

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
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Executive Summary

Mission: Habitat for Humanity Buffalo brings people together to build homes, communities, and hope.

Vision: A world where everyone has a decent place to live.

FY 2018 Summary:

- Built 9 homes
- Provided 15 families with an affordable mortgage
- Affordability subsidy for 15 closings = \$346,862
- Projected FYE Net ReStore income \$330,000
- Property inventory at the start of FY18 (0)
- Payroll \$800,000 with 16.75 FTEs
- Project FYE Net Revenue \$577,000

FY 2019 Projections:

- Build 16 homes
- Provide 10 families with an affordable mortgage
- Serve 3 families through a new Critical Home Repair Program
- Total affordability subsidy for 10 closings = \$31,491
- Projected FYE Net ReStore income \$333,000
- Property inventory at the start of FY19 (12)
- Payroll of \$850,000 with 20.5 FTEs at the close of FY19
- Project FYE Net Revenue \$232,700

Highlights:

- Acquisition of a highly skilled **leadership team** has resulted in a cash positive FYE affording the affiliate the ability to complete much needed capital projects, share with staff the increase costs of health care benefits, as well as, provide salary adjustments where appropriate; and serve more families by building more homes and providing a new **Critical Home Repair Program**.
- ReStore operations continue to improve yielding increased net profits. **ReStore profits** provide consistent cash flow for affiliate operations and construction.
- The addition of a **Program Director** has allowed the ED more time building partnerships resulting in an inventory of properties for construction and an increase in large foundation support. The Program Director will concentrate on re-building a quality construction program in 2019.
- **Changes in the Homebuyer program** will ensure that families accepted into the program have the best chance of success for the life of their mortgage. Changes will also provide timely house closings and drawdowns of grant money; better management of delinquencies and foreclosures; and strategic use of affordability subsidies.
- The success of the Hammer & Ales event, the ReStore Find & Flip event, and both Women Build and Building on Faith Week has attracted **new individual, corporate and foundation support for the affiliate**.

2018 Partners:

Bank of America; Bike & Build; Combined Federal Campaign; The Community Foundation for Greater Buffalo; The Construction Exchange; Harmac Medical Products; Hodgson Russ LLP.; HSBC Bank; IUE-CWA Union; John R. Oishei Foundation; Lowes; M&T Foundation; North Presbyterian Church; Patrick P. Lee Foundation; Travelers; Valu Home Centers; WBEN; WKBW



Teresa Bianchi, Executive Director

Habitat for Humanity-Buffalo, Inc.

Proposed 2018/19 Budget

Notes Assumptions

General

1	Budget Proposal	2018 / 19	2017/18	Change	Change
	Income	3,478,314	3,235,000	243,314	7.5%
	Expenses	3,245,566	3,061,370	184,196	6.0%
	Net Income	232,748	173,630	59,118	34.0%

- 2 Our proposed budget is structured to provide better management of specific activities. This involves:
 QuickBooks (QB) account structure has been consolidated for readability and to provide meaningful financial reporting. For example, electric, gas and water utilities are no longer tracked individually at the account level. QB's 'class' and 'item' functionality, and uniform general ledger detail will be utilized to provide reporting and management of activities. Accordingly, prior year budget comparison on a line-item basis may be misleading for some items.

- 3 **Significant expense increases** include:

Workman's Compensation due to claim history . Up ~\$25,000 (46%) from ~\$54k to ~\$79k

Vehicle Insurance due to HFHI requirements. Up ~\$5,300 (38%) from ~\$14,200 to \$19,500

Training (Travel & Seminars). Bi-annual HFHI Global Conference attendance (\$2,000 / ppl, 4 attendee's), DISC training, and "The 5 Dysfunctions" training.

Dues & Subscriptions - Better tracking and some marketing additions

- 4 **Discount on Mortgages Issued.** This non-cash expense has the single most impact on our net income. We recognize the present value of the mortgage receivable when we sell a home. Last year the discount was 60% of the face value of the mortgage note. This translates to a \$60,000 expense for every \$100,000 home sold.

Conversely, we recognize income for the discount amortization when our families remit their mortgage payment. The timing of home closings as well as mortgage remittance / early pay-off's have a significant impact on our net income.

Cost of Mortgages	14/15 ACTUAL	15/16 ACTUAL	16/17 ACTUAL	18/19 Budget
Mortg. Discount Amortization (income)	214,798	365,463	319,037	258,098
Discount on Mortgages Issued (expense)	856,860	691,515	374,405	636,905
Net Loss on Mortgages	(642,062)	(326,052)	(55,368)	(378,807)

Note: closing cost assistance grants provided to homeowners are not income events for Habitat; however, this activity reduces our discount on mortgages issued (mortg. amt. in lower). Accordingly, \$13,500 in Homeowner closing cost assistance translates to a \$8,100 expense reduction for Habitat.

- 5 **Cash flow.** We budget \$2,000 for interest expense for our line of credit (LOC). However, our proforma cash flow indicates that we may not need to leverage our LOC.
- 6 **Net Income.** Our budgeted net income is consistent with fiscal years ended June 2014 & 2015. Benefits include improved grant, donor and lender confidence. We would like to reinvest the budgeted operating results in capital projects, reference capital projects schedule.

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- 7 **Reinvestment.** Our current resources and budgeted net income is expected to provide the means to meet our mission objectives and provide for future growth. Capital projects have been identified to address deferred repairs and equipment replacements as well as investment in professional development - we have the right people, now we need to provide the tools for success.

- 8 **Staffing.** Year-to-year FTE staffing comparisons (2017-18 / 2018-19)

2017 / 2018	Sr. Mgmt	Dept. Mgt.	Staff	Total
Contruccion	1.00	0.50	2.75	4.25
ReStore Program	1.00	2.00	4.50	7.50
Development		-	2.00	2.00
Family Services			1.00	1.00
Admin	1.00	1.00		2.00
Total	3.00	3.50	10.25	16.75

2018 / 2019	Sr. Mgmt	Dept. Mgt.	Staff	Total
Contruccion	0.45	1.00	5.00	6.45
ReStore Program	1.00	1.00	6.50	8.50
Development	-		2.00	2.00
Family Services	0.45		1.00	1.45
Admin	1.10	1.00		2.10
Total	3.00	3.00	14.50	20.50

Change	Sr. Mgmt	Dept. Mgt.	Staff	Total
Contruccion	(0.55)	0.50	2.25	2.20
ReStore Program	-	(1.00)	2.00	1.00
Development	-	-	-	-
Family Services	0.45	-	-	0.45
Admin	0.10	-	-	0.10
Total	-	(0.50)	4.25	3.75

- 9 **Labor Costs.** The proposed budget provides for wage increases, performance bonus' and healthcare benefit increase.

\$25,000 is budgeted to increase salaries and wages for employees paid below market rate and reward employees who have competitive salaries, but have made significant contribution to the success of the organization. Our budgeted increase total wages by 2.94% of all wages/salaries.

