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Accrual Basis

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

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000S · Grants</b>				
<b>4200 · Grant and rebate income</b>	17,958.50	38,000.00	-20,041.50	-52.7%
<b>Total 4000S · Grants</b>	17,958.50	38,000.00	-20,041.50	-52.7%
<b>4100S · Contributions</b>				
<b>4010 · Individuals</b>	33,979.00	40,893.68	-6,914.68	-16.9%
<b>4020 · Businesses</b>	147,132.69	96,424.15	50,708.54	52.6%
<b>4030 · Churches</b>	5,855.57	7,238.80	-1,383.23	-19.1%
<b>4040 · Foundations/Trusts</b>	50,777.38	35,934.99	14,842.39	41.3%
<b>4050 · Organizations/Schools</b>	7,926.36	7,035.74	890.62	12.7%
<b>4060 · Misc Cash Donations - HFHI</b>	2,600.00	28,299.50	-25,699.50	-90.8%
<b>4080 · Contributed Services</b>	525.00	0.00	525.00	100.0%
<b>4085 · Noncash contributions</b>	21,780.51	1,098.57	20,681.94	1,882.6%
<b>4090 · In-Kind Contrib - Warehouse Mat</b>	3,191.80	5,523.50	-2,331.70	-42.2%
<b>4420 · Cash Donations</b>	1,881.36	3,047.10	-1,165.74	-38.3%
<b>4430 · ReStore Contribution</b>	2.35	7,604.82	-7,602.47	-100.0%
<b>4100S · Contributions - Other</b>	-460.00	0.00	-460.00	-100.0%
<b>Total 4100S · Contributions</b>	275,192.02	233,100.85	42,091.17	18.1%
<b>4200S · House Sponsorships</b>				
<b>4210 · House Sponsors</b>	0.00	90,000.00	-90,000.00	-100.0%
<b>Total 4200S · House Sponsorships</b>	0.00	90,000.00	-90,000.00	-100.0%
<b>4300S · Fundraising Activities</b>				
<b>4305 · Event Income</b>	13,640.93	4,198.42	9,442.51	224.9%
<b>4405 · Taxable Sales</b>	296,572.57	331,769.14	-35,196.57	-10.6%
<b>4410 · Tax Exempt Sales</b>	65,737.52	62,064.45	3,673.07	5.9%
<b>4440 · ReStore Scrap Sales</b>	456.92	645.25	-188.33	-29.2%
<b>4445 · ReStore Electronic scrap</b>	107.00	164.26	-57.26	-34.9%
<b>4480 · Cash Over/Short</b>	-148.62	10.39	-159.01	-1,530.4%
<b>Total 4300S · Fundraising Activities</b>	376,366.32	398,851.91	-22,485.59	-5.6%
<b>4500S · Home Sales</b>				
<b>4110 · Sales/Transfers to Homeowners</b>	0.00	-88,296.00	88,296.00	100.0%
<b>Total 4500S · Home Sales</b>	0.00	-88,296.00	88,296.00	100.0%
<b>4550S · Other Program Income</b>				
<b>4150 · Late Fee Income</b>	0.00	0.00	0.00	0.0%
<b>Total 4550S · Other Program Income</b>	0.00	0.00	0.00	0.0%

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# Habitat for Humanity-Buffalo, Inc.

