

**HFHB**  
**Controller Report to Board of Directors**  
**January 4, 2018**  
**For the period July 1 thru December 15, 2017**

**Cash Flow**

We paid off our line of credit in October. Currently, our cash position is sufficient to ensure we will not need to draw on our line of credit in the near future; however, it is likely we will need to draw on the line before the end of the fiscal year to meet the build schedule.

**ReStore Program**

We have realized the expected seasonal sales dip from Thanksgiving through the New Year. Year to date, the ReStores net income of \$185,500 has surpassed the previous year in its entirety (\$109,700). We expect the ReStore Program to net \$350,000 this fiscal year.

**Construction**

We currently have 11 homes in process, not including 42 Wende our 300<sup>th</sup> home which is wrapping up. We have 2 home closings scheduled in January and another 6 slated for February. One home will be occupied, but not sold until the next grant cycle.

Year to date construction in process spend has been \$519,300. Cost of the homes sold in October was \$115,700. October home sales were \$198,300. Most of the homes we are selling this year were completed in the prior year – this is the normal flow / timing.

As of August, we are recognizing the direct cost of Construction Supervisor labor in CIP (an asset) not on the income statement as an expense.

We completed one repair project, a new roof on a Habitat Home at a cost of approx. \$7,600. We provided the homeowner with a 10-year repayment contract.

**Development**

We conducted two appeals and distributed two newsletters this year. Both the appeals and the newsletters had less than projected fiscal returns. Contributions are trending down, driven by lower business and church donations; ironically, individual donations are trending up over a 3 year period. Development income is expected to fall short of projections by as much as \$100,000.

**Family Services**

We successfully migrated our mortgage servicing from AmeriNat to NW Bank. The transition has not been without its bumps; however, we have been able to help the home-owners with the change and we continue to work closely with NW bank on mortgage reporting and monitoring. We now have daily access to our mortgage receipts, which will have a positive cash-flow affect. Also, we now have custody of home-owners escrow, previously AmeriNat had custody of the funds. These funds are not at our disposal for any purpose.

HFHB  
Proforma Cash Flow  
January 2017

Operating Checking Account	APPROVED BUDGET	Jul - Aug '17 Actual	Sept-17 Actual	Oct - Dec '17 Actual	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18
Beginning Balance		24,865	154,406	11,566	11,566	2,419	36,169	163,337	38,400	12,999
<b>RECEIPTS</b>										
Mortgages and rents		90,207	45,094	192,808	61,000	39,646	39,922	39,646	39,922	39,646
Escrow Deficit - AmeriNat		3,721	(2,832)	4,561						
Mortgage Payoffs		54,750	8,739							
Sale of 111 Domedian		25,954								
Grant & Rebate income	423,400	204,800	3,990	12,000	24,462	122,462	171,462	2,423	2,423	7,395
Contributions	544,250	36,482	8,824	67,430	15,425	26,925	29,925	19,425	43,925	35,875
House Sponsorships	255,000	108,300	15,000	90,000			80,000		75,000	
Fundraising	71,250	2,500	6,250	13,326	-	18,750	18,750	-	-	-
ReStore Receipts, net of COGS	769,853	141,130	79,350	234,618	49,225	49,225	75,450	75,450	75,450	75,453
Investment Income	8,645			-	-	-	-	-	-	-
Other		2,083	1,061	528						
<b>Total Cash Receipts</b>	<b>2,072,398</b>	<b>669,927</b>	<b>165,476</b>	<b>615,271</b>	<b>150,112</b>	<b>257,008</b>	<b>415,509</b>	<b>136,944</b>	<b>236,720</b>	<b>158,369</b>