Our budgeted contribution to our employee's healthcare premium benefit increases monthly from \$644.05 to \$700 for families and from \$349.02 to \$400 for single employees. Plan costs increased 10 -14%; The benefit increase covers an average of 80% of the plan cost increase. The benefit change is effective May 1, 2018 cooresponding to the policy period.

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Notes Assumptions

Construction

- 1 **Build Schedule.** We will start 9 homes and complete construction on 16 homes in FY19; 10 Homes are expected to be sold. The difference between completed and sold homes is timing of AHC grant funds.
- 2 **Grants.** All 10 home sales are expected to be eligible for AHC Construction Grants (net \$30,000), AHC Closing Cost Assistance (\$3,000), and Project Reinvest Closing Cost Assistance / Down Payment Grants (\$10,500).
- 3 **Acquisitions.** We expect to acquire at least 6 additional building lots and 10 rehab-able homes in addition to the 5 lots and 6 homes we expect to acquire before June 2018. Average acquisition cost (before closing cost) is \$8,000
- 4 **Cost & Quality.** Construction program efficiencies are expected to keep material costs at 0% increase even as cost of material increase. Quality improvements are expected to decrease warranty expense by 10%.
- 5 **Critical Home Repair Program (CHR)** will be launched with three projects completed. Received \$40,000 in CHR Program startup funds from the Community Foundation in this fiscal year; matching grants of \$40,000 expected in FY19.
- 6 **Constr. Labor.** One Construction Site Supervisor will be added this spring (April) with an additional supervisor added in June 2018.

Family Services

- 1 **Subsidies.** House matching/ pricing policy and participant income monitoring is expected to significantly decrease the need for affordability subsidies. The average subsidized sale price is expected to be \$108,151 vs. \$82,177 in FY18. No change to expected sales price, include following Affordability Subsidies to be approximately \$50,000 vs \$339,569 in FY18.
- 2 **Closings.** The window for AHC grant funds dictates the timing of closings. Process improvements are expected to leverage timely homes closing.
- 3 **Mortgage delinquency.** The use of pronto's and forbearance agreements is expected to reduce the mortgage delinquency (60 days or more past due) rate down to 14% from 16.3%.
- 4 **Critical Home Repairs.** Banking Partnerships are expected to provide Homeowner with 0% loans for critical home repairs (\$10,000/project - 3 projects completed). Habitat will pay the loan discount.

ReStore Program

Our Procurement Specialist has allowed us to standardize operating processes, reduce shrinkage and adjust pricing to match our market. As a result:

- 1 **Sales:** Projecting 8% increase over 2017 / 2018 anticipated sales of \$847,000. The new procurement programs as well as standardized operational processes have led to better value and reduced shrinkage in the ReStores.
- 2 **Net Income:** Projecting 5% increase over anticipated current year net income.
- 3 **Labor:** Our budget considers John Walzak's full retirement, expanding the Assistant Managers' duties and provide Asst. Mgr. salary increases to \$17.00/hour from \$14.50/hr. ReStore team members earn \$12.50/hr.

ReStore team members earn \$12.50/hour with a budgeted aggregate bonus' of \$10,000 contingent on realizing expected 2017 /18 operating results.

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- 4 **Training.** Padriac will attend ReStore Operations Manager Training, in lieu of HFHI Global Conference attendance.
- 5 **Advertising** expense increase over current actual expenditures to facilitate sales growth.
- 6 **North Store Lease.** Our lease expires in October 2018. We plan to negotiate favorable terms that include Habitat financed leasehold improvements in lieu of lease payment increases. The facility is in need of repairs and the landlord is not in a financial position to make these repairs.

Development

- 1 **Large Donors.** We are going to find new large donors to replace the large donors who have lapsed. Sourcing new donors costs \$1.50 for every dollar donated vs \$0.50 for established donors.
- 2 **Individuals & Volunteers.** Significant efforts are being made to cultivate volunteers with the intention of turning them into donors. We are the personal connection we have with our volunteers by creating meaningful volunteer experiences.
- 3 **Partnerships.** We are leveraging the resources of our business, community groups, other not-for-profits and government decision makers, to expand our capacity and grow our mission accomplishments. Community Outreach is an integral part of growing our brand.
- 4 **Grants and Foundation Giving** provide the best return on our development investment and these sources of funding are more predictable. Accordingly, we are applying significant emphasis to this area of development.
- 4 **Donor database.** The 'opportunities' module (donor management) of Donorlynk is fully functional and we have provided for maintenance of this system.
- 5 **Build Events.** We will leverage build events (Women Build Week, Leaders Build, and Build on Faith Week) to generate unrestricted revenue and cultivate new, long-term new supporters

Capital Budget

- 1 Capital improvements and major repair projects have previously been deferred, including but not limited to the South Store parking lot and HVAC units at 1675 S. Park (reference Capital Projects). We have compiled a prioritized list of capital projects to address deferred repairs, replace aging equipment and provide capital resources for planned home-building growth. Our fiscal plan is to use operating proceeds to fund these projects; we do not anticipate a need to finance any of the projects via debt acquisition.
- 2 Our short-term debt is limited to current accounts payable including bank credit and vendor charge accounts, as well as the current portion of our long-term debt. Our line of credit has a \$0 balance with a \$350,000 credit limit.
Our long-term debt includes a mortgage on 1675 S. Park Ave. which was refinanced in 2012. The 2012 refinance increased our obligation to \$300,000 with refinance cash proceeds of ~\$120,000. Our current obligation is ~\$225,000 with a maturity in July 2023. We also have a non-interest bearing note from the Westside Neighborhood Housing Service with annual obligations of \$2,500 through 2029.

Habitat for Humanity-Buffalo, Inc.
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Budget Summary

