

October 31, 2018

Dear Board Members,

I wanted to thank everyone for supporting our 30th Anniversary Launch party two weeks ago. Before we get into the holiday's I wanted to give an operations update.

Main Street

Construction continues to make great progress on Main Street. We are building 6 units (2 single families, 2 duplex). Three of the four foundations are in the ground. All four foundations are in the ground and 30% capped. The first two units we will work on throughout the winter. Originally this project was scheduled to have HOME funds from the City of Hartford. Due to delays in getting a permit, we are no longer getting HOME funds. The expected funds were \$75K from each unit. We will be eligible for 40K in down payment assistance/appraisal gap funds. Similar to HOME funds, this funding can only be drawn once the project is complete. Homes will be dedicated in late September 2019 and close by December 2019.

House	Sponsor	Dollar Amount Raised or Pledged as of 10/30/18
Main 1 single family	Travelers	\$135,000
Main 2 duplex A	BAT'19 and '20	\$200,000
Main 3 duplex A	Stanley	\$50,000
Main 4 single family	30th Anniversary**	\$100,000
Main 5 duplex B	Women Build	\$100,000
Main 6 duplex B	Thrivent/BOF	\$100,000
Eversource Funds to be received in 12/18		\$400,000
Total		\$1,085,000

Other Units in Progress

- Armistice-close in first quarter 2019
- Taylor-close in first quarter 2019
- Beach close by June 30, 2019
- Roosevelt-close by June 30, 2019

30th Anniversary Campaign

The sponsorship package for the 30th Anniversary had multiple tiers (corporate, faith/civic and table captains). We had 14 corporate sponsors, 5 faith sponsors and 8 table captains). All of the tiers incorporated a build or event experience. In July 2018, we sent out a special appeal just for the 30th to individuals and faith partners. I decided to do packaging so that we could be true to Habitat's known action: building.

corporate sponsorship	85,000
30 TH Anniversary Appeal	28,000
Appeal at the Party	6,900
<i>Gross Revenue</i>	<i>119,900</i>
Expenses (Marriott, Rider Productions, Miscellaneous)	-45,000
Net Profit	\$74,900

****30th Anniversary House**

This house is sponsored by vendor in-kind donations and net profit from the 30th Anniversary Launch party (74k). John’s Plumbing donated 10K of services for the plumbing and heating, Capital Restoration will install both laterals at no charge (value of 15k), Blue Hills Electric is donating 5k in services and Hartford Lumber is donating over 5k in materials. This is the first time that we solicited our contractors for special donations in honor of this milestone. We will continue to seek donations for the Main Street project.

Mortgages to be sold in FY19 and FY20

The approved budget included the selling of three mortgages to CHFA. To date, we sold Kensington in September. We will convey Taylor and 153 Capen by March 2019. The others will be sold in fiscal 20. As we discussed during the budget and strategic plan process, the homeowners for these homes have a stronger vetting process and we look for families that are under 80% adjusted median income.

Property	Type	Approximate Appraisal	CHFA pay out	Timing
19 Taylor Htfd	rehab	110000	77000	1st quarter 19
51 Taylor Htfd	rehab	120000	84000	1st quarter 19
153 Capen Htfd	recycle	140000	98000	1st quarter 19
9 Beach Drive Bloomfield	rehab	150000	105000	First half of 2020
108 Cleveland Hartford	recycle	140000	98000	First half of 2020
Total		\$660,000	\$462,000	

New Britain: Armistice Drive

This is a duplex unit and will be conveyed with a ground lease. In the past, we’ve conveyed each unit to a relative to avoid condominium, special escrow accounts and master policy insurance. Unfortunately, we could not secure two qualified related buyers. We seek to convey both properties to one owner with a family as renter. The family has solid income, credit history to afford the property with a relative as renter.

United Bank: Non-performing mortgages

We took back 20 mortgages from United Bank that were not performing and had a consistent delinquency pattern. These homeowners are on a trial period. If they maintain the trial period from July 18 through December 18 then we will modify the mortgages and have them serviced by CHIF. If the owners fail to maintain the trial period; then foreclosure will be recommended. At this time about half of the mortgages are in good standing.

Dates to keep in mind

November 13: Board of Directors Call 5:30-7:30pm

- Vote to file extension for 990
- Board Nomination
- Executive Session

November 28: Finance Committee Meeting-Agenda:

- Audit review with Auditors (**Whittlesey & Hadley**)
- Finance Committee Schedule for 2019
- Dashboard Overview

December 4-Board of Directors-Holiday Gathering at The Hartford Club

- Please RSVP by Monday, November 26th to April@hartfordhabitat.org
- We need a solid count for the club
- Approve Audit Report, Board Executive Team

December 5-8 and 12-15 Gingerbread Throwback- Downtown Hartford 22 Trumbull Street

- Visit <http://hartfordhabitat.org/gingerbread-build/> for details or contact Rose@hartfordhabitat.org

December 14-Open House and Dedications in New Britain and Hartford (more details to come)

- 9am: 35-37 Armistice Street New Britain
- Noon: 19 and 51 Taylor Hartford

January 20 and 21st- Beloved Community- Martin Luther King Jr. In-service

- Beloved community concert at First Church Congregational in West Hartford
- MLK Jr. Day of Service Saturday and Monday (Building opportunity)
- Tickets available on Eventbrite December 1st

February 23rd- Applicant Information Meeting and Credit Fair 8am

- CRT Windsor Street-Hartford