HFHB  
Proforma Cash Flow  
January 2017

Operating Checking Account	APPROVED BUDGET	Jul - Aug '17 Actual	Sept-17 Actual	Oct - Dec '17 Actual
<b>DISBURSEMENTS</b>				
<b>Non-Expense Outflows</b>				
Construction In Progress		179,683	101,258	142,922
Escrow and reimbursable closing costs				11,754
Sales Tax Payable			15,910	17,155
Renters/Homeowner Insurance		2,210	488	6,348
Other non-expense outflows		500	67,035	
<b>Total Non-Expense Outflows</b>	<b>-</b>	<b>182,393</b>	<b>184,691</b>	<b>178,179</b>
<b>Expenses:</b>				
Major Repair Prog. Expense	20,000			
Other Expenses	7,000	956	1,532	1,101
<b>Total Expenses</b>	<b>1,524,954</b>	<b>207,993</b>	<b>123,625</b>	<b>320,838</b>
<b>TRANSFERS</b>				
LOC - Draw / (Repayment)		(150,000)	-	(50,000)
<b>Net Transfers</b>		<b>(150,000)</b>	<b>-</b>	<b>(50,000)</b>
<b>ENDING BALANCE - OPERATING CHECKING</b>		<b>154,406</b>	<b>11,566</b>	<b>77,820</b>
			-	
LOC - Outstanding balance		50,000	50,000	-

Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18
43,612	121,237	153,139	128,139	150,000	150,000
		13,000			14,000
600	600	600	-	-	600
<b>44,212</b>	<b>121,837</b>	<b>166,739</b>	<b>128,139</b>	<b>150,000</b>	<b>164,600</b>
			5,000	5,000	5,000
-	1,250	-	1,500	-	500
<b>115,047</b>	<b>101,422</b>	<b>121,602</b>	<b>133,743</b>	<b>112,122</b>	<b>106,417</b>
					100,000
<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>100,000</b>
<b>2,419</b>	<b>36,169</b>	<b>163,337</b>	<b>38,400</b>	<b>12,999</b>	<b>351</b>
<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>100,000</b>



Habitat for Humanity-Buffalo, Inc.  
Balance Sheet Prev Year Comparison  
As of December 31, 2017

	Dec 31, 2017	Dec 31, 2016	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Demand accounts - Key Bank, M&T	104,647	64,302	40,345	62.7%
1040 · KeyBank - Money Market *858	50,727	140,559	(89,832)	-63.9%
1060 · Key Investment Services	7,257	3,761	3,496	93.0%
1070 · NW Bank Mortg Escrow *5400	81,400		81,400	100.0% A
1071 · NW Bank Principal *5392	55,291		55,291	100.0% B
1090 · KeyBank - Escrow *643		670	(670)	-100.0%
<b>Total Checking/Savings</b>	<b>299,322</b>	<b>209,292</b>	<b>90,030</b>	<b>43.0%</b>
<b>Accounts Receivable</b>	<b>5,067</b>	<b>1,057</b>	<b>4,010</b>	<b>379.4%</b>
<b>Other Current Assets</b>				
<b>1100 · Marketable Securities</b>				
1110 · Allowance for Adj to Market Sec	30,886	2,374	28,512	1201.0%
1100 · Marketable Securities - Other	219,104	220,779	(1,675)	-0.8%
<b>Total 1100 · Marketable Securities</b>	<b>249,990</b>	<b>223,153</b>	<b>26,837</b>	<b>12.0%</b>
<b>1150 · Gift Cards</b>	<b>364</b>	<b>5,724</b>	<b>(5,360)</b>	<b>-93.6%</b>
<b>1270 · Prepaid expenses</b>	<b>8,251</b>	<b>108</b>	<b>8,143</b>	<b>7539.8%</b>
<b>1300 · Construction in Progress</b>				
1310 · Homes Held for Sale	856,989			
1300 · Construction in Progress - Other	681,057	1,382,205		
<b>Total 1300 · Construction in Progress</b>	<b>1,538,046</b>	<b>1,382,205</b>	<b>155,841</b>	<b>11.3%</b>
1715 · Closing Costs, Refundable	20,515	373	20,142	5400.0%
<b>Total Other Current Assets</b>	<b>1,817,166</b>	<b>1,611,563</b>	<b>205,603</b>	<b>12.8%</b>
<b>Total Current Assets</b>	<b>2,121,555</b>	<b>1,821,912</b>	<b>299,643</b>	<b>16.4%</b>
<b>Fixed Assets, net of Accum. Deprec.</b>	<b>437,395</b>	<b>474,362</b>	<b>(36,967)</b>	<b>-7.8%</b>
<b>Other Assets</b>				
1610 · Mortgage Receivable	3,058,993	2,872,547	186,446	6.5%
Other Homeowner Receivables	11,029	23,803	(12,774)	-53.7%
<b>Total Other Assets</b>	<b>3,070,022</b>	<b>2,896,350</b>	<b>173,672</b>	<b>6.0%</b>
<b>TOTAL ASSETS</b>	<b>5,628,972</b>	<b>5,192,624</b>	<b>436,348</b>	<b>8.4%</b>

