# Habitat for Humanity-Buffalo, Inc.
# Proposed 2017/18 Budget
# Assumptions

The following are significant changes and assumptions

**Overview:** Our budget is balanced with positive operating results to repay the anticipated outstanding line-of-credit. Significant line items changed are highlighted yellow.

We are restructuring the ReStore operations - this work has already begun. Our final budget reflects combined ReStore operating improvements of ~$52,000 over the prior budget.

We will build 8 new homes and complete 4 major repair projects. Grant timing is expected to delay sale of these homes until fiscal year 2018-19. We expect to close on 11 homes now completed or near completion in the first quarter of fiscal year 2017-18. We have the opportunity to build 2 additional rehabs in 2017-18 if we are able to realize better than expected funding results and requisite operational improvements; however, we conservatively did not include them in the budget.

The net return on the homes sold in 2017-18, based on matched family and cost of CIP, is approximately $134,000. However, it is important to note that we will not realize this income in cash, rather we will see this money over 30 years (the life of the mortgages).

We are optimistic with regard to realizing our projected Development goals. As we transition from historical sources of funding; we are counting on the efforts of the board to augment our "in-house" achievements. The reality of Development is that it requires time to build momentum; Stephanie's has demonstrated the requisite qualities and abilities for fundraising.

**ReStore:** We have begun re-shaping the ReStore operations.

While we are optimistic that we can increase sales by as much as 15-18%, our budget provides for a conservative projection of 10% over 2016/17 actual sales. See sales graph below

Padriac Murray is assisting John Walzak to identify and implement improvements and efficiencies. John Walzak will be retiring at the end of December, the budget reduces John's July - Dec. hours to 3/4FTE. 2FT and 1 PT staff have elected to leave Habitat due to personal reasons, we do not anticipate the need to replace these positions unless sales increase significantly above expectations. In addition we have elected to reduce the current 2 ReStore managers to 1 (Dan Buchner). CONFIDENTIAL - not public until 6/30

Operational improvements include better leveraging each store's strengths for the betterment of both stores. Examples include donation pickup efficiencies, matching operating hours with customer traffic, sensitivity to labor/sales staffing and improved merchandising.

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Assumptions

**Construction.** With Padraic transitioning to ReStore, there is a reduction in the number of site supervisors from 4 to 3. This positions us to retain our diversely qualified staff, gaining the ability to respond rapidly to changes in operations.

We have begun the arduous efforts to examine and improve our purchasing practices and material management for home construction. Habitat has operated on a need-it / want-it, buy-in platform; the operating environment no longer supports this business model and we are undertaking the necessary cultural and educational efforts to fundamentally change our practices. Realizing these changes is necessary to sustain and increase the number of home we build/rehab.

**Administration.** Investment in administrative capacity has exposed the need for changes. While John Krodrupel is only recently brought on, we have realized improved services to families. Matt has confirmed the inadequacies in the manner in which transactions are accounted for and the need for better vendor management and procurement practices.

**Capital Projects.** Should our operating results allow, we will grade the parking lot at 1675 S. Park Ave., re-configure the office for efficiency, and implement phase 2 of DonorLynk.

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Summary

| Jul '16 - Apr '17 | Description | 17/18 Budget Final |
|---|---|---|
| **275,051** | **Total Income Restore South** | **336,322** |
| **334,636** | **Total Income Restore North** | **433,532** |
| 17,899 | Total Income Construction | 1,153,702 |
| 525,991 | Total Income Administration | 1,302,545 |
| 1,153,577 | TOTAL INCOME | 3,226,100 |
| | | |
| **252,142** | **Total Expense Restore South** | **179,925** |
| **258,928** | **Total Expense Restore North** | **300,191** |
| 459,107 | Total Expense Construction | 1,943,753 |
| 337,794 | Total Expense Administration | 628,601 |
| 1,307,971 | TOTAL EXPENSE | 3,052,470 |
| | | |
| (154,394) | Net Revenue Over Expenses | 173,630 |
| | | |
| **22,909** | **Net Ordinary Income Restore South** | **156,397** |
| **75,708** | **Net Ordinary Income Restore North** | **133,341** |
| **(441,208)** | Net Ordinary Income Construction | (790,051) |
| **188,197** | Net Ordinary Income Administration | 673,944 |
| (154,394) | | 173,630 |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18
## Proforma Cash Flow Summary

| | BUDGET | Jul-17 | Aug-17 | Sep-17 | Oct-17 |
|---|---|---|---|---|---|
| **OPERATING CHECKING** | | | | | |
| **Beginning Balance** | | **5,154** | **45,642** | **83,725** | **217,473** |
| **RECEIPTS** | | | | | |
| Mortgages and rents | | 59,062 | 39,646 | 39,922 | 39,646 |
| Grant & Rebate income | 423,400 | 117,462 | 193,462 | 231,462 | 3,462 |
| Contributions | 544,250 | 99,925 | 37,425 | 35,925 | 43,425 |
| House Sponsorships | 255,000 | | | 40,000 | |
| Fundraising | 71,250 | - | - | - | 11,250 |
| ReStore Receipts, net of purchased merch. | 769,853 | 49,225 | 61,725 | 75,450 | 75,450 |
| Investment Income | 8,645 | 720 | 720 | 720 | 720 |
| **Total Cash Receipts** | | **326,394** | **332,978** | **423,479** | **173,953** |
| **DISBURSEMENTS** | | | | | |
| **Non-Expense Outflows** | | | | | |
| Construction In Progress | | 82,928 | 142,165 | 92,897 | 84,719 |
| Escrow and reimbursable closing costs | | 95,000 | | | |
| Sales Tax Payable | | | | 14,000 | |
| Renters/Homeowner Insurance | | | | | 600 |
| **Total Non-Expense Outflows** | - | **177,928** | **142,165** | **106,897** | **85,319** |
| **Expenses:** | | | | | |
| Major Repair Prog. Expense | 20,000 | | | 5,000 | |
| CIP expense after Closing | 10,000 | 4,000 | 2,000 | | |
| Warehouse Materials | 5,000 | | | | |
| 6000S Salaries, Wages & Benefits | 884,153 | 71,413 | 71,413 | 71,413 | 71,413 |
| Volunteer Labor - AmeriCorp | 47,200 | | 4,291 | 4,291 | 4,291 |
| Facilities | 110,924 | 7,304 | 7,304 | 8,438 | 19,334 |
| Vehicle Expense | 41,604 | 2,250 | 2,250 | 10,000 | 2,250 |
| Advertising & Marketing | 11,650 | 350 | 1,875 | 350 | 1,500 |
| Fundraising Expense | 27,000 | - | 6,000 | 750 | 6,000 |
| Volunteer Appreciation | 10,700 | 1,204 | 1,204 | 604 | 604 |
| Tithe | 45,000 | | | 15,000 | |
| Supplies/Equipment | 27,850 | 1,279 | 3,529 | 1,779 | 3,029 |
| Training / Education | 8,500 | - | - | - | 1,000 |
| Insurance | 33,036 | - | - | 8,259 | - |
| Dues, Subsc. Pubs. | 25,609 | 25,000 | | | |
| Postage | 3,000 | 250 | 250 | 250 | 250 |
| Professional Fees | 177,354 | 42,400 | 50,009 | 2,509 | 8,009 |
| Interest / Bank fees | 32,374 | 2,528 | 2,606 | 2,691 | 2,691 |
| Other Expenses | 7,000 | - | - | 1,500 | - |
| **Total Expenses** | | **157,978** | **152,730** | **132,834** | **120,371** |
| **TRANSFERS** | | | | | |
| LOC - Draw / (Repayment) | | 50,000 | | (50,000) | (100,000) |
| **Net Transfers** | | **50,000** | **-** | **(50,000)** | **(100,000)** |
| **ENDING BALANCE - CHECKING ACCT** | | **45,642** | **83,725** | **217,473** | **85,737** |
| **LOC - Outstanding balance** | | **250,000** | **250,000** | **200,000** | **100,000** |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18
## Proforma Cash Flow Summary

| | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|---|---|---|---|---|---|
| **OPERATING CHECKING** | | | | | |
| **Beginning Balance** | **85,737** | **85,949** | **166,115** | **39,266** | **53,392** |
| **RECEIPTS** | | | | | |
| Mortgages and rents | 39,646 | 39,646 | 39,922 | 39,646 | 39,922 |
| Grant & Rebate income | 3,462 | 3,462 | 3,462 | 3,462 | 3,462 |
| Contributions | 55,025 | 146,025 | 15,425 | 26,925 | 29,925 |
| House Sponsorships | | 60,000 | | | 80,000 |
| Fundraising | 22,500 | - | - | 18,750 | 18,750 |
| ReStore Receipts, net of purchased merch. | 49,225 | 49,225 | 49,225 | 49,225 | 75,450 |
| Investment Income | 720 | 720 | 720 | 720 | 720 |
| **Total Cash Receipts** | **170,578** | **299,078** | **108,754** | **138,728** | **248,229** |
| **DISBURSEMENTS** | | | | | |
| **Non-Expense Outflows** | | | | | |
| Construction In Progress | 62,344 | 45,612 | 43,612 | 21,237 | 3,139 |
| Escrow and reimbursable closing costs | | | | | |
| Sales Tax Payable | | 14,000 | | | 13,000 |
| Renters/Homeowner Insurance | 600 | 600 | 600 | 600 | 600 |
| **Total Non-Expense Outflows** | **62,944** | **60,212** | **44,212** | **21,837** | **16,739** |
| **Expenses:** | | | | | |
| Major Repair Prog. Expense | | 5,000 | | | 5,000 |
| CIP expense after Closing | | | | | 2,000 |
| Warehouse Materials | 1,500 | | 1,500 | | 1,500 |
| 6000S Salaries, Wages & Benefits | 71,413 | 85,015 | 71,413 | 71,413 | 85,015 |
| Volunteer Labor - AmeriCorp | 4,291 | 4,291 | 4,291 | 4,291 | 4,291 |
| Facilities | 7,624 | 9,652 | 8,518 | 8,518 | 9,268 |
| Vehicle Expense | 2,350 | 2,250 | 9,500 | 2,150 | 2,250 |
| Advertising & Marketing | 725 | 1,500 | 1,500 | 725 | 350 |
| Fundraising Expense | - | 1,500 | 6,000 | - | 750 |
| Volunteer Appreciation | 954 | 1,454 | 604 | 604 | 604 |
| Tithe | | 15,000 | | | |
| Supplies/Equipment | 1,279 | 3,529 | 1,279 | 3,029 | 1,779 |
| Training / Education | - | 2,500 | 1,500 | - | - |
| Insurance | - | 8,259 | - | - | 8,259 |
| Dues, Subsc. Pubs. | | 609 | | | |
| Postage | 250 | 250 | 250 | 250 | 250 |
| Professional Fees | 14,509 | 13,113 | 7,509 | 8,009 | 2,509 |
| Interest / Bank fees | 2,528 | 2,528 | 2,528 | 2,528 | 2,691 |
| Other Expenses | - | 2,250 | - | 1,250 | - |
| **Total Expenses** | **107,423** | **158,700** | **116,392** | **102,767** | **126,516** |
| **TRANSFERS** | | | | | |
| LOC - Draw / (Repayment) | | | (75,000) | | |
| **Net Transfers** | **-** | **-** | **(75,000)** | **-** | **-** |
| **ENDING BALANCE - CHECKING ACCT** | **85,949** | **166,115** | **39,266** | **53,392** | **158,366** |
| **LOC - Outstanding balance** | **100,000** | **100,000** | **25,000** | **25,000** | **25,000** |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18
## Proforma Cash Flow Summary

