

Habitat for Humanity-Buffalo, Inc. Profit & Loss Prev Year Comparison

July 2015 through March 2016

	Jul '15 - Mar 16	Jul '14 - Mar 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Contributions				
4010 · Individuals	73,621.68	150,860.82	-77,239.14	-51.2%
4020 · Businesses	113,791.86	235,141.78	-121,349.92	-51.6%
4030 · Churches	13,052.23	15,326.36	-2,274.13	-14.8%
4040 · Foundations/Trusts	39,574.67	240,841.59	-201,266.92	-83.6%
4050 · Organizations/Schools	13,521.50	29,803.30	-16,281.80	-54.6%
4060 · Misc Cash Donations - HFHI	33,800.85	44,400.00	-10,599.15	-23.9%
4085 · Noncash contributions	1,098.57	1,112.02	-13.45	-1.2%
4090 · In-Kind Contrib - Warehouse Mat	9,832.25	24,077.74	-14,245.49	-59.2%
Total 4000 · Contributions	298,293.61	741,563.61	-443,270.00	-59.8%
4100 · Housing related income				
4110 · Sales/Transfers to Homeowners	79,738.00	10,000.00	69,738.00	697.4%
4150 · Late Fee Income	0.00	0.00	0.00	0.0%
4200 · Grant and rebate income	275,500.00	251,300.00	24,200.00	9.6%
Total 4100 · Housing related income	355,238.00	261,300.00	93,938.00	36.0%
4300 · Other Income				
4305 · Event Income				
4310 · Event Cost	-3,386.24	-4,217.07	830.83	19.7%
4305 · Event Income - Other	4,964.80	6,509.00	-1,544.20	-23.7%
Total 4305 · Event Income	1,578.56	2,291.93	-713.37	-31.1%
4380 · Dividend Income	83.30	43.51	39.79	91.5%
4385 · Interest Income	930.87	753.17	177.70	23.6%
4390 · Other	0.00	25.00	-25.00	-100.0%
4394 · Unrealized Gain on Sale	1,099.04	376.24	722.80	192.1%
4399 · Uncategorized Income	50.00	0.00	50.00	100.0%
4300 · Other Income - Other	0.00	0.00	0.00	0.0%
Total 4300 · Other Income	3,741.77	3,489.85	251.92	7.2%
4400 · ReStore Income				
4405 · Taxable Sales	484,031.50	526,738.58	-42,707.08	-8.1%
4410 · Tax Exempt Sales	103,252.94	75,769.58	27,483.36	36.3%
4420 · Cash Donations	3,109.56	0.00	3,109.56	100.0%
4430 · ReStore Contribution	7,636.07	648.36	6,987.71	1,077.8%
4440 · ReStore Scrap Sales	1,096.70	2,330.89	-1,234.19	-53.0%
4445 · ReStore Electronic scrap	339.26	2.94	336.32	11,439.5%
4480 · Cash Over/Short	138.11	92.55	45.56	49.2%
4490 · NYS Sales Tax Collection Credit	600.00	600.00	0.00	0.0%
Total 4400 · ReStore Income	600,204.14	606,182.90	-5,978.76	-1.0%
Total Income	1,257,477.52	1,612,536.36	-355,058.84	-22.0%
Gross Profit	1,257,477.52	1,612,536.36	-355,058.84	-22.0%
Expense				
5000 · Construction Support				
5100 · House related expenses				
5110 · Cost of Homes Transferred	99,841.23	14,895.28	84,945.95	570.3%
5120 · Expenses incurred after closing	1,952.00	4,078.05	-2,126.05	-52.1%
5130 · Unrecoverable Expense(CIP)	0.00	-1,228.59	1,228.59	100.0%
5140 · Bad debt expense	892.67	0.00	892.67	100.0%
5160 · Warehouse materials	3,463.42	23,855.98	-20,392.56	-85.5%
Total 5100 · House related expenses	106,149.32	41,600.72	64,548.60	155.2%
5200 · Construction Labor Payroll				
5210 · Construction Manager	34,707.56	33,228.60	1,478.96	4.5%
5250 · Construction Supervisors	133,961.32	124,064.84	9,896.48	8.0%