NOTES

Habitat for Humanity-Buffalo, Inc.  
Balance Sheet Prev Year Comparison  
As of December 31, 2017

	Dec 31, 2017	Dec 31, 2016	\$ Change	% Change
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Accounts Payable	28,083	53,044	(24,961)	-47.1%
Credit Cards	9,381	10,493	(1,112)	-10.6%
<b>Other Current Liabilities</b>				
2200 · Sales tax payable	3,242	2,862	380	13.3%
2300 · Escrow	100,517		100,517	100.0% <sup>B</sup>
2400 · Rent & Down Payments	67,304	15,277	52,027	340.6%
<b>Total Other Current Liabilities</b>	<u>171,063</u>	<u>18,139</u>	<u>152,924</u>	<u>843.1%</u>
<b>Total Current Liabilities</b>	<u>208,527</u>	<u>81,676</u>	<u>126,851</u>	<u>155.3%</u>
<b>Long Term Liabilities</b>				
2500 · Mortgage Payable	230,506	247,429	(16,923)	-6.8%
2600 · Note Payable - land	24,728	24,728		
<b>Total Long Term Liabilities</b>	<u>255,234</u>	<u>272,157</u>	<u>(16,923)</u>	<u>-6.2%</u>
<b>Total Liabilities</b>	<u>463,761</u>	<u>353,833</u>	<u>109,928</u>	<u>31.1%</u>
<b>Equity</b>				
3010 · Retained Earnings	4,716,633	4,981,959	(265,326)	-5.3%
Net Income	448,578	(143,168)	591,746	413.3%
<b>Total Equity</b>	<u>5,165,211</u>	<u>4,838,791</u>	<u>326,420</u>	<u>6.7%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>5,628,972</b></u>	<u><b>5,192,624</b></u>	<u><b>436,348</b></u>	<u><b>8.4%</b></u>

NOTES

**NOTES:**

<sup>A</sup> We now have real time access to our mortgage receipts

<sup>B</sup> We now have custody of the Families escrow funds for bank serviced mortgages - the off-setting liability is in

Habitat for Humanity-Buffalo, Inc.  
Profit & Loss Budget vs. Actual  
July through December 2017