| | Apr-18 | May-18 | Jun-18 | YTD |
|---|---|---|---|---|
| **OPERATING CHECKING** | | | | |
| **Beginning Balance** | **158,366** | **137,642** | **93,195** | |
| **RECEIPTS** | | | | |
| Mortgages and rents | 39,646 | 39,922 | 39,646 | **496,272** |
| Grant & Rebate income | 2,423 | 2,423 | 2,395 | **570,400** |
| Contributions | 19,425 | 43,925 | 35,875 | **589,250** |
| House Sponsorships | | 75,000 | | **255,000** |
| Fundraising | - | - | - | **71,250** |
| ReStore Receipts, net of purchased merch. | 75,450 | 75,450 | 75,453 | **760,553** |
| Investment Income | 720 | 720 | 720 | **8,645** |
| **Total Cash Receipts** | **137,665** | **237,441** | **154,090** | **2,751,370** |
| **DISBURSEMENTS** | | | | |
| **Non-Expense Outflows** | | | | - |
| Construction In Progress | 3,139 | 174,852 | 42,928 | **799,571** |
| Escrow and reimbursable closing costs | | | | **95,000** |
| Sales Tax Payable | | | 14,000 | **55,000** |
| Renters/Homeowner Insurance | - | - | 600 | **4,200** |
| **Total Non-Expense Outflows** | **3,139** | **174,852** | **57,528** | **953,771** |
| **Expenses:** | | | | - |
| Major Repair Prog. Expense | | | 5,000 | **20,000** |
| CIP expense after Closing | | 2,000 | | **10,000** |
| Warehouse Materials | | 500 | | **5,000** |
| 6000S Salaries, Wages & Benefits | 71,413 | 71,413 | 71,406 | **884,153** |
| Volunteer Labor - AmeriCorp | 4,291 | 4,291 | 4,291 | **47,200** |
| Facilities | 7,814 | 7,565 | 8,541 | **109,876** |
| Vehicle Expense | 2,150 | 2,250 | 1,954 | **41,604** |
| Advertising & Marketing | 1,500 | 725 | 550 | **11,650** |
| Fundraising Expense | 6,000 | - | - | **27,000** |
| Volunteer Appreciation | 604 | 804 | 1,454 | **10,700** |
| Tithe | 15,000 | | | **45,000** |
| Supplies/Equipment | 3,029 | 1,279 | 3,029 | **27,850** |
| Training / Education | 1,000 | 2,500 | - | **8,500** |
| Insurance | - | 8,259 | - | **33,036** |
| Dues, Subsc. Pubs. | | | | **25,609** |
| Postage | 250 | 250 | 250 | **3,000** |
| Professional Fees | 13,009 | 2,509 | 8,259 | **172,354** |
| Interest / Bank fees | 2,691 | 2,691 | 2,691 | **31,390** |
| Other Expenses | 1,500 | - | 500 | **7,000** |
| **Total Expenses** | **130,251** | **107,036** | **107,925** | **1,520,922** |
| **TRANSFERS** | | | | - |
| LOC - Draw / (Repayment) | (25,000) | | | **(200,000)** |
| | | | | - |
| **Net Transfers** | **(25,000)** | - | - | **(200,000)** |
| | | | | - |
| **ENDING BALANCE - CHECKING ACCT** | **137,642** | **93,195** | **81,831** | |
| **LOC - Outstanding balance** | - | - | - | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Administration

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | INCOME | | HS means House Sponsorship, earmarked for specific house building |
| 35,000 | 4200 Grant & Rebate income | 423,400 | 11 homes @ $35k ea. From AHC+ $38,400 Cap. Bldg Grant |
| | CONTRIBUTIONS | | |
| 96,246 | 4010 · Individuals | 170,000 | |
| 2,880 | 4011 Out of Town Groups | 4,000 | |
| 154,780 | 4020 · Businesses | 50,000 | decrease because 2016 Business total incl. HS$ - Harmac ($50k), East Hill ($17.5K) & others - in HS in '17 |
| 10,325 | 4030 · Churches | 22,000 | |
| 83,424 | 4040 · Foundations/Trusts | 230,000 | |
| 18,300 | 4050 · Organizations/Schools | 28,000 | |
| 2,600 | 4060 · Misc Cash Donations - HFHI | 3,250 | cars for homes |
| 11,964 | 4080 Contributed services | 20,000 | based on PY |
| 16,863 | 4085 · Noncash contributions | 5,000 | includes wegman's gift cards, and incidental materials / supplies |
| (215) | 4090 - In-kind contributions, Warehouse Mat'l | 10,000 | material donated and used in homes |
| (200) | 4430 ReStore Cash Donations | 2,000 | |
| (460) | 4300 · Other Income | | |
| 80,000 | 4210 House Sponsorships | 255,000 | was in business income in PY. Includes 4 home repairs @ $5k ea |
| | FUNDRAISING | | |
| 60 | 4305 · Event Income | 95,000 | DIY ($15K), HTBB ($80k). DIY event, not ReStore |
| | 4310 · Event Cost | (23,750) | 25% of event proceeds |
| | 4305 · Event Income - Other | | |
| | 4350 · Merchandise Sales | | |
| | 4360 · Merchandise Cost | | |
| | 4350 · Merchandise Sales - Other | | |
| | INVESTMENT INCOME | | |
| 6,587 | 4380 · Dividend Income | 6,300 | based on PY |
| 385 | 4385 · Interest Income | 420 | $35/mo. KeyBank |
| 1,381 | 4390 · Other | 1,400 | Home Depot incentive rebate |
| 6,071 | 4394 · Unrealized Gain on Sale | 525 | based on PY |
| | 4399 · Uncategorized Income | | |
| | 4300 · Other Income - Other | | |
| 525,991 | Total Income | 1,302,545 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Administration

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | Expense | | Exec Dir & Controller costs are allocated amoung programs & admin |
| | 5550 · Program Support Payroll | | |
| | 5551 · Exec Director-Salary | 59,500 | |
| | 5554 · Office Mgr-Salary | 40,165 | |
| | 5556 · Accounting-Salary | 13,600 | |
| | 5557 · Volunteer Coordinator | 30,720 | current under AmeriCorp, Angela. Mostly construction but all in Admin |
| | XXXX Program Manager | | |
| | XXXX Development Director | 42,994 | |
| | XXXX Family Services Coordinator | 45,000 | |
| | XXXX Operations Manager | - | Controller under Accounting |
| | 5660 · Program Support P/R Expenses | | |
| | 5681 · Exec Director-Fees | - | |
| | 5684 · Office Managerl-Fees | - | |
| | 5686 · Accounting-Fees | - | |
| | 5687 · Vol Coord Fees | - | |
| | XXXX Program Manager Fees | - | |
| | XXXX Comm/Dev Director Fees | - | |
| | XXXX Housing Services Coord Fees | - | |
| | XXXX Operations Manager Fees | - | |
| | 5700 · Program Support Other | - | |
| 139,997 | SALARIES AND WAGES TOTAL | | |
| | BENEFITS | | |
| | 5661 · Exec Director-Benefits | 2,932 | |
| | 5664 · Office Manager-Benefits | 1,800 | |
| | 5666 · Accounting-Benefits | 777 | |
| | XXXX Program Manager Benefits | | |
| | 5661 · Volunteer Coordinator | 3,500 | current under AmeriCorp, Angela. Mostly construction but all in Admin |
| | XXXX Development Manager Benefits | 7,729 | |
| | XXXX Family Services Coordinator Benefits | 7,729 | |
| | XXXX Operations Manager Benefits | | Controller under Accounting |
| | 6110 · Employee Appreciation | | |
| 7,113 | BENEFITS TOTAL | | increase attributed to new hires - John K, Matt, & Stephanie |
| 3,056 | PEO FEE, incl. set up fee | 4,586 | Employer Serv. Corp (ESC), one-time set up fees paid in FY17 |
| | 5671 · Exec Director-Payroll Assess | | |
| | 5674 · Office Mgr-Payroll Assess | | |
| | 5676 · Accounting-Employer Assess | | |
| | 5677 · Vol Coord PR Assessment | | |
| | XXXX Program Manager PR Assess | | |
| | XXXX Development Manager PR Assess | | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Administration