## Profit & Loss Prev Year Comparison

### July through December 2016

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
<b>4900S · Other</b>				
4380 · Dividend Income	4,005.40	49.30	3,956.10	8,024.5%
4385 · Interest Income	312.21	680.08	-367.87	-54.1%
4394 · Unrealized Gain on Sale	-312.93	673.44	-986.37	-146.5%
4399 · Uncategorized Income	0.00	100.00	-100.00	-100.0%
4490 · NYS Sales Tax Collection Credit	400.00	400.00	0.00	0.0%
<b>Total 4900S · Other</b>	<b>4,404.68</b>	<b>1,902.82</b>	<b>2,501.86</b>	<b>131.5%</b>
<b>Total Income</b>	<b>673,921.52</b>	<b>673,559.58</b>	<b>361.94</b>	<b>0.1%</b>
<b>Gross Profit</b>	<b>673,921.52</b>	<b>673,559.58</b>	<b>361.94</b>	<b>0.1%</b>
<b>Expense</b>				
<b>5000S · Direct Construction Costs</b>				
5110 · Cost of Homes Transferred	0.00	-99,304.63	99,304.63	100.0%
5120 · Expenses incurred after closing	327.74	1,951.50	-1,623.76	-83.2%
<b>Total 5000S · Direct Construction Costs</b>	<b>327.74</b>	<b>-97,353.13</b>	<b>97,680.87</b>	<b>100.3%</b>
<b>6000S · Salary &amp; Wages</b>				
5210 · Construction Manager	23,838.26	23,630.83	207.43	0.9%
5250 · Construction Supervisors	87,030.13	94,432.92	-7,402.79	-7.8%
5290 · Americorp	20,312.38	14,118.91	6,193.47	43.9%
5551 · Exec Director-Salary	41,327.17	10,621.16	30,706.01	289.1%
5554 · Office Mgr-Salary	19,236.00	19,200.00	36.00	0.2%
5556 · Accounting-Salary	23,882.94	12,054.69	11,828.25	98.1%
5557 · Volunteer Coordinator	5,745.00	1,500.00	4,245.00	283.0%
5558 · Translator - Salary	0.00	0.00	0.00	0.0%
5561 · Family Services Coordinator	23,713.75	0.00	23,713.75	100.0%
6011.1 · Mkting Manager	12,211.53	9,987.04	2,224.49	22.3%
6011.2 · Mkting Manager s	12,211.54	9,987.04	2,224.50	22.3%
6020.1 · Manager - North	20,368.82	20,142.05	226.77	1.1%
6020.2 · Manager - South	17,499.84	17,230.85	268.99	1.6%
6030.1 · Asst Manager	16,136.22	14,309.75	1,826.47	12.8%
6030.2 · Asst Manager S	15,843.96	14,192.75	1,651.21	11.6%
6035.1 · Floater - North	10,039.96	9,775.92	264.04	2.7%
6035.2 · Floater	10,039.96	9,775.92	264.04	2.7%
6040.1 · Truck Driver 1	7,412.82	12,087.31	-4,674.49	-38.7%
6040.2 · Truck Driver 1 S	11,547.00	10,412.50	1,134.50	10.9%
6042.1 · Truck Driver 2	12,136.25	10,976.33	1,159.92	10.6%
6042.2 · Truck Driver 2 S	12,316.00	11,346.50	969.50	8.5%
6045.2 · Temporary Help	8,204.63	0.00	8,204.63	100.0%
<b>Total 6000S · Salary &amp; Wages</b>	<b>411,054.16</b>	<b>325,782.47</b>	<b>85,271.69</b>	<b>26.2%</b>

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<b>6100S · Payroll Taxes &amp; Benefits</b>				
5352 · Payroll-P/R Assessments	58,417.43	37,250.23	21,167.20	56.8%
5354 · Payroll- Benefits	31,414.46	12,465.16	18,949.30	152.0%
5661 · Exec Director-Benefits	0.00	-153.80	153.80	100.0%
5664 · Office Manager-Benefits	0.00	677.41	-677.41	-100.0%
5666 · Accounting-Benefits	0.00	-208.28	208.28	100.0%
5671 · Exec Directorf-Payroll Assess	0.00	1,638.31	-1,638.31	-100.0%
5674 · Office Mgr-Payroll Assess	0.00	1,706.68	-1,706.68	-100.0%
5676 · Accounting-Employer Assess	0.00	1,146.48	-1,146.48	-100.0%
5677 · Vol Coord PR Assessment	0.00	262.60	-262.60	-100.0%
5678 · Translate - Payroll Assessments	0.00	0.00	0.00	0.0%
6052 · Employer Assessment	0.00	24,453.81	-24,453.81	-100.0%
6054 · Benefits	0.00	12,519.45	-12,519.45	-100.0%
<b>Total 6100S · Payroll Taxes &amp; Benefits</b>	<b>89,831.89</b>	<b>91,758.05</b>	<b>-1,926.16</b>	<b>-2.1%</b>
<b>6200S · Facilities</b>				
5420 · Warehouse Repairs	4,454.90	105.00	4,349.90	4,142.8%
5430 · Warehouse Utilities	4,336.75	2,070.09	2,266.66	109.5%
5450 · Insurance a	0.00	10,700.33	-10,700.33	-100.0%
5460 · Telephone-Cell	1,317.76	222.24	1,095.52	492.9%
6210 · Rent	23,838.68	25,411.47	-1,572.79	-6.2%
6250 · Insurance b	0.00	8,053.75	-8,053.75	-100.0%
6260 · Trash Pickup	6,026.37	4,954.50	1,071.87	21.6%
6265 · Snowplowing	1,750.00	0.00	1,750.00	100.0%
6270 · Building Maintenance	1,787.10	495.88	1,291.22	260.4%
6280 · Alarm System	466.96	544.33	-77.37	-14.2%
6290 · Sprinkler System Repairs & Insp	458.50	262.50	196.00	74.7%
6310 · Electricity	4,791.34	4,538.22	253.12	5.6%
6320 · Natural Gas	982.98	539.65	443.33	82.2%
6330 · Water	999.51	1,271.15	-271.64	-21.4%
6510 · Office Phones	517.04	498.45	18.59	3.7%
6520 · Cell Phones	872.46	1,328.91	-456.45	-34.4%
6650 · Internet a	405.68	407.52	-1.84	-0.5%
7312 · Computer Charges	334.25	1,333.50	-999.25	-74.9%
7330 · Insurance	0.00	5,726.50	-5,726.50	-100.0%
7371 · Utilities - Office	399.98	493.84	-93.86	-19.0%
7373 · Repairs & Maint - office	384.94	1,146.26	-761.32	-66.4%
7380 · Telephone-Office	2,180.32	1,794.49	385.83	21.5%
<b>Total 6200S · Facilities</b>	<b>56,305.52</b>	<b>71,898.58</b>	<b>-15,593.06</b>	<b>-21.7%</b>

