

Financials

- In September ReStore projected sales were \$71,400 vs Actual \$73,220.
- We have made great progress in reducing our COG expenses.
Visions paint, has agreed to take back any paint over 1 year old, and give us full credit for them. This will eliminate Dead Inventory and free up monies to purchase needed paint supplies.

Safety

- We are continuing to add new shelving and storage in our Construction materials area. This will pull items up off the floor.
- We are in the process of updating the store Customer Signage to indicate Hazard areas.

Staff

- We are in the process of interviewing for the remaining PT Donations/Floor position. We hope to have the hire process completed by end of next week, 11/01/2019.
- We anticipate we will be able to release the Temp employee from Adecco, within the next 10 days.

Floor movement

- We have started our Housewares floor move. We are adding two 6' double sided gondolas to add more saleable area and increase the volume of inventory that area can hold.
- We are currently building a wall mounted, gravity rack In the Tool area to hold an ample amount of hoses. The current system only holds up to 10 hoses. Storage will be increased x4.

Volunteer Procurement

- We are currently reaching out to local Adult organizations; ie, Red Hat ladies, Interfaith food bank, etc. for volunteers and group of Volunteers.

Product Procurement

- We are designing a line of gift items, made from 100% donated materials; Marble, Wood & Steel; for coasters, placemats and select small kitchen tools.

We will be working directly with local High Schools and Vocational schools. Students will manufacture the items from our Donated materials and we will sell them through the ReStore.

I am creating an Easy-to-follow template for each school to use, for assembly of each product. This will ensure product manufacturing consistency. Each item is very simple to assemble.

The schools will be able to market the items to their student families and friends through daily bulletins and student publications, word of mouth.

This will:

- 1) Reach Potential untapped customers that are unaware of who Or what HFH is and what our mission is.
 - 2) We will split the sales 50/50 with the applicable school(s). To be paid out monthly.
- We are creating a schedule for “Donation Truck Days” at various residential locations in the area. Donation Truck Days; are days we have scheduled with Business owners or Residential complex management/owners, to park the truck for residents and locals to bring their donations to US at their locations. We can do this on Sunday or Monday as to not interfere with normal store operations.
 - During this winter, we are creating a list of organizations that myself and another representative can go and speak with them about HFH and discuss our mission and how They can help local families by working with HFH.

Monetary Donations

- We have instituted the “Round-Up”. Cashiers will be now asking customers, at the time of sale if they “would like to round up their purchase total to the next whole dollar increment to donate to HFH?”