HFHB Consolidated by Program	ReStore	Constr	Admin	Dev.	Fam. Serv.	Mortg. Serv	18/19 Budget	17/18 Budget	Change	NOTES
Income										
4500S · Home Sales	-	1,076,228	-	-	-	-	1,076,228	932,704	143,524	15% Based on current & projected home inventory
4300S · Fundraising Activities	912,906	-	-	120,000	-	-	1,032,906	864,853	168,053	19% ReStore; 8% increase over 2017/18 YTD actual
4100S · Contributions	2,000	-	-	410,500	-	-	412,500	544,250	(131,750)	-24% Moved to House Sponsorships,
	-	-	-	373,400	-	-	373,400	423,400	(50,000)	-12% Lower Cap. Bldg. Grant (yr2)
4200S · House Sponsorships	-	-	-	300,000	-	-	300,000	255,000	45,000	18% From Contributions
4550S · Other Program Income	-	-	-	-	-	258,098	258,098	220,998	37,100	17% New Critical Home Repair Program & mortg. receipts
4900S · Other Income	400	-	6,300	-	-	-	6,700	8,645	(1,945)	-22% Investment related, not available for operations
Total Income	915,306	1,076,228	6,300	1,203,900	-	258,098	3,459,832	3,249,850	209,982	6%
	-	-	-	-	-	-	-			
Cost of Goods Sold	11,518	-	-	-	-	-	11,518	14,850	(3,332)	-22%
	-	-	-	-	-	-	-			
Gross Sales	903,788	1,076,228	6,300	1,233,900	-	258,098	3,478,314	3,235,000	243,314	8%
EXPENSES										
5000S · Direct Construction Costs	-	1,069,979	-	-	-	-	1,069,979	834,011	235,968	28% Increased home production
6000S · Salary & Wages	285,012	142,392	106,129	64,950	96,098	34,200	728,781	756,518	(27,737)	-4%
5300S · Discount on Mortgages Issued	-	-	-	-	-	636,905	636,905	675,000	(38,095)	-6%
6100S · Payroll Taxes & Benefits	110,171	24,486	40,772	24,635	18,181	6,654	224,901	189,670	35,231	19%
7600S · Professional Fees	8,391	74,264	5,650	3,480	7,373	11,523	110,681	177,354	(66,673)	-38% Lower foreclosure & loan origination, mortg. servicing and attny fees.
6200S · Facilities	78,842	12,540	20,484	1,805	1,179	-	114,850	95,868	18,982	20% increase in cost of utilities, janitorial service, added phone & internet
6700S · Fundraising Expense	2,500	-	-	50,000	-	-	52,500	50,750	1,750	3%
6500S · Insurance	14,187	25,814	4,784	2,571	1,808	-	49,164	37,574	11,590	31% Mandated incr. in Auto, property insurances
6900S · Tithe	-	-	45,000	-	-	-	45,000	45,000	-	0%
7200S · Depreciation	18,917	14,057	8,230	-	-	-	41,204	42,253	(1,049)	-2%
7400S · Dues, Subscriptions & Publns.	258	3,000	32,498	4,708	-	-	40,464	25,609	14,855	58% not adequately budgeted in PY.
7800S · Interest Expense	22,742	-	5,644	1,299	-	-	29,684	27,639	2,045	7%
6300S · Vehicle Expense	12,936	13,544	468	468	468	-	27,884	40,974	(13,090)	-32% Reduced repair, gas use cost controls
7000S · Supplies/Equipment	6,225	10,500	8,747	400	500	250	26,622	22,300	4,322	19% not adequately budgeted in PY.
7300S · Travel & Seminars	2,625	6,173	3,685	3,160	3,341	-	18,984	8,500	10,484	123% Bi-Annual HFHI Global Conf., planned Cap. Bldg. training
6600S · Advertising & Marketing	7,000	100	2,000	1,800	500	-	11,400	11,650	(250)	-2%
6800S · Volunteer Appreciation	-	2,500	-	5,564	-	-	8,064	10,700	(2,636)	-25% Cost control implemented
8000S · Other Expenses	250	3,000	1,000	1,000	250	-	5,500	7,000	(1,500)	-21% Cost control implemented
7500S · Postage	526	50	988	885	250	300	2,999	3,000	(1)	0%
TOTAL EXPENSE	570,582	1,402,399	286,078	166,725	129,948	689,833	3,245,566	3,061,370	184,196	6%
NET INCOME										
	333,206	(326,171)	(279,778)	1,067,175	(129,948)	(431,735)	232,748	173,630	59,118	34%

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Consolidated by Program

HFHB Consolidated by Program	ReStore	Constr	Admin	Dev.	Fam. Serv.	Mortg. Serv	Total	17/18 Budget	Change	
Income										
4000S • Grants										
4001 • AHC Grant Income	-			350,000	-	-	350,000	385,000	(35,000)	-9%
4002 • Capacity Blg. Grant 2017-2020	-	-	-	23,400		-	23,400	38,400	(15,000)	-39%
4003 • Grant Income	-	-	-	-	-	-	-		-	0%
Total Grants	-	-	-	373,400	-	-	373,400	423,400	(50,000)	-12%
4100S • Contributions										
4010 • Individuals	2,000	-	-	125,000	-	-	127,000	172,000	(45,000)	-26%
4011 • Out of Town Groups Income	-	-	-	-	-	-	-	4,000	(4,000)	-100%
4020 • Businesses	-	-		50,000	-	-	50,000	50,000	-	0%
4030 • Churches	-	-	-	25,000	-	-	25,000	22,000	3,000	14%
4040 • Foundations/Trusts	-	-	-	180,000	-	-	180,000	230,000	(50,000)	-22%
4050 • Organizations/Schools	-	-	-	2,000	-	-	2,000	28,000	(26,000)	-93%
4085 • Noncash contributions	-	-	-	28,500	-	-	28,500	38,250	(9,750)	-25%
Total Contributions	2,000	-	-	410,500	-	-	412,500	544,250	(131,750)	-24%
4200S • House Sponsorships										
4210. • House Sponsors	-	-	-	300,000	-	-	300,000	255,000	45,000	18%
4300S • Fundraising Activities										
4305 • Event Income	-	-		120,000	-	-	120,000	95,000	25,000	26%
4405 • Taxable Sales	800,181	-	-	-	-	-	800,181	637,064	163,117	26%
4410 • Tax Exempt Sales	109,115	-	-	-	-	-	109,115	132,789	(23,674)	-18%
4440 • ReStore Scrap Sales	3,610	-	-	-	-	-	3,610		3,610	100%
4480 • Cash Over/Short	-	-	-	-	-	-	-		-	0%
TotalFundraising Activities	912,906	-	-	120,000	-	-	1,032,906	864,853	168,053	19%
4500S • Home Sales										
4110 • Sales/Transfers to Homeowners	-	1,076,228	-	-	-	-	1,076,228	932,704	143,524	15%
4550S • Other Program Income										
4150 • Late Fee Income	-	-	-	-	-	-	-		-	0%
4250 • Mortg. Discount Amort.	-	-	-	-	-	258,098	258,098	220,998	37,100	17%
4553 • Critical Home Repair Income	-		-	30,000	-	-	30,000		30,000	100%
Total Other Program Income	-	-	-	30,000	-	258,098	288,098	220,998	67,100	30%

Habitat for Humanity-Buffalo, Inc.
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Consolidated by Program