5290 · Americorp	20,984.11	19,137.72	1,846.39	9.7%
Total 5200 · Construction Labor Payroll	189,652.99	176,431.16	13,221.83	7.5%
5350 · Construction P/R Expenses				
5352 · Payroll-P/R Assessments	56,326.97	47,707.13	8,619.84	18.1%
5354 · Payroll- Benefits	18,731.31	16,510.50	2,220.81	13.5%
5356 · Payroll-Fees	5,260.42	4,794.74	465.68	9.7%
Total 5350 · Construction P/R Expenses	80,318.70	69,012.37	11,306.33	16.4%
5400 · Construction Support Other				
5405 · AHC Developer's Fee	5,000.00	0.00	5,000.00	100.0%
5420 · Warehouse Repairs	418.50	7,273.92	-6,855.42	-94.3%
5425 · Whse & Equip Depr	4,800.15	4,834.15	-34.00	-0.7%
5430 · Warehouse Utilities	3,227.40	3,173.06	54.34	1.7%
5440 · Vehicle Expense				
5441 · Vehicle Fuel	0.00	61.26	-61.26	-100.0%
5442 · Vehicle Repairs	0.00	338.75	-338.75	-100.0%
5443 · Vehicle Other	0.00	0.00	0.00	0.0%
5444 · Truck Depr	9,429.12	12,390.03	-2,960.91	-23.9%
5445 · EZ pass	75.00	125.00	-50.00	-40.0%
Total 5440 · Vehicle Expense	9,504.12	12,915.04	-3,410.92	-26.4%
5450 · Insurance	23,051.45	23,000.42	51.03	0.2%
5460 · Telephone-Cell	0.00	209.68	-209.68	-100.0%
5465 · Interest expense	952.11	905.03	47.08	5.2%
5470 · Tools	0.00	25.90	-25.90	-100.0%
5480 · Work Group Expenses	0.00	571.68	-571.68	-100.0%
5485 · Training/Education	2,276.22	5,201.83	-2,925.61	-56.2%
5490 · Safety Gear	0.00	1,543.10	-1,543.10	-100.0%
5495 · Program Other	1,921.72	2,950.20	-1,028.48	-34.9%
Total 5400 · Construction Support Other	51,151.67	62,604.01	-11,452.34	-18.3%

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Total 5000 · Construction Support	427,272.68	349,648.26	77,624.42	22.2%
5500 · Program Support				
5550 · Program Support Payroll				
5551 · Exec Director-Salary	18,721.16	35,769.35	-17,048.19	-47.7%
5554 · Office Mgr-Salary	28,200.00	26,479.50	1,720.50	6.5%
5556 · Accounting-Salary	22,967.52	13,010.74	9,956.78	76.5%
5557 · Volunteer Coordinator	5,100.00	0.00	5,100.00	100.0%
5558 · Translator - Salary	0.00	3,172.50	-3,172.50	-100.0%
Total 5550 · Program Support Payroll	74,988.68	78,432.09	-3,443.41	-4.4%
5660 · Program Support P/R Expenses				
5661 · Exec Director-Benefits	-153.80	3,185.74	-3,339.54	-104.8%
5664 · Office Manager-Benefits	937.67	1,301.76	-364.09	-28.0%
5666 · Accounting-Benefits	-208.28	743.85	-952.13	-128.0%
5671 · Exec Director-Payroll Assess	2,958.58	4,693.64	-1,735.06	-37.0%
5674 · Office Mgr-Payroll Assess	3,172.41	3,074.62	97.79	3.2%
5676 · Accounting-Employer Assess	2,882.82	1,936.68	946.14	48.9%
5677 · Vol Coord PR Assessment	868.86	0.00	868.86	100.0%
5678 · Translate - Payroll Assessments	11.50	660.05	-648.55	-98.3%
5681 · Exec Director-Fees	606.71	706.04	-99.33	-14.1%
5684 · Office Manager-Fees	817.39	799.16	18.23	2.3%
5686 · Accounting-Fees	607.30	623.92	-16.62	-2.7%
5687 · Vol Coord Fees	401.49	0.00	401.49	100.0%
5688 · Translator - fees	0.00	450.56	-450.56	-100.0%
Total 5660 · Program Support P/R Expenses	12,902.65	18,176.02	-5,273.37	-29.0%
5700 · Program Support Other				
5720 · Committee Expenses	0.00	73.92	-73.92	-100.0%
