

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000S · Grants				
4200 · Grant and rebate income	458.50	38,000.00	-37,541.50	-98.8%
Total 4000S · Grants	458.50	38,000.00	-37,541.50	-98.8%
4100S · Contributions				
4010 · Individuals	12,640.00	14,523.00	-1,883.00	-13.0%
4020 · Businesses	80,247.47	84,033.86	-3,786.39	-4.5%
4030 · Churches	2,129.57	3,861.80	-1,732.23	-44.9%
4040 · Foundations/Trusts	4,611.38	22,498.89	-17,887.51	-79.5%
4050 · Organizations/Schools	2,554.47	3,499.56	-945.09	-27.0%
4060 · Misc Cash Donations - HFHI	2,600.00	25,500.00	-22,900.00	-89.8%
4080 · Contributed Services	525.00	0.00	525.00	100.0%
4085 · Noncash contributions	21,780.51	0.00	21,780.51	100.0%
4090 · In-Kind Contrib - Warehouse Mat	1,541.16	2,578.25	-1,037.09	-40.2%
4420 · Cash Donations	968.35	3,015.00	-2,046.65	-67.9%
4430 · ReStore Contribution	1.37	944.02	-942.65	-99.9%
Total 4100S · Contributions	129,599.28	160,454.38	-30,855.10	-19.2%
4300S · Fundraising Activities				
4305 · Event Income	1,964.99	865.00	1,099.99	127.2%
4405 · Taxable Sales	165,344.62	186,752.36	-21,407.74	-11.5%
4410 · Tax Exempt Sales	36,524.87	41,726.12	-5,201.25	-12.5%
4440 · ReStore Scrap Sales	208.06	513.15	-305.09	-59.5%
4480 · Cash Over/Short	-138.20	-94.66	-43.54	-46.0%
Total 4300S · Fundraising Activities	203,904.34	229,761.97	-25,857.63	-11.3%
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	2,228.87	24.65	2,204.22	8,942.1%
4385 · Interest Income	210.89	364.14	-153.25	-42.1%
4394 · Unrealized Gain on Sale	-898.80	214.31	-1,113.11	-519.4%
4490 · NYS Sales Tax Collection Credit	200.00	200.00	0.00	0.0%
Total 4900S · Other	1,740.96	803.10	937.86	116.8%
Total Income	335,703.08	340,723.45	-5,020.37	-1.5%
Gross Profit	335,703.08	340,723.45	-5,020.37	-1.5%
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	11,338.37	11,630.81	-292.44	-2.5%
5250 · Construction Supervisors	42,903.83	46,578.48	-3,674.65	-7.9%
5290 · Americorp	5,294.14	5,682.54	-388.40	-6.8%
5551 · Exec Director-Salary	20,077.24	1,846.16	18,231.08	987.5%
5554 · Office Mgr-Salary	9,194.80	9,450.00	-255.20	-2.7%
5556 · Accounting-Salary	11,556.42	6,174.69	5,381.73	87.2%
5557 · Volunteer Coordinator	3,945.00	0.00	3,945.00	100.0%
5558 · Translator - Salary	0.00	0.00	0.00	0.0%
5561 · Family Services Coordinator	10,659.12	0.00	10,659.12	100.0%
6011.1 · Mkting Manager	5,961.52	4,911.84	1,049.68	21.4%
6011.2 · Mkting Manager s	5,961.55	4,911.84	1,049.71	21.4%
6020.1 · Manager - North	9,681.92	9,991.65	-309.73	-3.1%
6020.2 · Manager - South	8,175.00	8,480.81	-305.81	-3.6%
6030.1 · Asst Manager	7,491.25	7,124.00	367.25	5.2%
6030.2 · Asst Manager S	7,178.63	6,909.50	269.13	3.9%
6035.1 · Floater - North	4,830.50	4,932.24	-101.74	-2.1%
6035.2 · Floater	4,830.50	4,932.24	-101.74	-2.1%
6040.1 · Truck Driver 1	2,114.16	5,922.93	-3,808.77	-64.3%
6040.2 · Truck Driver 1 S	5,235.00	5,120.00	115.00	2.3%
6042.1 · Truck Driver 2	5,473.19	5,474.32	-1.13	0.0%
6042.2 · Truck Driver 2 S	5,588.00	5,544.00	44.00	0.8%
6045.2 · Temporary Help	831.60	0.00	831.60	100.0%
Total 6000S · Salary & Wages	188,321.74	155,618.05	32,703.69	21.0%
6100S · Payroll Taxes & Benefits				