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | XXXX Family Services Coordinator PR Assess | | |
| | XXXX Operations Manager PR Assess | - | |
| 15,587 | Payroll taxes (assessments | 26,408 | FICA, SS, SUTA, FUTA, WC |
| 165,753 | TOTAL LABOR | | |
| | | | |
| | 5720 · Committee Expenses | 1,000 | |
| | 5740 · Credit Report Fees | - | |
| 25,000 | 5770 · HFHI SOSI Fee | 25,000 | |
| 74 | 5775 · AmeriNational Fees | 30,000 | |
| 17,276 | 5500 · Program Support | | |
| | 5780 · Other Program Support | | |
| 5,707 | 5781 · Volunteer Appreciation | 5,250 | |
| 20,649 | 5790 · Tithe | 45,000 | undesignated income - not house sponsorships |
| | 6000 · ReStore Expenses | | |
| | 6610 · Credit Card Fees | | |
| | 6810 · Miscellaneous | | |
| | 7000 · Admin & General Exp | | |
| 4,942 | 7301 · Advertising & Marketing | 1,500 | |
| 1,505 | 7305 · Bank Fee | 500 | |
| 1,345 | Interest expense | 12,500 | $250,000 at 5% - cost of LOC draws |
| 785 | 7312 · Computer Charges | 2,500 | |
| | 7315 · Credit Card Fees | 450 | |
| 1,675 | 7320 · Deprec Exp | 1,336 | |
| | 7320 · Deprec Exp | 1,900 | |
| | 7320 · Deprec Exp | 2,500 | |
| | 7320 · Deprec Exp | 1,000 | |
| 3,000 | 7322 · Dues & Subscriptions | 500 | |
| 944 | 7325 · Executive Director's Expenses | 6,000 | |
| 2,337 | 7330 · Insurance | 14,175 | 5% increase |
| | 7335 · Internet | 1,200 | |
| | 7340 · Meals & Entertainment | 2,000 | |
| 3,843 | 7345 · Office Expenses | | |
| 6,571 | 7350 · Office Supplies | 6,500 | |
| 3,746 | 7355 · Postage | 2,500 | |
| 4,056 | 7360 · Printing | 150 | |
| 6,478 | 7365 · Professional Fees | 40,000 | Audit, Attny |
| 7,000 | AHC Developer Fee | 77,000 | 11 homes @ $7,000 / home |
| 17,939 | 5686 · Accounting-Fees | | |
| 543 | 5740 · Credit Report Fees | | |
| 11,411 | 5777 · Foreclosure Expenses | 25,000 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Administration

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| 80 | 6625 · Licenses and Permits | | |
| 1,953 | 7370 · Rent/Facilities Cost | | |
| 921 | 7371 · Utilities - Office | 1,200 | |
| 657 | 7373 · Repairs & Maint - office | 1,500 | |
| 100 | 7370 · Rent/Facilities Cost - Other | | |
| | 7375 · Supplies | 500 | |
| 3,308 | 7380 · Telephone-Office | 4,000 | |
| 8,586 | 7385 · Training | 1,500 | |
| | 7390 · Other Expense | | |
| | 8000 · Fundraising | | |
| 2,279 | 4310 · Event Cost | | |
| | 8350 · Fundraising Postage & Freight | 10,000 | |
| | 8380 · Fundraising Newsletters | 12,000 | |
| 7,100 | 8490 · Fundraising Other Expenses | 5,000 | |
| 231 | Vehicle - Mileage | | |
| 337,794 | Total Expense | 628,601 | |
| **188,197** | **Net Income** | **673,944** | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Construction

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | Income | | |
| 9,000 | 4040 · Foundations/Trusts | | |
| 656 | 4050 · Organizations/Schools | | |
| 4,466 | 4085 · Noncash contributions | | |
| 3,192 | 4090 · In-Kind Contrib - Warehouse Mat | | |
| 500 | 4420· Cash donations | | |
| | 4100 · Housing related income | | |
| | 4110 · Sales/Transfers to Homeowners | 932,704 | Sale of 11 home with 6 new builds, 2 rehab modulars, see HOMES tab |
| | 4150 · Late Fee Income | | |
| | 4200 · Grant and rebate income | | **2016 includes AHC, in Admin in 2017** |
| | 4250 · Mortgage Discount Amortization | 220,998 | appears to be incl. in calc. for amort. Mortgages |
| 85 | 4385 · Interest Income | | |
| | 4300 · Other Income - Other | | |
| 17,899 | Total Income | 1,153,702 | |
| | Expense | | |
| | 5000 · Construction Support | | |
| | 5100 · House related expenses | | |
| | Home Repair Project | 20,000 | 4 major repair projects @ $5k ea. |
| 37 | 5110 · Cost of Homes Transferred | 799,011 | Sale of 11 home with 6 new builds, 2 rehab modulars, see HOMES tab |
| 605 | 5120 · Expenses incurred after closing | 10,000 | $1000 per home |
| 1,304 | 5130 · Unrecoverable Expense(CIP) | - | |
| | 5140 · Bad debt expense | 5,000 | |
| | 5150 · HFHI - GIK Material Donations | | |
| | 5160 · Warehouse materials | 5,000 | |
| | PAYROLL | | |
| 36,864 | Administrative payroll | 57,800 | see labor allocation |
| 40,184 | 5210 · Construction Manager | 50,000 | Barry |
| 137,785 | 5250 · Construction Supervisors | | defer hiring constr. Warehouse mgr |
| | Sisson, Edward F | 35,360 | |
| | Strausser, Thomas L. | 39,520 | |
| | Drumsta, Charles M. | 44,616 | |
| | Murray, Padraic M. | - | reassigned |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Construction