5740 · Credit Report Fees	850.50	628.95	221.55	35.2%
5770 · HFHI SOSI Fee	25,000.00	16,700.00	8,300.00	49.7%
5775 · AmeriNational Fees	19,274.00	18,290.00	984.00	5.4%
5777 · Foreclosure Expenses	18,501.19	5,643.84	12,857.35	227.8%
5780 · Other Program Support	775.98	759.16	16.82	2.2%
5781 · Volunteer Appreciation	4,132.17	208.97	3,923.20	1,877.4%
Total 5700 · Program Support Other	68,533.84	42,304.84	26,229.00	62.0%
5790 · Tithe	28,775.66	43,458.16	-14,682.50	-33.8%
Total 5500 · Program Support	185,200.83	182,371.11	2,829.72	1.6%
6000 · ReStore Expenses				
6010 · Payroll				
6010.1 · Payroll - North				
6011.1 · Mktng Manager	14,671.84	14,055.60	616.24	4.4%
6020.1 · Manager - North	29,511.65	29,608.80	-97.15	-0.3%
6030.1 · Asst Manager	21,359.00	23,220.87	-1,861.87	-8.0%
6035.1 · Floater - North	14,172.44	7,668.93	6,503.51	84.8%
6040.1 · Truck Driver 1	17,602.51	16,416.85	1,185.66	7.2%
6042.1 · Truck Driver 2	16,153.20	14,670.71	1,482.49	10.1%
Total 6010.1 · Payroll - North	113,470.64	105,641.76	7,828.88	7.4%
6010.2 · Payroll - South				
6011.2 · Mktng Manager	14,671.84	14,055.60	616.24	4.4%
6020.2 · Manager - South	25,329.19	26,568.55	-1,239.36	-4.7%
6030.2 · Asst Manager	21,206.00	22,991.62	-1,785.62	-7.8%
6035.2 · Floater	14,172.47	7,668.93	6,503.54	84.8%
6040.2 · Truck Driver 1	14,495.00	27,442.29	-12,947.29	-47.2%
6042.2 · Truck Driver 2	16,684.25	10,372.25	6,312.00	60.9%
Total 6010.2 · Payroll - South	106,558.75	109,099.24	-2,540.49	-2.3%
Total 6010 · Payroll	220,029.39	214,741.00	5,288.39	2.5%
6050 · Payroll Expenses				
6052 · Employer Assessment	40,882.05	35,108.03	5,774.02	16.5%
6054 · Benefits	21,189.11	8,145.69	13,043.42	160.1%
6056 · Payroll Administration Fee	8,047.71	6,840.90	1,206.81	17.6%
Total 6050 · Payroll Expenses	70,118.87	50,094.62	20,024.25	40.0%
6100 · Advertising	3,640.00	6,077.54	-2,437.54	-40.1%
6150 · Restore Materials purch to sell	949.11	5,874.38	-4,925.27	-83.8%
6210 · Rent	36,198.15	30,874.72	5,323.43	17.2%
6230 · Interest Expense	8,485.41	8,976.62	-491.21	-5.5%
6235 · Mtg Costs Amortization	748.98	748.98	0.00	0.0%
6240 · Building Depreciation	7,416.90	7,416.90	0.00	0.0%
6250 · Insurance	14,007.62	17,195.07	-3,187.45	-18.5%
6260 · Trash Pickup	7,396.25	7,049.10	347.15	4.9%
6265 · Snowplowing	1,225.00	2,660.00	-1,435.00	-54.0%
6270 · Building Maintenance	1,265.33	4,100.81	-2,835.48	-69.1%
6280 · Alarm System	769.06	924.03	-154.97	-16.8%
6290 · Sprinkler System Repairs & Insp	393.75	571.18	-177.43	-31.1%
6300 · Utilities				
6310 · Electricity	6,352.82	6,957.67	-604.85	-8.7%
6320 · Natural Gas	3,948.84	7,068.54	-3,119.70	-44.1%
6330 · Water	1,577.73	1,151.73	426.00	37.0%
Total 6300 · Utilities	11,879.39	15,177.94	-3,298.55	-21.7%
6400 · Vehicles				
6410 · Fuel	7,199.63	10,370.80	-3,171.17	-30.6%
6420 · Maintenance	6,232.20	4,300.43	1,931.77	44.9%
6430 · Insurance/Other	4,269.08	5,369.75	-1,100.67	-20.5%
6440 · Truck depreciation	7,685.01	5,992.16	1,692.85	28.3%