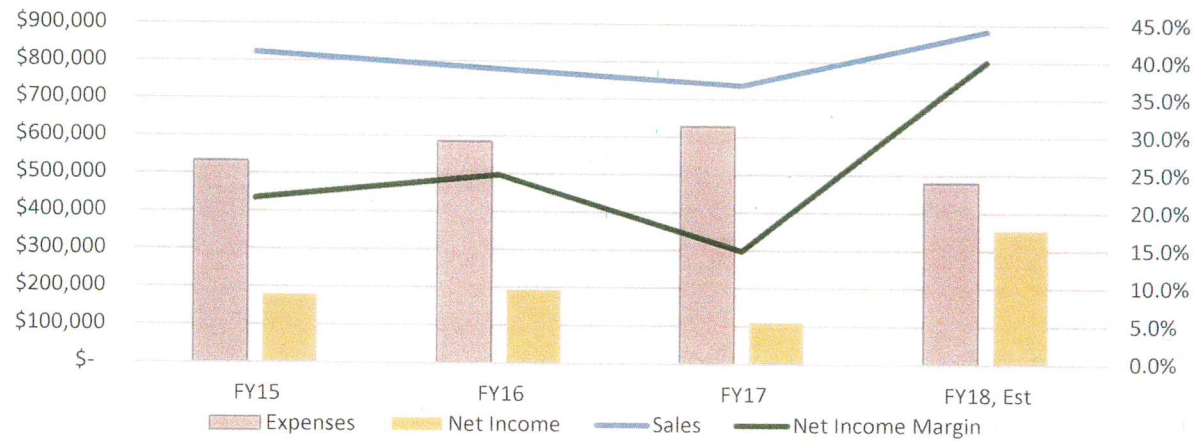
	ADMIN	CONST	DEV	FAM SERV	NORTH	SOUTH	TOTAL			
	Jul - Dec 17	Jul - Dec 17	Jul - Dec 17	Jul - Dec 17	Jul - Dec 17	Jul - Dec 17	Jul - Dec 17	YTD Budget	\$ Over Budget	% Over Budget
<b>Ordinary Income/Expense</b>										
<b>Income</b>										
4300S · Fundraising Activities	200	1,050	24,739		210,582	214,318	450,889	409,950	40,939	10%
4100S · Contributions	16,510	135,291	130,791	1,186	907	974	285,659	355,252	(69,593)	-20%
4200S · House Sponsorships			156,515				156,515	100,000	56,515	57%
4000S · Grants		76,000	26,500	24,794			127,294	405,772	(278,478)	-69%
4500S · Home Sales		223,285					223,285	932,704	(709,419)	-76%
4550S · Other Program Income		6,762					6,762		6,762	100%
4900S · Other	5,257				130	133	5,520	4,326	1,194	28%
<b>Total Income</b>	<b>21,967</b>	<b>442,388</b>	<b>338,545</b>	<b>25,980</b>	<b>211,619</b>	<b>215,425</b>	<b>1,255,924</b>	<b>2,208,004</b>	<b>(952,080)</b>	<b>-43%</b>
<b>Total COGS</b>					2,720		2,720	4,425	(1,705)	-39%
<b>Gross Profit</b>	<b>21,967</b>	<b>442,388</b>	<b>338,545</b>	<b>25,980</b>	<b>208,899</b>	<b>215,425</b>	<b>1,253,204</b>	<b>2,203,579</b>	<b>(950,375)</b>	<b>-43%</b>
<b>Expense</b>										
6000S · Salary & Wages	43,411	77,053	39,364	37,717	75,205	52,078	324,828	367,239	(42,411)	-12%
6100S · Payroll Taxes & Benefits	331	32,287	9,169	7,743	19,830	11,686	81,046	90,111	(9,065)	-10%
7600S · Professional Fees	34,055	39,275	1,343	1,410	2,086	1,280	79,449	137,011	(57,562)	-42%
6200S · Facilities	7,589	11,349	2,994	1,695	27,159	11,803	62,589	73,120	(10,531)	-14%
5000S · Direct Construction Costs		139,848					139,848	415,505	(275,657)	-66%
7200S · Depreciation	2,943	7,345			3,638	8,721	22,647	25,504	(2,857)	-11%
6700S · Fundraising Expense		830	21,241				22,071	25,500	(3,429)	-13%
6300S · Vehicle Expense		10,203	107	137	4,716	3,488	18,651	20,808	(2,157)	-10%
7400S · Dues, Subscriptions & Publns.	15,625	1,160			83	43	16,911	12,804	4,107	32%
7800S · Interest Expense	2,305		264		2,049	7,477	12,095	17,070	(4,975)	-29%
7000S · Supplies/Equipment	2,067	3,936	337	437	1,131	2,961	10,869	15,662	(4,793)	-31%
7300S · Travel & Seminars	1,344	1,227	326	675	144	144	3,860	4,252	(392)	-9%
8000S · Other Expenses	(34)	855	161	730	2,226	54	3,992	1,314	2,678	204%
6800S · Volunteer Appreciation	269	698	2,021		137	196	3,321	5,358	(2,037)	-38%
7500S · Postage	762		289	273			1,324	1,500	(176)	-12%
6600S · Advertising & Marketing			675		450		1,125	5,832	(4,707)	-81%
5300S · Discount on Mortgages Issued								-	-	0%
6900S · Tithes								30,000	(30,000)	-100%
<b>Total Expense</b>	<b>110,667</b>	<b>326,066</b>	<b>78,291</b>	<b>50,817</b>	<b>138,854</b>	<b>99,931</b>	<b>804,626</b>	<b>1,248,590</b>	<b>(443,964)</b>	<b>-36%</b>
<b>Net Income</b>	<b>(88,700)</b>	<b>116,322</b>	<b>260,254</b>	<b>(24,837)</b>	<b>70,045</b>	<b>115,494</b>	<b>448,578</b>	<b>954,989</b>	<b>(506,411)</b>	<b>-53%</b>



