

**ReStore Donation Pickup Trucks Application**

**Project Manager Qualifications:**

Pete O’Keefe, ReStore Senior Operations Manager, will act as the Project Manager.

Pete holds a Bachelor of Science degree in Retail Merchandising from the University of Minnesota, Twin Cities. Pete began employment with Twin Cities Habitat for Humanity in 2013. At that time the affiliate was considering closing the single retail store in New Brighton, which had struggled to financially break even over a five year period.

With a strategic shift and focus on repetitive business donations for acquiring excess building materials, the single store social enterprise quickly shifted to profitable. Expansion included addition of a second store in South Minneapolis in September 2016, with sales and customer traffic exceeding expectations.

The ReStore has maintained 20% or greater year over year growth since 2013. Marketing efforts to contractors and building trades have worked well. Automating donation pickup requests via a web portal allowed for smooth growth and much higher volumes.

In 2017, O’Keefe and the ReStore Team received the Social Responsibility Award from the Minnesota Retailer’s Association.

O’Keefe’s past employment that relates strongly to the ReStore’s mission of reuse and recycling of building materials include:

**Xcel Energy – Asset Recovery Department**

Sale of non-ferrous metals, construction materials and transformers within 8 state territory

**Target Corporation - Environmental Department**

Sale or redeployment of excess construction materials and company assets nationwide

**University of Minnesota, Twin Cities – Waste and Recycling Department**

Managed ReUse Program Warehouse, quickly turning the operation into a revenue generator

**Organization Description:**

Twin Cities Habitat is one of the most successful and innovative Habitat affiliates in the country. Since 1985, we’ve brought together families, volunteers, and financial donors in our broad mission: eliminate poverty housing from the Twin Cities and make safe, decent, shelter for all people a matter of conscience. Each year, more than 15,000 people volunteer locally.

More than 1,300 low-income families have partnered with us to buy homes and we’ve completed more than 2,000 critical home repair projects for low-income homeowners. We operate two ReStores (New Brighton and Minneapolis) that sell donated building materials to help fund our mission and keep waste out of Minnesota landfills. We are the #1 builder of ENERGY STAR rated homes in the state (with more than all other builders combined). We advocate for smart investments in housing at the local, state, and national levels and work to reduce Minnesota’s racial gaps in homeownership.

In 2017, we formed the largest banking partnership in Habitat history with Bremer Bank ($98M to finance 500 affordable mortgages). Our goal is to multiply the number of low-income families we can help achieve affordable homeownership and build a financing model other Habitat affiliates can use to do the same.