HFHB Consolidated by Program	ReStore	Constr	Admin	Dev.	Fam. Serv.	Mortg. Serv	Total	17/18 Budget	Change	
4900S · Other Income							-			
4380 · Div. & Int. Income, Investments	-	-	6,300	-	-	-	6,300	6,720	(420)	-6%
4381 · Realized ST Capital Gains	-	-	-	-	-	-	-	-	-	0%
4382 · Realized LT Capital Gains	-	-	-	-	-	-	-	-	-	0%
4385 · Interest Income, Bank	-	-	-	-	-	-	-	-	-	0%
4394 · Unrealized Gain on Sale	-	-	-	-	-	-	-	525	(525)	-100%
4390 · Other	400	-	-	-	-	-	400	1,400	(1,000)	-71%
Total · Other Income	400	-	6,300	-	-	-	6,700	8,645	(1,945)	-22%
Total Income	915,306	1,076,228	6,300	1,233,900	-	258,098	3,489,832	3,249,850	239,982	7%
Cost of Goods Sold										
6150 · Restore Materials purch to sell	9,005	-	-	-	-	-	9,005	9,300	(295)	-3%
6151 · Cost of Goods Sold, Other	2,513	-	-	-	-	-	2,513	5,550	(3,037)	-55%
Total COGS	11,518	-	-	-	-	-	11,518	14,850	(3,332)	-22%
Gross Sales	903,788	1,076,228	6,300	1,233,900	-	258,098	3,478,314	3,235,000	243,314	8%
EXPENSES										
5000S · Direct Construction Costs										
5105 · Critical Repair Program Expense	-	30,000	-	-	-	-	30,000	20,000	10,000	50%
5110 · Cost of Homes Transferred	-	1,024,979	-	-	-	-	1,024,979	799,011	225,968	28%
5120 · Expenses incurred after closing	-	15,000	-	-	-	-	15,000	15,000	-	0%
Total 5000S · Direct Construction Costs	-	1,069,979	-	-	-	-	1,069,979	834,011	235,968	28%
5300S · Discount on Mortgages Issued										
5410 · Prog. Discount on Mortgages	-	-	-	-	-	636,905	636,905	675,000	(38,095)	-6%
Total 5300S · Discount on Mortgages Issued	-	-	-	-	-	636,905	636,905	675,000	(38,095)	-6%
6000S · Salary & Wages										
5210 · Department Mgr's Salaries	40,000	-	-	-	-	-	40,000	59,556	(19,556)	-33%
5250 · Staff Wages	179,712	40,500	41,829	49,650	36,000	9,000	356,691	412,484	(55,793)	-14%
5290 · Americorp	-	44,792	-	-	11,198	-	55,990	47,200	8,790	19%
5551 · Exec Director-Salary	8,500	17,000	34,000	8,500	8,500	8,500	85,000	85,000	-	0%
6002 · Sr. Mgmt Salaries	56,800	36,050	30,300	6,800	36,350	16,700	183,000	152,278	30,722	20%
6045.2 · Temporary Help	-	4,050	-	-	4,050	-	8,100	-	8,100	100%
Total 6000S · Salary & Wages	285,012	142,392	106,129	64,950	96,098	34,200	728,781	756,518	(27,737)	-4%

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Consolidated by Program

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6100S · Payroll Taxes & Benefits						-	-			
5352 · Payroll-P/R Assessments	47,491	13,273	9,292	5,915	7,081	2,934	85,988	117,240	(31,252)	-27%
5354 · Payroll- Benefits	52,680	11,213	6,480	18,720	11,100	3,720	103,913	72,430	31,483	43%
6110 · Employee Appreciation	10,000	-	25,000	-	-	-	35,000		35,000	100%
Total 6100S · Payroll Taxes & Benefits	110,171	24,486	40,772	24,635	18,181	6,654	224,901	189,670	35,231	19%
TOTAL PAYROLL	395,183	166,879	146,901	89,585	114,279	40,854	953,682	946,188	7,494	1%
6200S · Facilities										
6210 · Rent	38,442	-	-	-	-	-	38,442	33,283	5,159	15%
6260 · Trash Pickup	8,580	1,500	180	-	-	-	10,260	9,040	1,220	13%
6270 · Facilities Maint. & Repair	10,590	5,500	13,374	-	-	-	29,464	20,249	9,215	46%
6520 · Cell Phones	1,320	1,200	540	-	622	-	3,682	3,000	682	23%
7312 · IT Expense	1,123	1,055	2,642	725	35	-	5,580	4,500	1,080	24%
7371 · Utilities	18,072	3,150	1,528	-	-	-	22,750	21,795	955	4%
7380 · Telephone	715	135	2,220	1,080	522	-	4,672	4,001	671	17%
Total 6200S · Facilities	78,842	12,540	20,484	1,805	1,179	-	114,850	95,868	18,982	20%
6300S · Vehicle Expense										
5441 · Vehicle Fuel	9,075	7,754	-	-	-	-	16,829	22,074	(5,245)	-24%
5442 · Vehicle Repair & Maint.	2,101	5,375	-	-	-	-	7,476	18,400	(10,924)	-59%
5443 · Vehicle Other	1,760	415	468	468	468	-	3,579	500	3,079	616%
Total 6300S · Vehicle Expense	12,936	13,544	468	468	468	-	27,884	40,974	(13,090)	-32%
6500S · Insurance										
6430 · Auto Insurance	7,403	12,338	-	-	-	-	19,741	4,850	14,891	307%
6515 · Property Insur.	3,708	6,505	484	207	207	-	11,111	4,538	6,573	145%
6525 · Gen. Liab. Insurance	1,782	3,203	2,241	1,445	964	-	9,635	28,186	(18,551)	-66%
6535 · Builders Risk Insur	-	1,583	-	-	-	-	1,583		1,583	100%
6536 · Umbrella Insur.	844	1,516	1,061	684	456	-	4,561		4,561	100%
6545 · Vol. Disability Insur.	158	262	52	26	26	-	524		524	100%
6555 · Directors & Officers Insur	92	46	693	46	46	-	923		923	100%
6565 · Accid. Med. Insur	200	361	253	163	109	-	1,086		1,086	100%
6570 · Insurance, Other	-	-	-	-	-	-	-		-	0%
Total 6500S · Insurance	14,187	25,814	4,784	2,571	1,808	-	49,164	37,574	11,590	31%

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Consolidated by Program

HFHB Consolidated by Program	ReStore	Constr	Admin	Dev.	Fam. Serv.	Mortg. Serv	Total	17/18 Budget	Change	
6600S • Advertising & Marketing										
7301 • Advertising	7,000	-	-	1,500	-	-	8,500	10,150	(1,650)	-16%
7360 Printing	-	100	-	-	-	-	100	1,500	(1,400)	-93%
6630 Community Outreach	-	-	2,000	300	500	-	2,800	-	2,800	100%
Total 6600S • Advertising & Marketing	7,000	100	2,000	1,800	500	-	11,400	11,650	(250)	-2%
6700S • Fundraising Expense										
4310 • Event Cost	2,500	-		15,000	-	-	17,500	23,750	(6,250)	-26%
8380 • Newsletter Expense, Fundraising	-	-	-	24,000	-	-	24,000	22,000	2,000	9%
6730 • Appeals Expense, Fundraising	-	-	-	11,000	-	-	11,000	5,000	6,000	120%
8490 • Fundraising Other Expenses	-	-			-	-	-		-	0%
Total 6700S • Fundraising Expense	2,500	-	-	50,000	-	-	52,500	50,750	1,750	3%
6800S • Volunteer Appreciation										
5480 • Work Group Expenses	-	2,500	-	-	-	-	2,500	5,450	(2,950)	-54%
5781 • Volunteer Appreciation	-	-	-	5,564	-	-	5,564	5,250	314	6%
Total 6800S • Volunteer Appreciation	-	2,500	-	5,564	-	-	8,064	10,700	(2,636)	-25%
6900S TITHES										
5790 • Tithe	-	-	45,000	-	-	-	45,000	45,000	-	0%
7000S • Supplies/Equipment										
5470 • Tools, Small Equip & Furn.	900	1,500	500	-	-	-	2,900	12,500	(9,600)	-77%
6640 • Equip. Repair	675	-	500	-	-	-	1,175	300	875	292%
7375 • Supplies	4,650	9,000	7,747	400	500	250	22,547	9,500	13,047	137%
Total 7000S • Supplies/Equipment	6,225	10,500	8,747	400	500	250	26,622	22,300	4,322	19%
7200S • Depreciation										
5425 • Whse & Equip Depr	-	7,149	-	-	-	-	7,149	6,162	987	16%
5444 • Truck Depr	7,100	6,827	-	-	-	-	13,927	19,476	(5,549)	-28%
6240 • Building Depreciation	10,370	-	1,830	-	-	-	12,200	9,739	2,461	25%
6670 • Office Equip Depreciation	1,447	81	6,400	-	-	-	7,928	6,876	1,052	15%
Total 7200S • Depreciation	18,917	14,057	8,230	-	-	-	41,204	42,253	(1,049)	-2%
7300S • Travel & Seminars										
5485 • Training/Education	2,625	6,173	3,685	3,160	3,341	-	18,984	8,500	10,484	123%
Total 7300S • Travel & Seminars	2,625	6,173	3,685	3,160	3,341	-	18,984	8,500	10,484	123%