6450 · EZ pass	175.00	150.00	25.00	16.7%

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Total 6400 · Vehicles	25,560.92	26,183.14	-622.22	-2.4%
6500 · Telephones				
6510 · Office Phones	747.54	1,282.98	-535.44	-41.7%
6520 · Cell Phones	1,928.92	1,183.33	745.59	63.0%
Total 6500 · Telephones	2,676.46	2,466.31	210.15	8.5%
6600 · Office Expenses	2,702.01	2,979.47	-277.46	-9.3%
6605 · Bank Service Charge	79.20	81.00	-1.80	-2.2%
6610 · Credit Card Fees	5,690.77	6,425.58	-734.81	-11.4%
6620 · Dues and Subscriptions	109.00	40.00	69.00	172.5%
6625 · Licenses and Permits	273.00	208.00	65.00	31.3%
6630 · Employee Safety Gear	412.97	120.85	292.12	241.7%
6640 · Forklift repairs	261.82	22.40	239.42	1,068.8%
6650 · Internet	609.99	1,155.29	-545.30	-47.2%
6660 · Kitchen Expenses	800.65	1,099.59	-298.94	-27.2%
6661 · Food	1,941.54	429.40	1,512.14	352.2%
6670 · Office Equip Depreciation	124.74	374.31	-249.57	-66.7%
6690 · Postage - ReStore	664.88	146.60	518.28	353.5%
6710 · Sales supplies	109.35	1,313.09	-1,203.74	-91.7%
6810 · Miscellaneous	1,299.10	897.97	401.13	44.7%
Total 6000 · ReStore Expenses	427,839.61	416,425.89	11,413.72	2.7%
7000 · Admin & General Exp				
7301 · Advertising	335.00	0.00	335.00	100.0%
7305 · Bank Fee	307.41	732.88	-425.47	-58.1%
7312 · Computer Charges	1,713.50	2,122.20	-408.70	-19.3%
7315 · Credit Card Fees	58.90	535.17	-476.27	-89.0%
7320 · Deprec Exp	1,008.27	1,410.12	-401.85	-28.5%
7322 · Dues & Subscriptions	60.00	199.00	-139.00	-69.9%
7325 · Executive Director's Expenses	1,760.00	1,353.00	407.00	30.1%
7330 · Insurance	13,315.63	11,977.09	1,338.54	11.2%
7335 · Internet	0.00	1,543.28	-1,543.28	-100.0%
7340 · Meals & Entertainment	823.01	2,924.72	-2,101.71	-71.9%
7345 · Office Expenses	334.12	5,964.11	-5,629.99	-94.4%
7350 · Office Supplies	6,297.73	4,386.05	1,911.68	43.6%
7355 · Postage	1,311.59	1,917.29	-605.70	-31.6%
7360 · Printing	137.39	134.00	3.39	2.5%
7365 · Professional Fees	10,420.00	15,050.00	-4,630.00	-30.8%
7370 · Rent/Facilities Cost				
7371 · Utilities - Office	828.73	461.24	367.49	79.7%
7373 · Repairs & Maint - office	2,530.47	634.38	1,896.09	298.9%
7370 · Rent/Facilities Cost - Other	0.00	6,440.00	-6,440.00	-100.0%
Total 7370 · Rent/Facilities Cost	3,359.20	7,535.62	-4,176.42	-55.4%
7375 · Supplies	104.00	265.00	-161.00	-60.8%
7380 · Telephone-Office	2,789.89	1,849.72	940.17	50.8%
7385 · Training	390.00	472.40	-82.40	-17.4%
7390 · Other Expense	1,556.80	33.00	1,523.80	4,617.6%
Total 7000 · Admin & General Exp	46,082.44	60,404.65	-14,322.21	-23.7%
8000 · Fundraising				
8350 · Fundraising Postage & Freight	6,583.19	6,570.51	12.68	0.2%
8380 · Fundraising Newsletters	3,344.45	12,253.62	-8,909.17	-72.7%
8490 · Fundraising Other Expenses	262.00	789.17	-527.17	-66.8%
Total 8000 · Fundraising	10,189.64	19,613.30	-9,423.66	-48.1%
Total Expense	1,096,585.20	1,028,463.21	68,121.99	6.6%
Net Ordinary Income	160,892.32	584,073.15	-423,180.83	-72.5%
Net Income	<u>160,892.32</u>	<u>584,073.15</u>	<u>-423,180.83</u>	<u>-72.5%</u>