Habitat for Humanity-Buffalo, Inc.
Profit & Loss Prev Year Comparison
July through October 2016

	Jul - Oct 16	Jul - Oct 15	$ Change	% Change
Ordinary Income/Expense				
Income				
4000S · Grants				
4200 · Grant and rebate income	17,958.50	38,000.00	-20,041.50	-52.7%
Total 4000S · Grants	17,958.50	38,000.00	-20,041.50	-52.7%
4100S · Contributions				
4010 · Individuals	17,255.00	16,383.00	872.00	5.3%
4020 · Businesses	87,752.88	89,791.98	-2,039.10	-2.3%
4030 · Churches	2,645.57	4,227.80	-1,582.23	-37.4%
4040 · Foundations/Trusts	7,527.38	25,321.66	-17,794.28	-70.3%
4050 · Organizations/Schools	4,549.14	5,285.80	-736.66	-13.9%
4060 · Misc Cash Donations - HFHI	2,600.00	26,430.00	-23,830.00	-90.2%
4080 · Contributed Services	525.00	0.00	525.00	100.0%
4085 · Noncash contributions	21,780.51	1,098.57	20,681.94	1,882.6%
4090 · In-Kind Contrib - Warehouse Mat	2,962.98	2,896.27	66.71	2.3%
4420 · Cash Donations	1,771.20	3,015.00	-1,243.80	-41.3%
4430 · ReStore Contribution	1.37	7,499.85	-7,498.48	-100.0%
4100S · Contributions - Other	-460.00	0.00	-460.00	-100.0%
Total 4100S · Contributions	148,911.03	181,949.93	-33,038.90	-18.2%
4200S · House Sponsorships				
4210. · House Sponsors	0.00	80,000.00	-80,000.00	-100.0%
Total 4200S · House Sponsorships	0.00	80,000.00	-80,000.00	-100.0%
4300S · Fundraising Activities				
4305 · Event Income	12,648.17	3,400.42	9,247.75	272.0%
4405 · Taxable Sales	213,607.18	240,541.42	-26,934.24	-11.2%
4410 · Tax Exempt Sales	43,537.33	48,412.04	-4,874.71	-10.1%
4440 · ReStore Scrap Sales	275.92	671.41	-395.49	-58.9%
4480 · Cash Over/Short	-193.33	11.28	-204.61	-1,813.9%
Total 4300S · Fundraising Activities	269,875.27	293,036.57	-23,161.30	-7.9%
4500S · Home Sales				
4110 · Sales/Transfers to Homeowners	0.00	-88,296.00	88,296.00	100.0%
Total 4500S · Home Sales	0.00	-88,296.00	88,296.00	100.0%
4550S · Other Program Income				
4150 · Late Fee Income	0.00	0.00	0.00	0.0%
Total 4550S · Other Program Income	0.00	0.00	0.00	0.0%
4900S · Other				
4380 · Dividend Income	2,357.92	49.30	2,308.62	4,682.8%
4385 · Interest Income	267.77	470.72	-202.95	-43.1%
4394 · Unrealized Gain on Sale	-5,638.11	375.84	-6,013.95	-1,600.1%
4490 · NYS Sales Tax Collection Credit	200.00	200.00	0.00	0.0%
Total 4900S · Other	-2,812.42	1,095.86	-3,908.28	-356.6%
Total Income	433,932.38	505,786.36	-71,853.98	-14.2%
Gross Profit	433,932.38	505,786.36	-71,853.98	-14.2%
Expense				
5000S · Direct Construction Costs				
5110 · Cost of Homes Transferred	0.00	-99,304.63	99,304.63	100.0%
5120 · Expenses incurred after closing	176.24	1,951.50	-1,775.26	-91.0%
Total 5000S · Direct Construction Costs	176.24	-97,353.13	97,529.37	100.2%

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6000S · Salary & Wages				
5210 · Construction Manager	15,184.49	15,323.13	-138.64	-0.9%
5250 · Construction Supervisors	56,909.17	62,455.03	-5,545.86	-8.9%
5290 · Americorp	16,021.46	7,846.17	8,175.29	104.2%
5551 · Exec Director-Salary	26,615.68	4,546.16	22,069.52	485.5%