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Consolidated by Program

HFHB Consolidated by Program	ReStore	Constr	Admin	Dev.	Fam. Serv.	Mortg. Serv	Total	17/18 Budget	Change	
7400S · Dues, Subscriptions & Publns.										
5770 · HFHI SOSI Fee	-	-	25,000	-	-	-	25,000	25,000	-	0%
6620 · Dues and Subscriptions	258	3,000	7,498	4,708	-	-	15,464	609	14,855	2439%
Total 7400S · Dues, Subscriptions & Publns.	258	3,000	32,498	4,708	-	-	40,464	25,609	14,855	58%
7500S · Postage										
7355 · Postage	526	50	988	885	250	300	2,999	3,000	(1)	0%
Total 7500S · Postage	526	50	988	885	250	300	2,999	3,000	(1)	0%
7600S · Professional Fees										
5140 · Bad debt expense	-	-	-	-	-	5,000	5,000	5,000	-	0%
5356 · PEO fees	8,016	1,764	1,800	2,280	1,373	523	15,756		15,756	100%
5405 · AHC Developer's Fee	-	70,000		-	-	-	70,000	77,000	(7,000)	-9%
5740 · Credit Report Fees	-	-	-	-	1,000	-	1,000		1,000	100%
5775 · Mortgage Servicing Fees	-	-	-	-	-	-	-	30,000	(30,000)	-100%
5777 · Foreclosure Expenses	-	-	-	-	-	6,000	6,000	25,000	(19,000)	-76%
6625 · Licenses and Permits	375	1,500	250	-	-	-	2,125	354	1,771	500%
7365 · Professional Fees	-	1,000	3,600	1,200	5,000	-	10,800	40,000	(29,200)	-73%
Total 7600S · Professional Fees	8,391	74,264	5,650	3,480	7,373	11,523	110,681	177,354	(66,673)	-38%
7800S · Interest Expense										
6230 · Interest Expense	8,160	-	3,745	-	-	-	11,905	21,265	(9,360)	-44%
6235 · Mtg Costs Amortization	836	-	148	-	-	-	984	984	-	0%
7305 · Bank Fee	106	-	1,501	-	-	-	1,607	600	1,007	168%
6605 · Vendor Fees	-	-	250	-	-	-	250		250	100%
7315 · Credit Card Fees	13,639	-	-	1,299	-	-	14,938	4,790	10,148	212%
Total 7800S · Interest Expense	22,742	-	5,644	1,299	-	-	29,684	27,639	2,045	7%
8000S · Other Expenses										
5495 · Program Other	-	-	-	-	-	-	-		-	
6810 · Miscellaneous	250	3,000	1,000	1,000	250	-	5,500	7,000	(1,500)	-21%
Total 8000S · Other Expenses	250	3,000	1,000	1,000	250	-	5,500	7,000	(1,500)	-21%
TOTAL EXPENSE	570,582	1,402,399	286,078	166,725	129,948	689,833	3,245,566	3,061,370	184,196	6%
NET INCOME	333,206	(326,171)	(279,778)	1,067,175	(129,948)	(431,735)	232,748	173,630	59,118	34%

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
Income			
4000S · Grants			
4001 · AHC Grant Income	423,400	350,000	10 homes @ \$35k ea
4002 · Capacity Blg. Grant 2017-2020			
4003 · Grant Income			see detail
Total Grants	423,400	350,000	
4100S · Contributions			
4040 · Foundations/Trusts		40,000	for CHR
Total Contributions	-	40,000	
4200S · House Sponsorships			
4210. · House Sponsors	-	300,000	To fund started & completed FY19 CIP & FY20 CIP in-progress
4300S · Fundraising Activities			
Total Fundraising Activities	-	-	
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners	932,704	1,076,228	see Homes tab
4550S · Other Program Income			
4150 · Late Fee Income			
4553 · Critical Home Repair Income		30,000	Homeowner receivable or cash for bank financed loans
Total Other Program Income	220,998	30,000	
4900S · Other Income			
Total · Other Income	-	-	
Total Income	1,577,102	1,796,228	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
EXPENSES			
5000S · Direct Construction Costs			
5105 · Critical Repair Program Expense	20,000	30,000	
5110 · Cost of Homes Transferred	799,011	1,024,979	see Homes tab
5120 · Expenses incurred after closing	15,000	15,000	
Total 5000S · Direct Construction Costs	834,011	1,069,979	
5300S · Discount on Mortgages Issued			
Total 5300S · Discount on Mortgages Issued	675,000	-	see Mortg. Servicing
6000S · Salary & Wages			
5210 · Department Mgr's Salaries	50,000		
5250 · Staff Wages	119,496	40,500	see detail
5290 · Americorp	47,200	44,792	4 @ \$1018/mo, 11 months
5551 · Exec Director-Salary		17,000	
6002 · Sr. Mgmt Salaries	57,800	36,050	
6045.2 · Temporary Help	3,640	4,050	18-8hr days at \$225/day
Total 6000S · Salary & Wages	278,136	142,392	
6100S · Payroll Taxes & Benefits			
5352 · Payroll-P/R Assessments	26,408	13,273	see Staff Wages Detail
5354 · Payroll- Benefits	24,467	11,213	see Staff Wages Detail
6110 · Employee Appreciation			
Total 6100S · Payroll Taxes & Benefits	50,875	24,486	
TOTAL PAYROLL	329,011	166,879	
6200S · Facilities			
6260 · Trash Pickup		1,500	\$1,254 in prior 12mo.
6270 · Facilities Maint. & Repair	12,000	5,500	see detail
6520 · Cell Phones		1,200	4 phones @ \$25ea / mo.
7312 · IT Expense		1,055	see detail
7371 · Utilities (Elec, Gas, Water, Solar)	4,122	3,150	Prior 12mo. + 5%. Includes unreimbursed apt's
7380 · Telephone		135	45% Rick only @ 25/mo
Total 6200S · Facilities	16,122	12,540	Not CIP, only HFHB facilities