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| 446 | On call Constr. | 3,640 | David Lewis |
| 5,745 | Volunteer Coord. - Sharon Dana | | |
| | TOTAL WAGES | | |
| 52,269 | 5352 · Payroll-P/R Assessments - TAXES | 26,408 | |
| 16,573 | 5354 · Payroll- Benefits | 24,467 | |
| 6,331 | 5356 · Payroll-Fees, incl. setup fees | 4,586 | one-time set up fee paid in FY17 |
| | TOTAL EMPLOYEE LABOR | | |
| | 5400 · Construction Support Other | | |
| 37,476 | 5290 · Americorp | 47,200 | 4 people @$1,080/mo.(10mo./yr) + $1k ea. training |
| | 5290 · Americorp - NYS | - | incl. above |
| | TOTAL LABOR | | |
| | 5405 · AHC Developer's Fee | | incl. net of fees in admin |
| | 5410 · Program Discount on Mortgages | 675,000 | cost of holding zero interest loans |
| 27,664 | 5775 · AmeriNational Fees | | |
| 45 | 5777 · Foreclosure Expenses | | |
| 95 | 7365 · Professional Fees | | |
| 4,552 | 5420 · Warehouse Repairs | 12,000 | roof replace or patch |
| 5,713 | 5430 · Warehouse Utilities | 4,122 | |
| 2,085 | 6260 · Trash Pickup | | |
| 67 | 6270 · Building Maintenance | | |
| 335 | 6280 · Alarm System | | |
| 66 | 6330 · Water | | |
| 2,661 | 7330 · Insurance | | |
| 5,723 | 5425 · Whse & Equip Depr | 6,162 | |
| 8,299 | 5441 · Vehicle Fuel | 12,000 | cost saving from use of Sunoco cards |
| 3,496 | 5442 · Vehicle Repairs | 11,000 | 8 trucks at $600 ea. For oil changes, $1000 for repairs & $1200 for new tires |
| 7,946 | 5443 · Vehicle Other | | |
| | 5445 · EZ pass | - | |
| 9,429 | 5444 · Truck Depr | 14,000 | increase due to new engine depreciation |
| 2,082 | 5460 · Telephone-Cell | | |
| | 5450 · Insurance | 18,861 | 5% increase |
| 740 | 7301 · Advertising | | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Construction

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| 143 | 7350 · Office Supplies | | |
| 281 | 7360 · Printing | | |
| 150 | 8490 · Fundraising Other Expenses | | |
| 5,765 | 5781 · Volunteer Appreciation | | |
| 117 | 6661 · Food | | |
| | 5480 · Work Group Expenses | - | |
| 21,575 | 5160 · Warehouse materials | | |
| 9,755 | 5470 · Tools | 10,000 | based on 2016-17 |
| 75 | 5490 · Safety Gear | 2,000 | to meet compliance requirements |
| 143 | 7350 · Office Supplies | | |
| 561 | 7375 · Supplies | | |
| | 5446 - Depreciation | | |
| | 5465 · Interest expense | 1,000 | |
| 2,349 | 5485 · Training/Education | 5,000 | |
| 35 | 7355 · Postage | | |
| 1,541 | 5495 · Program Other | - | |
| 459,107 | Total Expense | 1,943,753 | |
| **(441,208)** | Net Income | (790,051) | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## ReStore South

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | Income | | |
| | 4400 · ReStore Income | | |
| *199,693* | 4405 · Taxable Sales | 257,005 | equal to est. 2016-17 sales + 10% |
| *59,842* | 4410 · Tax Exempt Sales | 77,017 | equal to est. 2016-17 sales + 10% |
| *12,687* | 4305 · Event Income | | |
| *1,049* | 4420 · Cash Donations | 1,500 | |
| *1,000* | 4085 · Noncash contributions | | |
| *202* | 4430 · ReStore Contribution | | |
| *533* | 4440 · ReStore Scrap Sales | 600 | |
| | 4445 · ReStore Electronic scrap | - | |
| *(124)* | 4480 · Cash Over/Short | - | |
| *169* | 4490 · NYS Sales Tax Collection Credit | 200 | |
| 275,051 | Total 4400 · ReStore Income | 336,322 | |
| | Expense | | |
| | 6000 · ReStore Expenses | | |
| | 6010 · Payroll | | |
| | 6010.2 · Payroll - South | | |
| *8,063* | Administrative payroll | 11,050 | see labor allocation |
| *20,385* | 6011.2 · Mkting Manager | 9,376 | John W. |
| *29,683* | 6020.2 · Manager - South | | |
| *26,076* | 6030.2 · Asst Manager | 29,640 | Amir |
| *18,793* | 6035.2 · Floater | 17,139 | currently Chris Plumb |
| *19,082* | 6040.2 · Truck Driver 1 | - | Maurice, not DOT qualified |
| *14,308* | 6042.2 · Truck Driver 2 | - | Kalan has other FT job |
| 136,390 | Total 6010.2 · Payroll - South | 67,205 | |
| | as % of revenue | 20% | |
| | Payroll Expenses | | |
| *21,678* | 6052 · Employer Assessment | 10,681 | FICA, SS, SUTA, FUTA, WC |
| *19,602* | 6054 · Benefits | 10,745 | based on June '17 benefit elections |
| *4,500* | 6056 · Payroll Administration Fee | 2,012 | |
| | 6058 · Set Up Fees | - | one-time set up fee paid in FY17 |
| 45,780 | Total 6050 · Payroll Expenses | 23,438 | |
| *828* | 6100 · Advertising | 5,000 | |
| *2,067* | 4310 · Event Cost | | |
| | 6150 · Restore Materials purch to sell | 905 | |
| *7,500* | 6210 · Rent | | no warehouse |
| *8,835* | 6230 · Interest Expense | 10,000 | Mortgage interest |
| *749* | 6235 · Mtg Costs Amortization | 984 | |
| *7,417* | 6240 · Building Depreciation | 9,739 | |
| *847* | 6250 · Insurance | 9,470 | |
| *4,853* | 6260 · Trash Pickup | 6,113 | |
| *1,750* | 6265 · Snowplowing | 2,625 | |
| *2,333* | 6270 · Building Maintenance | 1,218 | |
| *482* | 6280 · Alarm System | 997 | |
| *550* | 6290 · Sprinkler System Repairs & Insp | 465 | |
| 38,211 | Subtotal | 47,516 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## ReStore South

