accept the terms of the First Bank offer (LT/RR, unan). The Board wished to state their appreciation to the financial institutions for putting together the proposals.

A Christmas party is planned for December 15 at 5:30 at Christ UMC.

Meeting closed.

Committee Reports:

Restore Report

We had the best month ever in October breaking 30K in sales for the first time. As of the end of October we had more pick-ups than all of last year. Calendar YTD we had 799 vs 787 all last calendar year. We still have two busy months to go! We stopped doing deliveries in October. There was little adverse customer reaction, we are currently directing customers to two local movers. We need our truck for pick-up and deliveries were taking away from our pick-ups. Our customer count for the month was almost 4,000 with almost 1,200 paying customers and our average transaction was \$31.56. A good part of the month was spent working on plans for ReStore2.

Construction Report

Work on 110 Stafford Street has been completed. Moffett Paving & Excavating put in a driveway for this house and it looks absolutely beautiful. The siding for 126 and 130 is almost complete and we are awaiting subcontractors to begin electrical, plumbing, and the rest of the quotes on HVAC. The construction team took on a short term project of building a deck for the Makerspace, a non-profit organization that has moved into the neighborhood we're working in. The Makerspace is a STEM (Science, Technology, Engineering and Math) based organization that allows young people in our community access to tools and education in woodworking, 3d printers, pottery, metalwork, computer programming and design. They are located on Jefferson, across from our community garden.

Family Partnerships

Partners Families are putting our Holiday Lights Display for Gypsy Hill Park; we can't wait to see the finished product the week after Thanksgiving! We have two Partner Applications still in Committee process, and will be to the December Board Meeting. Our Holiday Party – for both staff and Partner Families – is scheduled for December 15th (Saturday) at 5:30, to be held at Christ United Methodist on Churchville Ave., Staunton; meats will be catered, sides and desserts will be potluck. Very Brown is sending out thank you cards to all our gala attendees who participated in the “110 Stafford auction”, purchasing major items for that home. Speaking of 110 Stafford, we hope to close on it with Very by Christmas, but it may stretch to January, based on other agencies and their personnel being on holiday vacations. Our Mortgage Delinquency Rate (a.k.a. Mortgage Recovery Rate) this month is 8%. We attribute this directly to improved and sustained communication with Homeowners about late payments.

Outreach & Volunteers

While Winter is usually a slower time of the year for volunteers, we are seeing our numbers go up with several groups committed over the next few weeks. An open house for KlineMay took place in October at 110 Stafford and we are currently working with the Family Partnership committee for the Holiday Party on Saturday, December 15 at 5:30 at Christ United Methodist Church in Staunton. This event will include staff, board members, partner families and volunteers.