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<b>6300S · Vehicle Expense</b>				
5441 · Vehicle Fuel	4,834.20	0.00	4,834.20	100.0%
5442 · Vehicle Repairs	3,955.58	0.00	3,955.58	100.0%
5443 · Vehicle Other	6,700.38	0.00	6,700.38	100.0%
5445 · EZ pass	0.00	75.00	-75.00	-100.0%
6410 · Fuel	3,667.39	5,103.50	-1,436.11	-28.1%
6420 · Maintenance	224.40	4,067.12	-3,842.72	-94.5%
6430 · Insurance/Other	2,926.10	3,189.36	-263.26	-8.3%
6450 · EZ pass a	150.00	100.00	50.00	50.0%
6300S · Vehicle Expense - Other	11.95	0.00	11.95	100.0%
<b>Total 6300S · Vehicle Expense</b>	<b>22,470.00</b>	<b>12,534.98</b>	<b>9,935.02</b>	<b>79.3%</b>
<b>6600S · Advertising &amp; Marketing</b>				
6100 · Advertising a	753.30	3,540.00	-2,786.70	-78.7%
7301 · Advertising	740.00	220.00	520.00	236.4%
7302 · Communications	750.00	0.00	750.00	100.0%
7360 · Printing	4,027.95	137.39	3,890.56	2,831.8%
<b>Total 6600S · Advertising &amp; Marketing</b>	<b>6,271.25</b>	<b>3,897.39</b>	<b>2,373.86</b>	<b>60.9%</b>
<b>6700S · Fundraising Expense</b>				
4310 · Event Cost	4,982.73	2,963.18	2,019.55	68.2%
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	6,527.08	262.00	6,265.08	2,391.3%
<b>Total 6700S · Fundraising Expense</b>	<b>11,509.81</b>	<b>7,518.74</b>	<b>3,991.07</b>	<b>53.1%</b>
<b>6800S · Volunteer Appreciation</b>				
5781 · Volunteer Appreciation	6,134.58	3,506.41	2,628.17	75.0%
6660 · Kitchen Expenses	324.50	534.47	-209.97	-39.3%
6661 · Food	1,131.42	1,270.86	-139.44	-11.0%
7340 · Meals & Entertainment	20.00	733.01	-713.01	-97.3%
6800S · Volunteer Appreciation - Other	339.39	0.00	339.39	100.0%
<b>Total 6800S · Volunteer Appreciation</b>	<b>7,949.89</b>	<b>6,044.75</b>	<b>1,905.14</b>	<b>31.5%</b>
<b>6900S · Tithes</b>				
5790 · Tithe	15,081.69	19,821.72	-4,740.03	-23.9%
<b>Total 6900S · Tithes</b>	<b>15,081.69</b>	<b>19,821.72</b>	<b>-4,740.03</b>	<b>-23.9%</b>

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## Profit & Loss Prev Year Comparison