5352 · Payroll-P/R Assessments	29,037.95	18,777.17	10,260.78	54.6%
5354 · Payroll- Benefits	14,369.84	5,510.98	8,858.86	160.8%
5661 · Exec Director-Benefits	0.00	-153.80	153.80	100.0%
5664 · Office Manager-Benefits	0.00	393.49	-393.49	-100.0%
5666 · Accounting-Benefits	0.00	-208.28	208.28	100.0%
5671 · Exec Directorf-Payroll Assess	0.00	152.77	-152.77	-100.0%
5674 · Office Mgr-Payroll Assess	0.00	891.94	-891.94	-100.0%
5676 · Accounting-Employer Assess	0.00	124.73	-124.73	-100.0%
5678 · Translate - Payroll Assessments	0.00	0.00	0.00	0.0%
6052 · Employer Assessment	0.00	12,697.94	-12,697.94	-100.0%
6054 · Benefits	0.00	2,650.94	-2,650.94	-100.0%
Total 6100S · Payroll Taxes & Benefits	43,407.79	40,837.88	2,569.91	6.3%
6200S · Facilities				
5420 · Warehouse Repairs	4,320.14	105.00	4,215.14	4,014.4%
5430 · Warehouse Utilities	2,052.12	1,046.83	1,005.29	96.0%
5450 · Insurance a	0.00	10,700.33	-10,700.33	-100.0%
5460 · Telephone-Cell	513.72	0.00	513.72	100.0%
6210 · Rent	11,799.68	11,338.11	461.57	4.1%
6250 · Insurance b	0.00	8,053.75	-8,053.75	-100.0%
6260 · Trash Pickup	3,224.06	2,810.94	413.12	14.7%
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	242.23	304.63	-62.40	-20.5%
6290 · Sprinkler System Repairs & Insp	131.25	131.25	0.00	0.0%
6310 · Electricity	2,615.14	2,236.49	378.65	16.9%
6320 · Natural Gas	0.00	30.89	-30.89	-100.0%
6330 · Water	315.06	455.05	-139.99	-30.8%
6510 · Office Phones	249.09	249.36	-0.27	-0.1%
6520 · Cell Phones	326.21	702.76	-376.55	-53.6%
6650 · Internet a	202.89	205.11	-2.22	-1.1%
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	227.42	201.05	26.37	13.1%
7373 · Repairs & Maint - office	161.22	1,127.51	-966.29	-85.7%
7380 · Telephone-Office	1,074.94	896.84	178.10	19.9%
Total 6200S · Facilities	29,946.02	46,928.28	-16,982.26	-36.2%

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6300S · Vehicle Expense				
5441 · Vehicle Fuel	2,707.76	-132.17	2,839.93	2,148.7%
5442 · Vehicle Repairs	2,779.95	0.00	2,779.95	100.0%
5443 · Vehicle Other	2,753.35	0.00	2,753.35	100.0%
5445 · EZ pass	0.00	50.00	-50.00	-100.0%
6410 · Fuel	2,311.96	2,649.30	-337.34	-12.7%
6420 · Maintenance	216.64	1,244.82	-1,028.18	-82.6%
6430 · Insurance/Other	1,680.30	2,119.64	-439.34	-20.7%
6450 · EZ pass a	50.00	50.00	0.00	0.0%
6300S · Vehicle Expense - Other	11.95	0.00	11.95	100.0%
Total 6300S · Vehicle Expense	12,511.91	5,981.59	6,530.32	109.2%
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	3,591.21	289.98	3,301.23	1,138.4%
6150 · Restore Materials purch to sell	0.00	233.04	-233.04	-100.0%
8380 · Fundraising Newsletters	0.00	3,344.45	-3,344.45	-100.0%
8490 · Fundraising Other Expenses	5,650.82	262.00	5,388.82	2,056.8%
Total 6700S · Fundraising Expense	9,242.03	4,129.47	5,112.56	123.8%
6800S · Volunteer Appreciation				
5781 · Volunteer Appreciation	5,099.22	568.74	4,530.48	796.6%
6660 · Kitchen Expenses	237.59	247.50	-9.91	-4.0%
6661 · Food	698.00	777.60	-79.60	-10.2%
7340 · Meals & Entertainment	0.00	93.35	-93.35	-100.0%
6800S · Volunteer Appreciation - Other	260.52	0.00	260.52	100.0%
Total 6800S · Volunteer Appreciation	6,295.33	1,687.19	4,608.14	273.1%