| *FY17 YTD Apr. 2017* | | 17/18 Budget Final | Calculation |
|---|---|---|---|
| | 6300 · Utilities | | |
| 4,797 | 6310 · Electricity | 5,334 | |
| 2,538 | 6320 · Natural Gas | 2,243 | |
| 843 | 6330 · Water | 1,263 | |
| 8,178 | Total 6300 · Utilities | 8,840 | |
| | | | |
| *1,801* | 6400 · Vehicles | | |
| *3,835* | 6410 · Fuel | 5,663 | |
| *588* | 6420 · Maintenance | 5,000 | |
| *78* | 6450 · EZ pass a | 150 | |
| 2,364 | 6430 · Insurance/Other | - | |
| *4,678* | 6440 · Truck depreciation | 7,100 | |
| 13,344 | Total 6400 · Vehicles | 17,913 | |
| | | | |
| | 6500 · Telephones | | |
| *443* | 6510 · Office Phones | 489 | |
| *1,061* | 6520 · Cell Phones | 1,431 | |
| 1,504 | Total 6500 · Telephones | 1,920 | |
| | | | |
| *1,260* | 6600 · Office Expenses | 2,500 | |
| *25* | 6605 · Bank Service Charge | 50 | |
| *2,992* | 6610 · Credit Card Fees | 3,400 | |
| *85* | 6620 · Dues and Subscriptions | 69 | |
| *104* | 6625 · Licenses and Permits | 104 | |
| *328* | 5470 · Tools | | |
| *515* | 5490 · Safety Gear | | |
| *60* | 6630 · Employee Safety Gear | 250 | |
| | 6640 · Forklift repairs | 300 | |
| *235* | 6650 · Internet | 230 | |
| *288* | 6660 · Kitchen Expenses | 900 | |
| *436* | 6661 · Food | 1,200 | |
| *234* | 6800S · Volunteer Appreciation - Other | | |
| *30* | 6670 · Office Equip Depreciation | 140 | |
| *182* | 6690 · Postage - ReStore | 250 | |
| *180* | 6700 · Training/Education - ReStore | 1,000 | |
| *1,635* | 6710 · Sales supplies | 2,000 | |
| *146* | 6810 · Miscellaneous | 700 | |
| 8,735 | Subtotal | 13,093 | |
| | | | |
| 252,142 | Total Expense | 179,925 | |
| | Total expenes as % of total revenue | 53.5% | |
| | | | |
| 22,909 | *NET INCOME* | 156,397 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## ReStore North

| *FY17 YTD Apr. 2017* | Account | 17/18 Budget Final | 2017-18 Calculation |
|---|---|---|---|
| *292,587* | 4405 · Taxable Sales | 376,559 | equal to est. 2016-17 sales + 10% |
| *43,335* | 4410 · Tax Exempt Sales | 55,772 | equal to est. 2016-17 sales + 10% |
| *954* | 4305 · Event Income | | |
| *463* | 4420 · Cash Donations | 500 | |
| | 4430 · ReStore Contribution | | |
| *253* | 4440 · ReStore Scrap Sales | 500 | |
| *107* | 4445 · ReStore Electronic scrap | - | |
| *25* | 4480 · Cash Over/Short | - | |
| *188* | 4490 · NYS Sales Tax Collection Credit | 200 | |
| *(3,276)* | Cost of goods sold | | |
| 334,636 | Total Income | 433,532 | |
| | Expense | | |
| | 6010 · Payroll | | |
| *8,063* | Administrative payroll | 11,050 | see labor allocation |
| *20,385* | 6011.1 · Mkting Manager | 9,376 | John W. |
| *34,037* | 6020.1 · Manager - North | 41,808 | Dan |
| *26,240* | 6030.1 · Asst Manager | 29,640 | John P. |
| *16,543* | 6035.1 · Floater - North | 17,139 | Padriac |
| *16,006* | 6040.1 · Truck Driver 1 | 25,979 | Senad |
| *20,050* | 6042.1 · Truck Driver 2 | 23,899 | Steve |
| *10,388* | 6045.2 · Temporary Help | - | |
| 151,712 | Total 6010.1 · Payroll - North | 158,891 | |
| 45.3% | | 36.7% | of revenues |
| | 6050 · Payroll Expenses | | |
| *22,318* | 6052 · Employer Assessment | 25,842 | FICA, SS, SUTA, FUTA, WC |
| *14,167* | 6054 · Benefits | 18,533 | based on June '17 benefit elections |
| *4,358* | 6056 · Payroll Administration Fee | 4,820 | |
| | 6058 · Set Up Fees | | one-time set up fee paid in FY17 |
| 40,843 | Total 6050 · Payroll Expenses | 49,194 | |
| *133* | 6100 · Advertising | 5,000 | |
| | 6150 · Restore Materials purch to sell | 8,525 | |
| *29,878* | 6210 · Rent | 33,283 | |
| *847* | 6250 · Insurance | 4,538 | |
| *3,355* | 6260 · Trash Pickup | 3,909 | |
| *448* | 6270 · Building Maintenance | 450 | |
| *400* | 6280 · Alarm System | 520 | |
| | 6290 · Sprinkler System Repairs & Insp | | |
| *35,061* | | 56,225 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## ReStore North