5554 · Office Mgr-Salary	12,284.40	12,450.00	-165.60	-1.3%
5556 · Accounting-Salary	15,228.54	8,022.69	7,205.85	89.8%
5557 · Volunteer Coordinator	5,745.00	0.00	5,745.00	100.0%
5558 · Translator - Salary	0.00	0.00	0.00	0.0%
5561 · Family Services Coordinator	14,611.57	0.00	14,611.57	100.0%
6011.1 · Mkting Manager	7,884.60	6,473.44	1,411.16	21.8%
6011.2 · Mkting Manager s	7,884.62	6,473.44	1,411.18	21.8%
6020.1 · Manager - North	12,805.12	13,114.85	-309.73	-2.4%
6020.2 · Manager - South	10,875.00	11,173.13	-298.13	-2.7%
6030.1 · Asst Manager	10,542.98	9,369.75	1,173.23	12.5%
6030.2 · Asst Manager S	10,097.53	9,278.75	818.78	8.8%
6035.1 · Floater - North	6,539.57	6,455.30	84.27	1.3%
6035.2 · Floater	6,539.57	6,455.30	84.27	1.3%
6040.1 · Truck Driver 1	2,797.76	7,942.29	-5,144.53	-64.8%
6040.2 · Truck Driver 1 S	7,499.00	6,817.50	681.50	10.0%
6042.1 · Truck Driver 2	7,890.69	7,192.06	698.63	9.7%
6042.2 · Truck Driver 2 S	7,900.00	7,386.50	513.50	7.0%
6045.2 · Temporary Help	3,801.60	0.00	3,801.60	100.0%
Total 6000S · Salary & Wages	265,658.35	208,775.49	56,882.86	27.3%
6100S · Payroll Taxes & Benefits				
5352 · Payroll-P/R Assessments	38,335.70	24,902.79	13,432.91	53.9%
5354 · Payroll- Benefits	20,136.63	7,052.24	13,084.39	185.5%
5661 · Exec Director-Benefits	0.00	-153.80	153.80	100.0%
5664 · Office Manager-Benefits	0.00	464.47	-464.47	-100.0%
5666 · Accounting-Benefits	0.00	-208.28	208.28	100.0%
5671 · Exec Directorf-Payroll Assess	0.00	619.69	-619.69	-100.0%
5674 · Office Mgr-Payroll Assess	0.00	1,142.62	-1,142.62	-100.0%
5676 · Accounting-Employer Assess	0.00	445.74	-445.74	-100.0%
5678 · Translate - Payroll Assessments	0.00	0.00	0.00	0.0%
6052 · Employer Assessment	0.00	16,410.85	-16,410.85	-100.0%
6054 · Benefits	0.00	3,660.73	-3,660.73	-100.0%
Total 6100S · Payroll Taxes & Benefits	58,472.33	54,337.05	4,135.28	7.6%
6200S · Facilities				
5420 · Warehouse Repairs	4,454.90	105.00	4,349.90	4,142.8%
5430 · Warehouse Utilities	2,693.69	1,344.48	1,349.21	100.4%
5450 · Insurance a	0.00	10,700.33	-10,700.33	-100.0%
5460 · Telephone-Cell	1,044.51	0.00	1,044.51	100.0%
6210 · Rent	15,812.68	19,124.79	-3,312.11	-17.3%
6250 · Insurance b	0.00	8,053.75	-8,053.75	-100.0%
6260 · Trash Pickup	4,372.07	3,580.46	791.61	22.1%
6265 · Snowplowing	875.00	0.00	875.00	100.0%
6270 · Building Maintenance	1,525.85	100.88	1,424.97	1,412.5%
6280 · Alarm System	317.14	384.53	-67.39	-17.5%
6290 · Sprinkler System Repairs & Insp	131.25	131.25	0.00	0.0%
6310 · Electricity	3,359.28	3,221.33	137.95	4.3%
6320 · Natural Gas	15.27	30.89	-15.62	-50.6%
6330 · Water	406.89	672.22	-265.33	-39.5%
6510 · Office Phones	332.12	332.39	-0.27	-0.1%
6520 · Cell Phones	697.40	867.10	-169.70	-19.6%
6650 · Internet a	270.47	272.59	-2.12	-0.8%
7312 · Computer Charges	90.00	505.00	-415.00	-82.2%
7330 · Insurance	0.00	5,726.50	-5,726.50	-100.0%
7371 · Utilities - Office	294.03	251.74	42.29	16.8%
7373 · Repairs & Maint - office	166.21	1,127.51	-961.30	-85.3%
7380 · Telephone-Office	1,374.90	1,196.14	178.76	14.9%