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	-729.47	10,022.77	1,374.0%
5470 · Tools	2,760.51	313.66	2,446.85	780.1%
6600 · Office Expenses a	1,058.27	641.13	417.14	65.1%
6630 · Employee Safety Gear	0.00	183.93	-183.93	-100.0%
6710 · Sales supplies	0.00	109.35	-109.35	-100.0%
7345 · Office Expenses	1,165.69	0.00	1,165.69	100.0%
7350 · Office Supplies	2,539.81	2,539.71	0.10	0.0%
7375 · Supplies	0.00	104.00	-104.00	-100.0%
Total 7000S · Supplies/Equipment	16,817.58	3,162.31	13,655.27	431.8%
7200S · Depreciation				
5425 · Whse & Equip Depr	1,600.05	1,600.05	0.00	0.0%
5444 · Truck Depr	3,143.04	3,143.04	0.00	0.0%
6240 · Building Depreciation	2,472.30	2,472.30	0.00	0.0%
6440 · Truck depreciation	2,561.67	2,561.67	0.00	0.0%
6670 · Office Equip Depreciation	41.58	41.58	0.00	0.0%
7320 · Deprec Exp	336.09	336.09	0.00	0.0%
Total 7200S · Depreciation	10,154.73	10,154.73	0.00	0.0%

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7300S · Travel & Seminars				
5485 · Training/Education	375.00	751.00	-376.00	-50.1%
7385 · Training	1,375.97	390.00	985.97	252.8%
Total 7300S · Travel & Seminars	1,750.97	1,141.00	609.97	53.5%
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%
7500S · Postage				
6690 · Postage - ReStore	150.00	306.00	-156.00	-51.0%
7355 · Postage	701.79	764.59	-62.80	-8.2%
8350 · Fundraising Postage & Freight	0.00	1,118.16	-1,118.16	-100.0%
7500S · Postage - Other	6.45	0.00	6.45	100.0%
Total 7500S · Postage	858.24	2,188.75	-1,330.51	-60.8%
7600S · Professional Fees				
5140 · Bad debt expense	0.00	892.67	-892.67	-100.0%
5356 · Payroll-Fees	5,481.75	2,001.94	3,479.81	173.8%
5405 · AHC Developer's Fee	0.00	5,000.00	-5,000.00	-100.0%
5681 · Exec Director-Fees	0.00	40.96	-40.96	-100.0%
5684 · Office Managerl-Fees	0.00	301.56	-301.56	-100.0%
5686 · Accounting-Fees	0.00	91.24	-91.24	-100.0%
5688 · Translator - fees	0.00	0.00	0.00	0.0%
5740 · Credit Report Fees	147.00	277.65	-130.65	-47.1%
5775 · AmeriNational Fees	9,060.00	7,231.50	1,828.50	25.3%
5777 · Foreclosure Expenses	2,120.00	5,842.30	-3,722.30	-63.7%
6056 · Payroll Administration Fee	0.00	2,932.78	-2,932.78	-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	23,264.25	28,990.60	-5,726.35	-19.8%
7800S · Interest Expense				
6230 · Interest Expense	2,701.18	2,870.20	-169.02	-5.9%
6235 · Mtg Costs Amortization	249.66	249.66	0.00	0.0%
6605 · Bank Service Charge	27.40	34.20	-6.80	-19.9%
6610 · Credit Card Fees a	2,081.13	1,482.80	598.33	40.4%
7305 · Bank Fee	188.85	88.16	100.69	114.2%
7315 · Credit Card Fees	0.00	58.90	-58.90	-100.0%
Total 7800S · Interest Expense	5,248.22	4,783.92	464.30	9.7%
8000S · Other Expenses				
5495 · Program Other	38.55	130.67	-92.12	-70.5%
5780 · Other Program Support	9,332.55	29.37	9,303.18	31,675.8%
6810 · Miscellaneous	796.91	471.55	325.36	69.0%
7325 · Executive Director's Expenses	460.89	0.00	460.89	100.0%
7390 · Other Expense	771.71	435.03	336.68	77.4%
Total 8000S · Other Expenses	11,400.61	1,066.62	10,333.99	968.9%
Total Expense	401,587.18	238,146.26	163,440.92	68.6%
Net Ordinary Income	-65,884.10	102,577.19	-168,461.29	-164.2%
Net Income	-65,884.10	102,577.19	-168,461.29	-164.2%