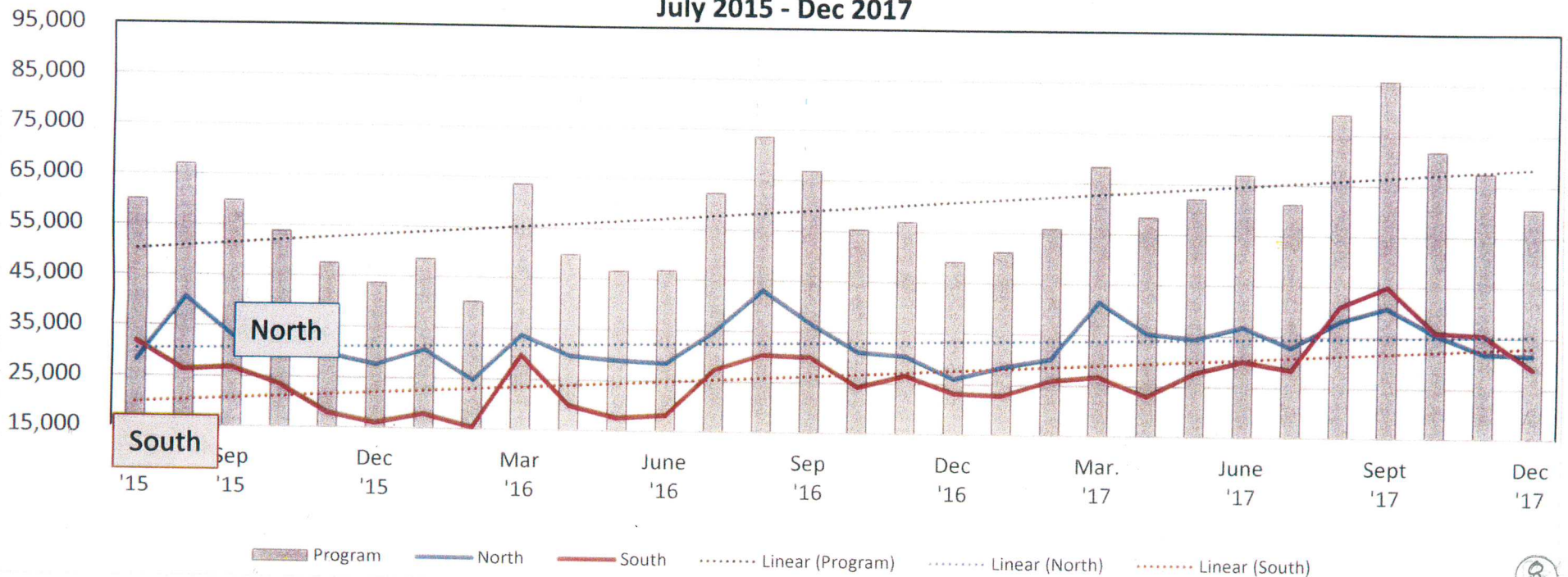
Habitat for Humanity-Buffalo, Inc.  
 Projected Profit & Loss Budget vs. Actual  
 July 2017 through June 2018