Total 6200S · Facilities	38,233.66	57,728.88	-19,495.22	-33.8%

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6300S · Vehicle Expense				
5441 · Vehicle Fuel	4,035.18	0.00	4,035.18	100.0%
5442 · Vehicle Repairs	3,795.07	0.00	3,795.07	100.0%
5443 · Vehicle Other	2,858.35	0.00	2,858.35	100.0%
5445 · EZ pass	0.00	50.00	-50.00	-100.0%
6410 · Fuel	3,121.15	3,526.90	-405.75	-11.5%
6420 · Maintenance	216.64	1,244.82	-1,028.18	-82.6%
6430 · Insurance/Other	1,780.20	2,119.64	-339.44	-16.0%
6450 · EZ pass a	100.00	75.00	25.00	33.3%
6300S · Vehicle Expense - Other	11.95	0.00	11.95	100.0%
Total 6300S · Vehicle Expense	15,918.54	7,016.36	8,902.18	126.9%
6600S · Advertising & Marketing				
6100 · Advertising a	753.30	3,540.00	-2,786.70	-78.7%
7301 · Advertising	500.00	220.00	280.00	127.3%
7302 · Communications	750.00	0.00	750.00	100.0%
7360 · Printing	21.43	0.00	21.43	100.0%
Total 6600S · Advertising & Marketing	2,024.73	3,760.00	-1,735.27	-46.2%
6700S · Fundraising Expense				
4310 · Event Cost	3,619.21	1,639.98	1,979.23	120.7%
6150 · Restore Materials purch to sell	0.00	949.11	-949.11	-100.0%
8380 · Fundraising Newsletters	0.00	3,344.45	-3,344.45	-100.0%
8490 · Fundraising Other Expenses	5,865.82	262.00	5,603.82	2,138.9%
Total 6700S · Fundraising Expense	9,485.03	6,195.54	3,289.49	53.1%
6800S · Volunteer Appreciation				
5781 · Volunteer Appreciation	5,423.03	3,418.74	2,004.29	58.6%
6660 · Kitchen Expenses	256.56	357.86	-101.30	-28.3%
6661 · Food	880.32	1,000.08	-119.76	-12.0%
7340 · Meals & Entertainment	0.00	93.35	-93.35	-100.0%
6800S · Volunteer Appreciation - Other	273.84	0.00	273.84	100.0%
Total 6800S · Volunteer Appreciation	6,833.75	4,870.03	1,963.72	40.3%
6900S · Tithes				
5790 · Tithe	15,081.69	0.00	15,081.69	100.0%
Total 6900S · Tithes	15,081.69	0.00	15,081.69	100.0%
7000S · Supplies/Equipment				
5160 · Warehouse materials	9,293.30	712.78	8,580.52	1,203.8%
5470 · Tools	3,314.16	593.37	2,720.79	458.5%
5490 · Safety Gear	44.52	0.00	44.52	100.0%
6600 · Office Expenses a	1,129.27	1,357.90	-228.63	-16.8%
6630 · Employee Safety Gear	72.90	183.93	-111.03	-60.4%
6710 · Sales supplies	0.00	109.35	-109.35	-100.0%
7345 · Office Expenses	1,215.19	0.00	1,215.19	100.0%
7350 · Office Supplies	3,591.91	3,170.00	421.91	13.3%
7375 · Supplies	14.13	104.00	-89.87	-86.4%
Total 7000S · Supplies/Equipment	18,675.38	6,231.33	12,444.05	199.7%
7200S · Depreciation				
5425 · Whse & Equip Depr	2,543.56	2,133.40	410.16	19.2%
5444 · Truck Depr	4,190.72	4,190.72	0.00	0.0%
6240 · Building Depreciation	3,296.40	3,296.40	0.00	0.0%
6440 · Truck depreciation	3,415.56	3,415.56	0.00	0.0%
6670 · Office Equip Depreciation	26.64	55.44	-28.80	-52.0%
7320 · Deprec Exp	579.16	448.12	131.04	29.2%
Total 7200S · Depreciation	14,052.04	13,539.64	512.40	3.8%
7300S · Travel & Seminars				
5485 · Training/Education	-1,196.48	1,831.60	-3,028.08	-165.3%
7385 · Training	2,600.77	390.00	2,210.77	566.9%
Total 7300S · Travel & Seminars	1,404.29	2,221.60	-817.31	-36.8%
7400S · Dues, Subscriptions & Publns.				