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
6300S · Vehicle Expense			
5441 · Vehicle Fuel	12,000	7,754	\$5639 in prior 12mo. + 1 XTRA SUPER. + 10%
5442 · Vehicle Repair & Maint.	11,000	5,375	= prior 12 mo.
5443 · Vehicle Other		415	\$181 in prepd registration, parking (0.75x/wk, \$6ea)
Total 6300S · Vehicle Expense	23,000	13,544	
6500S · Insurance			
6430 · Auto Insurance		12,338	
6515 · Property Insur.		6,505	see detail
6525 · Gen. Liab. Insurance		3,203	
6535 · Builders Risk Insur		1,583	
6536 · Umbrella Insur.		1,516	
6545 · Vol. Disability Insur.		262	
6555 · Directors & Officers Insur		46	
6565 · Accid. Med. Insur		361	
6570 · Insurance, Other			
Total 6500S · Insurance	18,861	25,814	
6600S · Advertising & Marketing			
7301 · Advertising			
7360 Printing		100	construction plans
Total 6600S · Advertising & Marketing	-	100	
6700S · Fundraising Expense			
Total 6700S · Fundraising Expense	-	-	see Development
6800S · Volunteer Appreciation			
5480 · Work Group Expenses		2,500	
5781 · Volunteer Appreciation			see development
Total 6800S · Volunteer Appreciation	-	2,500	
6900S TITHES			
5790 · Tithe		-	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
7000S · Supplies/Equipment			
5470 · Tools, Small Equip & Furn.	10,000	1,500	
6640 · Equip. Repair			
7375 · Supplies	2,000	9,000	
Total 7000S · Supplies/Equipment	12,000	10,500	
7200S · Depreciation			
5425 · Whse & Equip Depr	6,162	7,149	462 Genesee
5444 · Truck Depr	14,000	6,827	
6670 · Office Equip Depreciation		81	
Total 7200S · Depreciation	20,162	14,057	
7300S · Travel & Seminars			
5485 · Training/Education	5,000	6,173	see details
Total 7300S · Travel & Seminars	5,000	6,173	
7400S · Dues, Subscriptions & Publns.			
6620 · Dues and Subscriptions		3,000	see details
Total 7400S · Dues, Subscriptions & Publns.	-	3,000	
7500S · Postage			
7355 · Postage		50	
Total 7500S · Postage	-	50	
7600S · Professional Fees			
5140 · Bad debt expense			
5356 · PEO fees	4,586	1,764	see Staff Wages Detail
5405 · AHC Developer's Fee		70,000	10 homes at \$7k ea
6625 · Licenses and Permits		1,500	City constr. type licenses
7365 · Professional Fees		1,000	architect fees
Total 7600S · Professional Fees	4,586	74,264	
7800S · Interest Expense			
6605 · Vendor Fees			
Total 7800S · Interest Expense	1,000	-	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
8000S • Other Expenses			
5495 • Program Other			
6810 • Miscellaneous		3,000	incidental based on PY
Total 8000S • Other Expenses	-	3,000	
TOTAL EXPENSE	1,938,753	1,402,399	
NET INCOME	(361,651)	393,829	
18/19 Budget Details			
6515 • Property Insur.			
Allocated portion of Gen. Prop. Insur.		3,655	
Occupied Homes Prem.			
Cost per month		95	
# months occup. Before sale		30	5 homes, 6 months ea
Occupied Homes Premium		2850	
TOTAL PROP. INSUR.		6,505	
6620 • Dues and Subscriptions			
Naeir		595	see admin for paper shredding, copies
Home Depot (Good365)		1,800	
Constr. Exchange		425	
TOTAL		2,820	
5485 • Training/Education			
Global Conf. - HFHI			
Registration		900	
Accomadations		450	
Airfare		600	
Ground Transp.		40	
Food		10	
Event Total		2,000	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
ABLE Conf.- NYS			
Registration		290	
Accommodations		80	
Airfare		-	
Ground Transp.		190	
Food		-	
Event Total		560	
Other Training			
DISC analysis \$125 ea		363	BW, 45% RF
Competent Persons Training		500	\$100 ea
CPR / 1st Aid		450	9 @ \$50 ea. - Supers (3), Americorp (3), BW, RF, AW,
Lead Renovator recertification training		375	3 @ \$125/ppl. Ed got it in 2017
Const Mgr & Qualified Staff training		325	ea. Person. Barry got in 2017
Build-a-Thon, Americorp		1,600	Airfare 4@\$400 ea
		3,613	
TOTAL		6,173	
4003 • Grant Income	for cash flow:		
AHC - Home sales		350,000	10 homes, \$35k ea
Closing Cost Assistance - AHC			not income to HFHB. \$3k / home
Closing Cost Assistance - Neighborworks			not income to HFHB. \$10.5k / home
TOTAL PROP. INSUR.		350,000	
6270 • Facilities Maint. & Repair			
Alarm		684	\$57/mo
Other		4,816	
TOTAL		5,500	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
Construction