### July through December 2016

	Jul - Dec 16	Jul - Dec 15	\$ Change	% Change
<b>7000S · Supplies/Equipment</b>				
5160 · Warehouse materials	16,778.77	2,881.53	13,897.24	482.3%
5470 · Tools	5,173.80	599.86	4,573.94	762.5%
5490 · Safety Gear	119.52	0.00	119.52	100.0%
6600 · Office Expenses a	1,129.27	1,870.32	-741.05	-39.6%
6630 · Employee Safety Gear	72.90	379.99	-307.09	-80.8%
6710 · Sales supplies	0.00	109.35	-109.35	-100.0%
7345 · Office Expenses	1,900.38	189.12	1,711.26	904.9%
7350 · Office Supplies	5,177.31	4,549.72	627.59	13.8%
7375 · Supplies	60.53	104.00	-43.47	-41.8%
<b>Total 7000S · Supplies/Equipment</b>	<b>30,412.48</b>	<b>10,683.89</b>	<b>19,728.59</b>	<b>184.7%</b>
<b>7200S · Depreciation</b>				
5425 · Whse & Equip Depr	3,179.45	3,200.10	-20.65	-0.7%
5444 · Truck Depr	5,238.40	6,286.08	-1,047.68	-16.7%
6240 · Building Depreciation	4,120.50	4,944.60	-824.10	-16.7%
6440 · Truck depreciation	4,747.63	5,123.34	-375.71	-7.3%
6670 · Office Equip Depreciation	33.30	83.16	-49.86	-60.0%
7320 · Deprec Exp	798.33	672.18	126.15	18.8%
<b>Total 7200S · Depreciation</b>	<b>18,117.61</b>	<b>20,309.46</b>	<b>-2,191.85</b>	<b>-10.8%</b>
<b>7300S · Travel &amp; Seminars</b>				
5485 · Training/Education	1,923.52	1,831.60	91.92	5.0%
7385 · Training	2,600.77	390.00	2,210.77	566.9%
<b>Total 7300S · Travel &amp; Seminars</b>	<b>4,524.29</b>	<b>2,221.60</b>	<b>2,302.69</b>	<b>103.7%</b>
<b>7400S · Dues, Subscriptions &amp; Publns.</b>				
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%
7322 · Dues & Subscriptions	0.00	60.00	-60.00	-100.0%
<b>Total 7400S · Dues, Subscriptions &amp; Publns.</b>	<b>25,085.10</b>	<b>25,129.00</b>	<b>-43.90</b>	<b>-0.2%</b>
<b>7500S · Postage</b>				
6690 · Postage - ReStore	150.00	306.00	-156.00	-51.0%
7355 · Postage	2,954.56	791.32	2,163.24	273.4%
8350 · Fundraising Postage & Freight	0.00	5,710.99	-5,710.99	-100.0%
<b>Total 7500S · Postage</b>	<b>3,104.56</b>	<b>6,808.31</b>	<b>-3,703.75</b>	<b>-54.4%</b>

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<b>7600S · Professional Fees</b>				
5140 · Bad debt expense	0.00	892.67	-892.67	-100.0%
5356 · Payroll-Fees	10,830.09	3,763.22	7,066.87	187.8%
5405 · AHC Developer's Fee	0.00	5,000.00	-5,000.00	-100.0%
5681 · Exec Director-Fees	0.00	357.20	-357.20	-100.0%
5684 · Office ManagerI-Fees	0.00	567.80	-567.80	-100.0%
5686 · Accounting-Fees	0.00	357.48	-357.48	-100.0%
5687 · Vol Coord Fees	0.00	152.40	-152.40	-100.0%
5688 · Translator - fees	0.00	0.00	0.00	0.0%
5740 · Credit Report Fees	277.20	542.50	-265.30	-48.9%
5775 · AmeriNational Fees	17,199.00	11,988.50	5,210.50	43.5%
5777 · Foreclosure Expenses	10,615.60	10,833.19	-217.59	-2.0%
6056 · Payroll Administration Fee	0.00	5,595.18	-5,595.18	-100.0%
6625 · Licenses and Permits	228.00	273.00	-45.00	-16.5%
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%
<b>Total 7600S · Professional Fees</b>	<b>45,377.39</b>	<b>44,493.14</b>	<b>884.25</b>	<b>2.0%</b>
<b>7800S · Interest Expense</b>				
5465 · Interest expense a	710.94	952.11	-241.17	-25.3%
6230 · Interest Expense	5,388.60	5,698.82	-310.22	-5.4%
6235 · Mtg Costs Amortization	416.10	499.32	-83.22	-16.7%
6605 · Bank Service Charge	32.80	52.60	-19.80	-37.6%
6610 · Credit Card Fees a	4,268.20	3,508.62	759.58	21.7%
7305 · Bank Fee	706.16	205.41	500.75	243.8%
7315 · Credit Card Fees	0.00	58.90	-58.90	-100.0%
<b>Total 7800S · Interest Expense</b>	<b>11,522.80</b>	<b>10,975.78</b>	<b>547.02</b>	<b>5.0%</b>
<b>8000S · Other Expenses</b>				
5495 · Program Other	643.55	1,449.07	-805.52	-55.6%
5780 · Other Program Support	9,401.96	50.43	9,351.53	18,543.6%
6810 · Miscellaneous	862.21	645.54	216.67	33.6%
7325 · Executive Director's Expenses	944.16	0.00	944.16	100.0%
7390 · Other Expense	934.15	1,077.80	-143.65	-13.3%
<b>Total 8000S · Other Expenses</b>	<b>12,786.03</b>	<b>3,222.84</b>	<b>9,563.19</b>	<b>296.7%</b>
<b>Total Expense</b>	<b>771,732.21</b>	<b>565,747.57</b>	<b>205,984.64</b>	<b>36.4%</b>
<b>Net Ordinary Income</b>	<b>-97,810.69</b>	<b>107,812.01</b>	<b>-205,622.70</b>	<b>-190.7%</b>
<b>Net Income</b>	<b>-97,810.69</b>	<b>107,812.01</b>	<b>-205,622.70</b>	<b>-190.7%</b>