5770 · HFHI SOSI Fee	25,000.00	25,000.00	0.00	0.0%
6620 · Dues and Subscriptions	85.10	69.00	16.10	23.3%
Total 7400S · Dues, Subscriptions & Publns.	25,085.10	25,069.00	16.10	0.1%

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7500S · Postage				
6690 · Postage - ReStore	150.00	306.00	-156.00	-51.0%
7355 · Postage	2,301.21	764.59	1,536.62	201.0%
8350 · Fundraising Postage & Freight	0.00	2,486.16	-2,486.16	-100.0%
Total 7500S · Postage	2,451.21	3,556.75	-1,105.54	-31.1%
7600S · Professional Fees				
5140 · Bad debt expense	0.00	892.67	-892.67	-100.0%
5356 · Payroll-Fees	7,160.88	2,595.86	4,565.02	175.9%
5405 · AHC Developer's Fee	0.00	5,000.00	-5,000.00	-100.0%
5681 · Exec Director-Fees	0.00	172.88	-172.88	-100.0%
5684 · Office Managerl-Fees	0.00	383.48	-383.48	-100.0%
5686 · Accounting-Fees	0.00	173.16	-173.16	-100.0%
5688 · Translator - fees	0.00	0.00	0.00	0.0%
5740 · Credit Report Fees	184.20	482.50	-298.30	-61.8%
5775 · AmeriNational Fees	11,773.00	7,310.00	4,463.00	61.1%
5777 · Foreclosure Expenses	5,905.00	6,290.28	-385.28	-6.1%
6056 · Payroll Administration Fee	0.00	3,751.98	-3,751.98	-100.0%
6625 · Licenses and Permits	228.00	208.00	20.00	9.6%
7365 · Professional Fees	1,477.50	4,170.00	-2,692.50	-64.6%
7600S · Professional Fees - Other	4,750.00	0.00	4,750.00	100.0%
Total 7600S · Professional Fees	31,478.58	31,430.81	47.77	0.2%
7800S · Interest Expense				
5465 · Interest expense a	0.00	952.11	-952.11	-100.0%
6230 · Interest Expense	3,591.95	3,817.72	-225.77	-5.9%
6235 · Mtg Costs Amortization	332.88	332.88	0.00	0.0%
6605 · Bank Service Charge	32.80	34.20	-1.40	-4.1%
6610 · Credit Card Fees a	2,858.23	2,285.65	572.58	25.1%
7305 · Bank Fee	227.55	150.71	76.84	51.0%
7315 · Credit Card Fees	0.00	58.90	-58.90	-100.0%
Total 7800S · Interest Expense	7,043.41	7,632.17	-588.76	-7.7%
8000S · Other Expenses				
5495 · Program Other	48.55	130.67	-82.12	-62.9%
5780 · Other Program Support	9,401.96	29.37	9,372.59	31,912.1%
6810 · Miscellaneous	862.16	488.93	373.23	76.3%
7325 · Executive Director's Expenses	994.16	0.00	994.16	100.0%
7390 · Other Expense	771.71	785.03	-13.32	-1.7%
Total 8000S · Other Expenses	12,078.54	1,434.00	10,644.54	742.3%
Total Expense	524,152.87	336,445.52	187,707.35	55.8%
Net Ordinary Income	-90,220.49	169,340.84	-259,561.33	-153.3%
Net Income	**-90,220.49**	**169,340.84**	**-259,561.33**	**-153.3%**