Construction	17/18 Budget	18/19 Budget	Notes
7312 · IT Expense			
Global Quest (IT security) 15% of total		35	
Internet		1,020	\$85/mo
TOTAL PROP. INSUR.		1,055	
5250 · Staff Wages			
Labor Cost to CIP - estimated @ 90% of totals			
Total Supervisor Wages		205,324	
90% to CIP		(184,792)	
Total Supervisor Taxes		68,388	
90% to CIP		(61,549)	
Total Supervisor Benefits		31,129	
90% to CIP		(28,016)	
Total Supervisor PEO FEES		4,680	
90% to CIP		(4,212)	
TOTAL LABO		30,952	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
Income			
4000S · Grants			
Total Grants	-	-	
4100S · Contributions			
4010 · Individuals	1,500	1,500	
4085 · Noncash contributions			
Total Contributions	1,500	1,500	
4200S · House Sponsorships			
4210. · House Sponsors		-	
4300S · Fundraising Activities			
4305 · Event Income			
4405 · Taxable Sales	257,005	414,422	
4410 · Tax Exempt Sales	77,017	56,512	12% of total sales
4440 · ReStore Scrap Sales	600	1,805	
4480 · Cash Over/Short			
TotalFundraising Activities	334,622	472,739	
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners		-	
4550S · Other Program Income			
Total Other Program Income	-	-	
4900S · Other Income			
4390 · Other	200	200	NYS sales tax collection credit
Total · Other Income	200	200	
Total Income	336,322	474,439	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
Cost of Goods Sold			
6150 · Restore Materials purch to sell	905	250	
6151 · Cost of Goods Sold, Other	2,000	1,263	sales supplies
Total COGS	2,905	1,513	
Gross Sales	333,417	472,926	
EXPENSES			
5000S · Direct Construction Costs			
Total 5000S · Direct Construction Costs	-	-	
5300S · Discount on Mortgages Issued			
Total 5300S · Discount on Mortgages Issued	-	-	
6000S · Salary & Wages			
5210 · Department Mgr's Salaries		20,000	
5250 · Staff Wages	46,779	89,856	
5290 · Americorp			
5551 · Exec Director-Salary	11,050	4,250	
6002 · Sr. Mgmt Salaries	9,376	28,400	
6045.2 · Temporary Help			
Total 6000S · Salary & Wages	67,205	142,506	
6100S · Payroll Taxes & Benefits			
5352 · Payroll-P/R Assessments	10,681	24,554	
5354 · Payroll- Benefits	10,745	33,840	
6110 · Employee Appreciation		5,000	staff bonus'
Total 6100S · Payroll Taxes & Benefits	21,425	63,394	
TOTAL PAYROLL	88,630	205,900	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
6200S • Facilities			
6210 • Rent			
6260 • Trash Pickup	6,113	4,180	100% of Modern, 0% of City User fees (admin)
6270 • Facilities Maint. & Repair	5305	7,246	see detail
6520 • Cell Phones	1,431	660	
7312 • IT Expense	230	524	internet
7371 • Utilities (Elec, Gas, Water, Solar)	8,840	9,523	15% of (prior 12mo. + 5% increase)= 15%* (9700*1.05)
7380 • Telephone	489	358	
Total 6200S • Facilities	22,408	22,490	
6300S • Vehicle Expense			
5441 • Vehicle Fuel	5,663	4,675	
5442 • Vehicle Repair & Maint.	5,000	1,001	
5443 • Vehicle Other	150	1,430	ez pass
Total 6300S • Vehicle Expense	10,813	7,106	
6500S • Insurance			
6430 • Auto Insurance		4,935	
6515 • Property Insur.		1,854	
6525 • Gen. Liab. Insurance		891	
6535 • Builders Risk Insur		-	
6536 • Umbrella Insur.		422	
6545 • Vol. Disability Insur.		79	
6555 • Directors & Officers Insur		46	
6565 • Accid. Med. Insur		100	
6570 • Insurance, Other	9,470		
Total 6500S • Insurance	9,470	8,327	
6600S • Advertising & Marketing			
7301 • Advertising	5,000	3,500	
7360 Printing			
6630 Community Outreach			
Total 6600S • Advertising & Marketing	5,000	3,500	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
6700S • Fundraising Expense			
4310 • Event Cost		2,500	
Total 6700S • Fundraising Expense	-	2,500	
6800S • Volunteer Appreciation			
5480 • Work Group Expenses			
5781 • Volunteer Appreciation	2100	-	see development
Total 6800S • Volunteer Appreciation	2,100	-	
6900S TITHES			
5790 • Tithe	45,000	-	
7000S • Supplies/Equipment			
5470 • Tools, Small Equip & Furn.	550	450	EE safety gear
6640 • Equip. Repair		675	Forklift
7375 • Supplies	2,500	2,325	Incl. 15% of Bulk water @ \$85/mo. total
Total 7000S • Supplies/Equipment	3,050	3,450	
7200S • Depreciation			
5444 • Truck Depr	7,100	7,100	
6240 • Building Depreciation		10,370	15% of \$12,200 annually
6670 • Office Equip Depreciation	140	250	
Total 7200S • Depreciation	16,979	17,720	
7300S • Travel & Seminars			
5485 • Training/Education	1,000	1,313	
Total 7300S • Travel & Seminars	1,000	1,313	
7400S • Dues, Subscriptions & Publns.			
5770 • HFHI SOSI Fee			
6620 • Dues and Subscriptions	69	129	
Total 7400S • Dues, Subscriptions & Publns.	69	129	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
7500S • Postage			
7355 • Postage	250	263	
Total 7500S • Postage	250	263	
7600S • Professional Fees			
5140 • Bad debt expense			
5356 • PEO fees	2,012	4,008	
6625 • Licenses and Permits	104	188	
7365 • Professional Fees			
Total 7600S • Professional Fees	2,116	4,196	
7800S • Interest Expense			
6230 • Interest Expense	10,000	8,160	85% of 1675 S Park Interest - Total \$800/mo.
6235 • Mtg Costs Amortization	984	836	85% of total \$984
7305 • Bank Fee	50	53	
6605 • Vendor Fees			
7315 • Credit Card Fees	3,400	7,064	1.5% of gross sales
Total 7800S • Interest Expense	14,434	16,113	
8000S • Other Expenses			
5495 • Program Other			
6810 • Miscellaneous	700	250	
Total 8000S • Other Expenses	700	250	
TOTAL EXPENSE	177,019	293,257	
NET INCOME	156,397	179,669	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
18/19 Budget Details			
5485 • Training/Education			
DISC analysis \$125, ea. attendee		63	50% PM
Other Training		1,250	
TOTAL		1,313	
Credit Card Fees Analysis			
2017/18 YTD Sales @ 2/28/18		554,617	
2017/18 YTD CC Fees @ 2/28/19		6,628	
Fees as % of total sales		1.2%	
7312 • IT Expense			
Time Warner Internet		324	\$180/mo. * 15%
6270 • Facilities Maint. & Repair			
Snowplowing		2,400	
Bldg. Maint		2,500	
Alarm		1,836	\$85/mo. * 85%
Sprinkler		510	85% of \$150/qtr
TOTAL		7,246	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore South