| *FY17 YTD Apr. 2017* | Account | 17/18 Budget Final | 2017-18 Calculation |
|---|---|---|---|
| | 6300 · Utilities | | |
| 2,525 | 6310 · Electricity | 3,617 | |
| 2,866 | 6320 · Natural Gas | 3,207 | |
| 881 | 6330 · Water | 809 | |
| 6,272 | Total 6300 · Utilities | 7,633 | |
| | 6400 · Vehicles | | |
| *3,773* | 6410 · Fuel | 5,041 | |
| *1,159* | 6420 · Maintenance | 2,400 | |
| *2,073* | 6430 · Insurance/Other | | |
| *5,397* | 6440 · Truck depreciation | 7,100 | |
| *297* | 6450 · EZ pass | 350 | |
| 12,699 | Total 6400 · Vehicles | 14,891 | |
| | 6500 · Telephones | | |
| *618* | 6510 · Office Phones | 803 | |
| *608* | 6520 · Cell Phones | 848 | |
| 1,226 | Total 6500 · Telephones | 1,651 | |
| *1,553* | 4310 · Event Cost | | |
| *501* | 6600 · Office Expenses | 850 | |
| *8* | 6605 · Bank Service Charge | 50 | |
| *4,058* | 6610 · Credit Card Fees | 4,000 | |
| *52* | 6620 · Dues and Subscriptions | 40 | |
| *104* | 6625 · Licenses and Permits | 125 | |
| | 6630 · Employee Safety Gear | 250 | |
| *450* | 6650 · Internet | 540 | |
| *45* | 6660 · Kitchen Expenses | 50 | |
| *1,438* | 6661 · Food | 1,300 | |
| *30* | 6670 · Office Equip Depreciation | 1,000 | |
| *25* | 6690 · Postage - ReStore | 250 | |
| *180* | 5485 · Training/Education | 1,000 | |
| *56* | 5470 · Tools | | |
| *190* | 6630 · Employee Safety Gear | | |
| *375* | 5490 · Safety Gear | 250 | |
| *826* | 6710 · Sales supplies | 2,000 | |
| *1,224* | 6810 · Miscellaneous | - | |
| *11,115* | | 11,705 | |
| 258,928 | Total 6000 · ReStore Expenses | 300,191 | |
| | Total expenes as % of total revenue | 69.2% | |
| *75,708* | *NET INCOME* | 133,341 | |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | ALLOCATED | | BIANCHI OVERFIELD | | | |
|---|---|---|---|---|---|---|
| | **Bianchi, Teresa O** | **Overfield, Matthew M** | **Smith, Cheryl Ann** | **Lawson, Stephanie R** | **Angela Watson** | **John Kordrupel** |
| **WC - NYSIF RATES** | 2.40% | 2.40% | 2.40% | 2.40% | 2.40% | |
| Hrly Wage | | | $ 19.31 | $ 20.67 | $ 16.00 | |
| **Annual Wage** | 85,000 | 68,000 | 40,165 | 42,994 | 33,280 | 45,000 |
| Taxes | | | | | | |
| WC - NYSIF | 2,040 | 1,632 | 964 | 1,032 | 799 | - |
| WC - NYSIF surcharge | 292 | 292 | 292 | 292 | 292 | 292 |
| SS / FICA (6.75%) | 5,738 | 4,590 | 2,711 | 2,902 | 2,246 | 3,038 |
| SUTA (4.75% on $10,900) | 518 | 518 | 518 | 518 | 518 | 518 |
| FUTA (6% on $7,000) | 420 | 420 | 420 | 420 | 420 | 420 |
| **Subtotal Taxes** | 9,008 | 7,452 | 4,905 | 5,164 | 4,275 | 4,268 |
| **Healthcare contribution** | 4,188 | 3,886 | 1,800 | 7,729 | 3,500 | 7,729 |
| **PEO fee** | 936 | 936 | 936 | 936 | 936 | 936 |
| **Total Annual Cost** | 99,132 | 80,274 | 47,806 | 56,823 | 41,991 | 57,933 |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | 70% | 20% | |
|---|---|---|---|
| | **Bianchi** | **Overfield** | **TOTAL ADMIN** |
| **WC - NYSIF RATES** | | | |
| Hrly Wage | | | |
| **Annual Wage** | 59,500 | 13,600 | **234,538** |
| Taxes | | | |
| WC - NYSIF | | | |
| WC - NYSIF surcharge | | | |
| SS / FICA (6.75%) | | | |
| SUTA (4.75% on $10,900) | | | |
| FUTA (6% on $7,000) | | | |
| **Subtotal Taxes** | 6,305 | 1,490 | **26,408** |
| **Healthcare contribution** | 2,932 | 777 | **24,467** |
| **PEO fee** | 655 | 187 | 4,586 |
| **Total Annual Cost** | 69,392 | 16,055 | 290,000 |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| | | | | | | 20% | |
| | | | | | | 60% | |
| | Sisson, Edward F | Strausser, Thomas L. | Drumsta, Charles M. | Lewis, David | Weiss, Barry | ADMIN | TOTAL CONSTR. |
| **WC - NYSIF RATES** | 17.81% | 17.81% | 17.81% | 17.81% | 17.81% | | |
| | | | | *2hrs/wk* | | | |
| Hrly Wage | $ 17.00 | $ 19.00 | $ 21.45 | $ 35.00 | | | |
| **Annual Wage** | 35,360 | 39,520 | 44,616 | 3,640 | 50,000 | 57,800 | **230,936** |
| Taxes | | | | | | | |
| WC - NYSIF | 6,298 | 7,039 | 7,946 | 648 | 8,905 | | |
| WC - NYSIF surcharge | 292 | 292 | 292 | - | 292 | | |
| SS / FICA (6.75%) | 2,387 | 2,668 | 3,012 | 246 | 3,375 | | |
| SUTA (4.75% on $10,900) | 518 | 518 | 518 | 173 | 518 | | |
| FUTA (6% on $7,000) | 420 | 420 | 420 | 420 | 420 | | |
| **Subtotal Taxes** | 9,915 | 10,936 | 12,188 | 1,487 | 13,510 | 6,273 | **48,036** |
| **Healthcare contribution** | 1,800 | 4,188 | 7,729 | - | 1,800 | 3,169 | **15,517** |
| **PEO fee** | 936 | 936 | 936 | 936 | 936 | 749 | 936 |
| **Total Annual Cost** | 48,011 | 55,580 | 65,469 | 6,063 | 66,246 | 67,991 | 295,425 |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | | |
|---|---|---|
| | | 5% |
| | | 10% |

| | ALLOCATED 50/50 STORES | | SOUTH STORE | | | | |
|---|---|---|---|---|---|---|---|
| | Walzak, John | Murray, Padraic M. | Skopljak, Amir | Walzak, John | Murray, Padraic M. | ADMIN | TOTAL SOUTH STORE |
| **WC - NYSIF RATES** | 5.76% | 5.76% | 5.76% | | | | |
| Hrly Wage | $ 24.04 | $ 16.48 | $ 14.25 | | | | |
| **Annual Wage** | 18,751 | 34,278 | 29,640 | 9,376 | 17,139 | 11,050 | **67,205** |
| Taxes | | | | | | | |
| WC - NYSIF | 1,080 | 1,974 | 1,707 | | | | |
| WC - NYSIF surcharge | 292 | 292 | 292 | | | | |
| SS / FICA (6.75%) | 1,266 | 2,314 | 2,001 | | | | |
| SUTA (4.75% on $10,900) | 518 | 518 | 518 | | | | |
| FUTA (6% on $7,000) | 420 | 420 | 420 | | | | |
| **Subtotal Taxes** | 3,576 | 5,518 | 4,938 | 1,788 | 2,759 | 1,196 | **10,681** |
| **Healthcare contribution** | 7,729 | 4,188 | 4,188 | 3,865 | 2,094 | 598 | **10,745** |
| **PEO fee** | 936 | 936 | 936 | 468 | 468 | 140 | **2,012** |
| **Total Annual Cost** | 30,992 | 44,921 | 39,702 | 15,496 | 22,460 | 12,984 | **90,643** |

