

UFF-DA!

Useful Facts and Figures - Data for Affiliates!

March 2010

Greetings! Please share this information with your Board and staff and let us know what data is useful to you in your work. With your input, we will work together to gather information and compile it into a format that is most useful to you. Please feel free to ask us for data that you are most interested in. We look forward to and thank you for your feedback and suggestions.

This month's UFF-DA! Report is being brought to you by Minnesota's Statewide ReStore VISTA, Alicia Weagel. Alicia began as a VISTA in August of last year with a workplan focused on promoting collaboration and sharing of resources and best practices between ReStores. Read on to find out about the good work she has been doing with Minnesota's ReStores.

ReStores Celebrate Earth Day 2010

This year April 22nd will mark the 40th anniversary of Earth Day. Earth Day is a worldwide celebration for the responsible use of the Earth's resources. Along with community involvement and education, a primary focus of Earth Day is reusing and recycling!

Many ReStores celebrate Earth Day with a special store event or partner with their local community to promote Earth Day. This year, Alicia has gathered recycling facts and ideas for Earth Day events and shared the information with ReStores statewide. One very exciting Earth Day celebration will take place at the Lakes Area ReStore in Brainerd on Saturday, April 24th. They are hosting an event to provide education on the importance of recycling / reusing and **will also provide the community with a one-stop shop for recycling usable products.** Lakes Area ReStore will partner with other local non-profit thrift stores including the Salvation Army, Common Goods, Salem West, Dorcas and Hughes Technology (a for-profit company working with the Brainerd High School Band).

To learn more about Minnesota's ReStores, please visit: www.hfhn.org/ReStores.html

Pounds Diverted

In addition to ReStores' helping fund construction of Habitat for Humanity homes, another key role is the recycling (diversion) program. There are 11 ReStores across Minnesota; each one is helping to rewrite the story of the cycle of household waste in our state.

The Diversion Factor Ratio is an estimate of how much product the ReStore diverts from the landfill, measured in pounds per dollar (lbs / \$) of sales at the store. Based on the six Minnesota ReStores reporting this data, the average Diversion Factor is 3.085 lbs / \$. That means for every \$1 in sales, on average, 3 lbs of product are diverted from landfills in Minnesota.

Each ReStore and individual ReStore departments adjust the weight / formula for the type of product sold. Although there is some common ground in measurement and formula, the ReStores are working together toward the development of a more universal way of calculating ReStore diversion rates.

The Latest Pollution Control Agency SCORE Report found that Minnesota's yearly waste generation was 6.14 million tons. Individually, each Minnesotan generates 1.2 tons (2,334 pounds) of waste and recyclables per year. **Thanks to the Minnesota ReStores recycling and reusing processes, approximately 3,000 tons (or 6 million pounds) of usable materials were kept out of landfills in 2009!**

Chart 1. Minnesota ReStore Diversion Rates

Affiliate	Diversion Factor Ratio (lbs / \$)
Lakes Area	3.63
Itasca Co.	3.5
Northwoods	3.22
South Central MN	3.05
Lake Agassiz	2.92
Winona	2.19
MN Average Factor	3.085
MN Median Factor	3.135

Minnesota Habitat ReStore Profile

Habitat Affiliate	ReStore Location	2008 Population of Counties in Affiliate Service Area	Homes Built FY09 in MN (reported by HFHI)	ReStore Shares Space with Affiliate	ReStore Total Square Footage	Own or Lease Space	ReStore Staff Descriptions	Year Opened	Purchases Product for Sale	Best Sellers
FY09 Store Gross Sales \$5,000 - \$100,000										
Freeborn-Mower County	Austin	68,786	1	Yes	3,900	Own	1 FT Store Manager	2005	No	Doors, Appliances
Northwoods	Bemidji	52,084	3	Yes	14,000	Own	1 FT Store Manager	2007	No	Appliances, Furniture, Windows, HVAC
Redwood River	Marshall	40,337	0	No	5,600	Lease	1 FT Store Manager	2009	No	Cabinets
Steele-Waseca Areas	Owatonna	88,989	3	No	2,000	Lease	No Direct Staff; 1 PT Affiliate Executive Director	2009	Yes	Windows, Lighting
FY09 Store Gross Sales \$100,000 - \$200,000										
Itasca County	Grand Rapids	44,512	2	Yes	7,000	Lease	1 FT Store Manager	2007	No	Appliances, Furniture
La Crosse Area	La Crosse (WI)	188,915	0	Yes	6,500	Lease	1 FT Store Manager; 1 PT Warehouse Manager; 1 PT Donations/Construction/Driver	2006	No	Furniture, Cabinets
South Central Minnesota	Mankato	146,284	6	Yes	5,500	Own	1 FT Store Manager	2007	No	Doors, Windows, Cabinets, Lighting
FY09 Store Gross Sales \$200,000 - \$300,000										
Lake Agassiz	Moorhead	196,685	4	Yes	16,400	Own	1 FT Store Manager; 1 FT Donation Coordinator	2006	Yes	Appliances, Cabinets, Carpet
Lakes Area	Brainerd	109,714	4	No	11,500	Lease	1 FT Store Manager; 1 PT Floor Manager	2005	No	Cabinets, Furniture, Appliances
Winona County	Winona	70,729	4	No	7,500	Own	1 FT ReStore Director; 1 PT Store Manager; 1 PT Floor Manager	2004	No	Furniture, Cabinets, Doors, Windows
FY09 Store Gross Sales \$300,000 +										
Twin Cities	New Brighton	2,810,414	49	No	20,000	Lease	1 FT Store Manager; 1 FT Floor Manager; 3 PT Clerks	2007	Yes	Flooring, Cabinets, Plumbing, Paint

For more information about Minnesota's ReStores please visit: www.hfhmn.org/ReStores.html

Opening the Doors: Eleven ReStores have opened since 2004. As many as four additional Minnesota affiliates are considering opening ReStores in the next 1-3 years.

Sales Range: Gross sales in Fiscal Year 2009 ranged from \$5,000 to over \$300,000.

The ReStore Buildings: The decision to own or lease ReStore space is influenced by cost, location, size and future flexibility. The ReStore "Total Square Footage" accounts for space used only by the ReStore including the sales floor, bathrooms, break rooms, and receiving room.

ReStore Employees: All the stores (but one) have at least one employee devoted only to the ReStore. Generally, the higher the sales, the more ReStore employees there are.

Purchasing Product: Two ReStores purchase product outright and one on consignment. Best practices of purchasing product are being developed by U.S. ReStores and they have been alerted to the IRS rules regarding Unrelated Business Income Taxes.

Best Selling Departments: Common best sellers are higher priced individual items such as appliances and cabinets.

What's in Store for the April UFF-DA! Report?

In the April edition of the UFF-DA! Report, learn more about the activities of current and future VISTA members. We will announce the affiliates selected to host Summer VISTA members for 2010 and year-long VISTAs for 2010-2011.

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