	Projected Annual "actual"	Annual Budget	Projected Annual Budget Variance	
<b>Income</b>				
4300S · Fundraising Activities	907,524	864,853	42,671	4.9%
4100S · Contributions	438,437	544,250	(105,814)	-19.4%
4200S · House Sponsorships	313,030	255,000	58,030	22.8%
4000S · Grants	604,588	423,400	181,188	42.8%
4500S · Home Sales	1,049,980	932,704	117,276	12.6%
4550S · Other Program Income	188,624	220,998	(32,374)	-14.6%
4900S · Other	11,040	8,645	2,395	27.7%
<b>Total Income</b>	<b>3,513,222</b>	<b>3,249,850</b>	<b>263,372</b>	<b>8.1%</b>
<b>Cost of Goods Sold</b>				
6150 · Restore Materials purch	5,440	8,775	(3,335)	-38.0%
<b>Total COGS</b>	<b>5,440</b>	<b>8,775</b>	<b>(3,335)</b>	<b>-38.0%</b>
<b>Gross Profit</b>	<b>3,507,782</b>	<b>3,241,075</b>	<b>266,707</b>	<b>8.2%</b>
<b>Expense</b>				
6000S · Salary & Wages	735,084	738,770	(3,686)	-0.5%
6100S · Payroll Taxes & Benefit	175,756	180,229	(4,473)	-2.5%
7600S · Professional Fees	255,588	189,687	65,901	34.7%
6200S · Facilities	134,606	134,226	380	0.3%
7200S · Depreciation	67,996	50,977	17,019	33.4%
7400S · Dues, Subscriptions & F	52,572	25,609	26,963	105.3%
5000S · Direct Construction Co	1,199,630	829,011	370,619	44.7%
6700S · Fundraising Expense	44,184	50,750	(6,566)	-12.9%
6300S · Vehicle Expense	37,352	41,604	(4,252)	-10.2%
7800S · Interest Expense	28,086	34,434	(6,348)	-18.4%
7000S · Supplies/Equipment	21,738	33,255	(11,517)	-34.6%
8000S · Other Expenses	9,496	2,635	6,861	260.4%
7300S · Travel & Seminars	7,720	8,500	(780)	-9.2%
6800S · Volunteer Appreciation	6,642	10,700	(4,058)	-37.9%
7500S · Postage	2,872	3,000	(128)	-4.3%
6600S · Advertising & Marketin	2,250	11,645	(9,395)	-80.7%
5300S · Discount on Mortgages	675,000	675,000	-	0.0%
6900S · Tithes	25,000	45,000	(20,000)	-44.4%
<b>Total Expense</b>	<b>3,481,572</b>	<b>3,065,032</b>	<b>416,540</b>	<b>13.6%</b>
<b>Net Income</b>	<b>26,210</b>	<b>176,043</b>	<b>(149,833)</b>	<b>-85.1%</b>

## ReStore Program Sales, Expense and Net Income

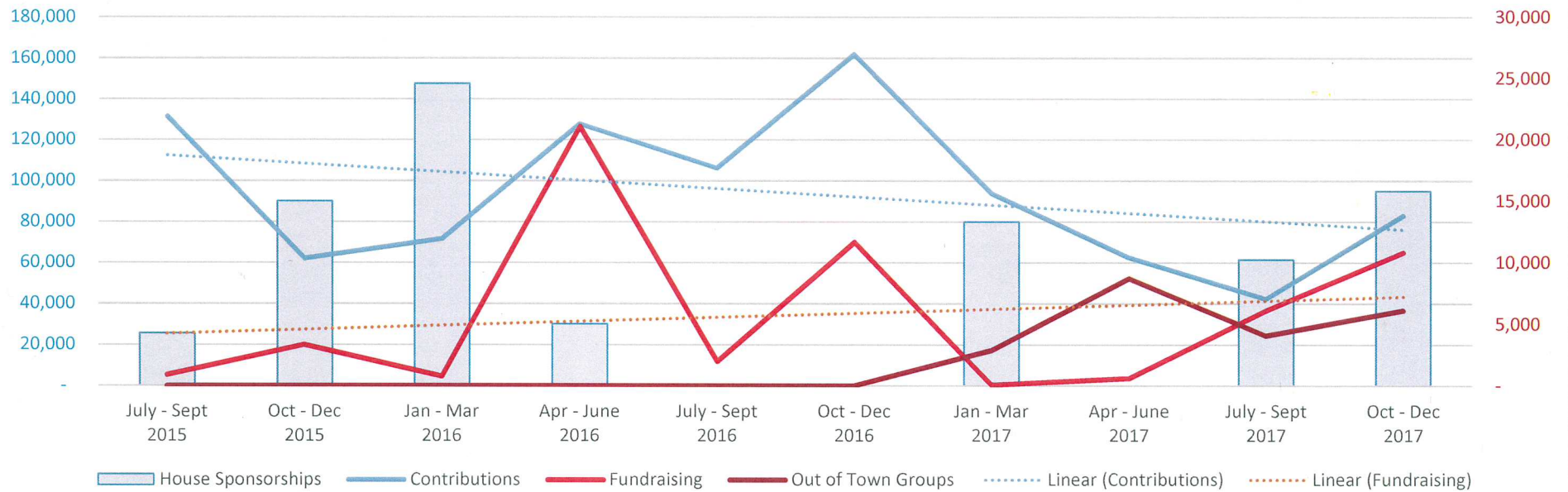


## ReStore Gross Sales July 2015 - Dec 2017





### Development by Resource



### Contributions by Source Type