**RESTRUCTURING THE RESTORE LABOR REDUCES LABOR COST BY ~$52,400 COMBINED, SEE BUDGET V3.1**

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | | | | | 5% | |
| | | | | | | | 10% | |
| | North STORE | | | | | | | |
| | Albano, Stephen | Balic, Senad | Buchner, Daniel W. | Pfalzer, John Edward | Walzak, John | Murray, Padraic M. | ADMIN | TOTAL NORTH STORE |
| **WC - NYSIF RATES** | 5.76% | 5.76% | 5.76% | 5.76% | | | | |
| Hrly Wage | $ 11.49 | $ 12.49 | $ 20.10 | $ 14.25 | | | | |
| **Annual Wage** | 23,899 | 25,979 | 41,808 | 29,640 | 9,376 | 17,139 | 11,050 | **158,891** |
| Taxes | | | | | | | | |
| WC - NYSIF | 1,377 | 1,496 | 2,408 | 1,707 | | | | |
| WC - NYSIF surcharge | 292 | 292 | 292 | 292 | | | | |
| SS / FICA (6.75%) | 1,613 | 1,754 | 2,822 | 2,001 | | | | |
| SUTA (4.75% on $10,900) | 518 | 518 | 518 | 518 | | | | |
| FUTA (6% on $7,000) | 420 | 420 | 420 | 420 | | | | |
| **Subtotal Taxes** | 4,220 | 4,480 | 6,460 | 4,938 | 1,788 | 2,759 | 1,196 | **25,842** |
| **Healthcare contribution** | 4,188 | 4,188 | 1,800 | 1,800 | 3,865 | 2,094 | 598 | **18,533** |
| **PEO fee** | 936 | 936 | 936 | 936 | 468 | 468 | 140 | **4,820** |
| **Total Annual Cost** | 33,243 | 35,583 | 51,004 | 37,314 | 15,496 | 22,460 | 12,984 | **208,086** |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Labor Allocation

| | | |
|---|---|---|
| | 100% | |
| | 100% | |
| | GRAND TOTAL | |
| **WC - NYSIF RATES** | | |
| Hrly Wage | | |
| **Annual Wage** | **691,570** | - |
| Taxes | | |
| WC - NYSIF | | |
| WC - NYSIF surcharge | | |
| SS / FICA (6.75%) | | |
| SUTA (4.75% on $10,900) | | |
| FUTA (6% on $7,000) | | |
| **Subtotal Taxes** | **110,967** | - |
| **Healthcare contribution** | **69,261** | - |
| **PEO fee** | **12,355** | - |
| **Total Annual Cost** | **884,153** | - |

# Habitat for Humanity-Buffalo, Inc.
## Proposed 2017/18 Budget
## Homes

**HFHB**
**Budget Development**
**2017-2018**
**Home Construction / Rehab - Transfer costs**

CIP is **material cost only**. Labor and admin are found elsewhere in the budget
Gain (loss) will be used to estimate cost of homes transferred (sold)
Does not include repair projects

| | CIP | Sale Price | Gain (loss) |
|---|---|---|---|
| **FY2017** | | | |
| 61 Wende St. | 113,726 | 70,000 | (43,726) |
| 67 Wende St. | 127,723 | 100,000 | (27,723) |
| 33 Wende St | 111,627 | 105,000 | (6,627) |
| 41 Wende St | 108,208 | 105,000 | (3,208) |
| 45 Wende St | 117,711 | 105,000 | (12,711) |
| | 578,995 | 485,000 | (93,995) |

**FY2018 - to be sold in FY18 Q1**

reference - S:\Finance\MORTGAGE DOCUMENTS\Pre-Sale Worksheets\Sale Calc.- Approval - Mo. Amt Calc_2015 AHC grant homes_June 2017

| | | | | |
|---|---|---|---|---|
| 554 Shirley Ave | 35,159 | 85,000 | 49,841 | |
| 38 Glendale Place | 93,038 | 100,000 | 6,962 | |
| 101 Grey St | 79,346 | 55,524 | (23,822) | |
| 390 Marilla St | 54,790 | 110,000 | 55,210 | |
| 227 Maple St | 94,771 | 75,414 | (19,357) | |
| 667 LaSalle Ave | 54,964 | 26,766 | (28,198) | |
| 290 Germania St. | 63,055 | 82,000 | 18,945 | $10K CIP in FY18 |
| 102 Sussex St | 78,365 | 125,000 | 46,635 | |
| 390 Dewey Ave | 53,905 | 75,000 | 21,095 | $5K CIP in FY18 |
| 579 Sycamore St | 86,274 | 100,000 | 13,726 | $3K CIP in FY18 |
| 95 Vanderbilt St. | 105,344 | 98,000 | (7,344) | |
| **Subtotal** | 799,011 | 932,704 | 133,693 | |
| **# of homes** | **11** | | | |

**FY2018 - to be sold in FY18 Q3/4**

*Assumes no FY18 builds/rehabs close in FY18*

| | | | |
|---|---|---|---|
| 42 Wende St | new build | Hissu, Awal | ahc 2016 budget model 2 |
| 56 Wende St | new build | Mutuyimana, T | ahc 2016 budget model 2 |
| 461 Busti | new build | Mukasakindi, H | ahc 2016 budget model 2 |
| 463 Busti | new build | Samuel, Kenye | ahc 2016 budget model 2 |
| 212 Trenton | Modular | Tossah, Denise | ahc 2016 budget model 1 |
| 84 Maryland | Modular | Soe, Hkin & Wa | ahc 2016 budget model 1 |
| REHAB | | | |
| REHAB | | | |