SOUTH	17/18 Budget	18/19 Budget	Notes
7371 · Utilities (Elec, Gas, Water, Solar)			
6310 · Electricity		6,213	
6320 · Natural Gas		3,112	
6330 · Water		1,312	
TOTAL		10,637	
Credit Card Fees Analysis			
2017/18 YTD Sales @ 2/28/18		554,617	
2017/18 YTD CC Fees @ 2/28/19		6,628	
Fees as % of total sales		1.2%	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
Income			
4000S · Grants			
Total Grants	-	-	
4100S · Contributions			
4010 · Individuals	500	500	
4085 · Noncash contributions			
Total Contributions	500	500	
4200S · House Sponsorships			
4210. · House Sponsors		-	
4300S · Fundraising Activities			
4305 · Event Income			
4405 · Taxable Sales	376,559	385,759	
4410 · Tax Exempt Sales	55,772	52,603	12% of total sales
4440 · ReStore Scrap Sales	500	1,805	
4480 · Cash Over/Short			
TotalFundraising Activities	432,832	440,167	
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners		-	
4550S · Other Program Income			
Total Other Program Income	-	-	
4900S · Other Income			
4390 · Other	200	200	NYS sales tax collection credit
Total · Other Income	200	200	
Total Income	433,532	440,867	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
Cost of Goods Sold			
6150 · Restore Materials purch to sell	8,525	8,755	
6151 · Cost of Goods Sold, Other	2,000	1,250	sales supplies
Total COGS	10,525	10,005	
Gross Sales	423,007	430,862	
EXPENSES			
5000S · Direct Construction Costs			
Total 5000S · Direct Construction Costs	-	-	
5300S · Discount on Mortgages Issued			
Total 5300S · Discount on Mortgages Issued	-	-	
6000S · Salary & Wages			
5210 · Department Mgr's Salaries	71,448	20,000	
5250 · Staff Wages	67,018	89,856	
5290 · Americorp			
5551 · Exec Director-Salary	11,050	4,250	
6002 · Sr. Mgmt Salaries	9,376	28,400	
6045.2 · Temporary Help			
Total 6000S · Salary & Wages	158,892	142,506	
6100S · Payroll Taxes & Benefits			
5352 · Payroll-P/R Assessments	25,842	22,937	
5354 · Payroll- Benefits	18,533	18,840	
6110 · Employee Appreciation		5,000	staff bonus'
Total 6100S · Payroll Taxes & Benefits	44,374	46,777	
TOTAL PAYROLL	203,266	189,283	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
6200S · Facilities			
6210 · Rent	33,283	38,442	
6260 · Trash Pickup	3,909	4,400	
6270 · Facilities Maint. & Repair	970	3,344	see detail
6520 · Cell Phones	848	660	
7312 · IT Expense	540	600	internet
7371 · Utilities	7,633	8,549	see detail
7380 · Telephone	803	358	
Total 6200S · Facilities	47,986	56,352	
6300S · Vehicle Expense			
5441 · Vehicle Fuel	5,041	4,400	
5442 · Vehicle Repair & Maint.	2,400	1,100	
5443 · Vehicle Other	350	330	ez pass
Total 6300S · Vehicle Expense	7,791	5,830	
6500S · Insurance			
6430 · Auto Insurance		2,468	
6515 · Property Insur.		1,854	
6525 · Gen. Liab. Insurance		891	
6536 · Umbrella Insur.		422	
6545 · Vol. Disability Insur.		79	
6555 · Directors & Officers Insur		46	
6565 · Accid. Med. Insur		100	
6570 · Insurance, Other	4,538		
Total 6500S · Insurance	4,538	5,860	
6600S · Advertising & Marketing			
7301 · Advertising	5,000	3,500	less this yr. more in 19/20
7360 Printing			
6630 Community Outreach			see detail
Total 6600S · Advertising & Marketing	5,000	3,500	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
6700S • Fundraising Expense			
4310 • Event Cost			
Total 6700S • Fundraising Expense	-	-	
6800S • Volunteer Appreciation			
5480 • Work Group Expenses			
5781 • Volunteer Appreciation	1,350	-	see development
Total 6800S • Volunteer Appreciation	1,350	-	
6900S TITHES			
5790 • Tithe	-	-	
7000S • Supplies/Equipment			
5470 • Tools, Small Equip & Furn.	500	450	EE Safety gear
6640 • Equip. Repair			
7375 • Supplies	850	2,325	office exp.
Total 7000S • Supplies/Equipment	1,350	2,775	
7200S • Depreciation			
5444 • Truck Depr	7,100		
6240 • Building Depreciation			
6670 • Office Equip Depreciation	1,000	1,197	
Total 7200S • Depreciation	8,100	1,197	
7300S • Travel & Seminars			
5485 • Training/Education	1,000	1,313	see detail
Total 7300S • Travel & Seminars	1,000	1,313	
7400S • Dues, Subscriptions & Publns.			
6620 • Dues and Subscriptions	40	129	
Total 7400S • Dues, Subscriptions & Publns.	40	129	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
7500S • Postage			
7355 • Postage	250	263	
Total 7500S • Postage	250	263	
7600S • Professional Fees			
5356 • PEO fees	4,820	4,008	
6625 • Licenses and Permits	125	187	
7365 • Professional Fees			
Total 7600S • Professional Fees	4,945	4,195	
7800S • Interest Expense			
7305 • Bank Fee	50	53	
6605 • Vendor Fees			
7315 • Credit Card Fees	4,000	6,575	1.5 % of gross sales
Total 7800S • Interest Expense	4,050	6,628	
8000S • Other Expenses			
5495 • Program Other			
6810 • Miscellaneous			
Total 8000S • Other Expenses	-	-	
TOTAL EXPENSE	289,666	277,325	
NET INCOME	133,341	153,537	

Habitat for Humanity-Buffalo, Inc.
Proposed 2018/19 Budget
ReStore North

NORTH	17/18 Budget	18/19 Budget	Notes
18/19 Budget Details			
5485 · Training/Education			
DISC analysis \$125, ea. attendee		63	50% PM
Other Training		1,250	
TOTAL		1,313	
6270 · Facilities Maint. & Repair			
Snowplowing			
Bldg. Maint		2,500	
Alarm		540	
Sprinkler			
TOTAL		3,040	
7371 · Utilities			
6310 · Electricity		4,677	
6320 · Natural Gas		3,112	
6330 · Water		759	
TOTAL		8,548	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
Income			
4000S · Grants			
4001 · AHC Grant Income			see constr.
4002 · Capacity Blg. Grant 2017-2020			see family serv.
4003 · Grant Income			
Total Grants	-	-	
4100S · Contributions			
	see admin		
4010 · Individuals	170,000	125,000	
4011 · Out of Town Groups Income	4,000	-	
4020 · Businesses	50,000	50,000	
4030 · Churches	22,000	25,000	
4040 · Foundations/Trusts	230,000	140,000	plus \$40k to constr. for CHR
4050 · Organizations/Schools	28,000	2,000	
4085 · Noncash contributions	1	28,500	contrib. serv.
Total Contributions	504,001	370,500	
4200S · House Sponsorships			
4210. · House Sponsors	255,000	-	see Construction
4300S · Fundraising Activities			
4305 · Event Income	95,000	120,000	see detail
TotalFundraising Activities	95,000	120,000	
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners	-	-	
4550S · Other Program Income			
Total Other Program Income	-	-	
4900S · Other Income			
Total · Other Income	-	-	
Total Income	854,001	490,500	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
EXPENSES			
5000S · Direct Construction Costs			
Total 5000S · Direct Construction Costs	-	-	
5300S · Discount on Mortgages Issued			
Total 5300S · Discount on Mortgages Issu	-	-	
6000S · Salary & Wages			
5210 · Department Mgr's Salaries	59,500		
5250 · Staff Wages	13,600	49,650	
5290 · Americorp			
5551 · Exec Director-Salary	1	8,500	
6002 · Sr. Mgmt Salaries		6,800	
6045.2 · Temporary Help			
Total 6000S · Salary & Wages	73,101	64,950	
6100S · Payroll Taxes & Benefits			
5352 · Payroll-P/R Assessments	26,408	5,915	
5354 · Payroll- Benefits	24,467	18,720	
6110 · Employee Appreciation			
Total 6100S · Payroll Taxes & Benefits	50,875	24,635	
TOTAL PAYROLL	123,976	89,585	
6200S · Facilities			
6260 · Trash Pickup		-	Not CIP, only HFHB facilities See admin
6270 · Facilities Maint. & Repair	1,500	-	See admin
6520 · Cell Phones		-	no cell phones, landline only
7312 · IT Expense	3,700	725	See detail
7371 · Utilities	1,200	-	see admin
7380 · Telephone	4,000	1,080	\$30/mo. 3 users (SL, AW + 1 volunt.)
Total 6200S · Facilities	10,400	1,805	
6300S · Vehicle Expense			
5443 · Vehicle Other		468	parking \$6ea. 1.5x/wk
Total 6300S · Vehicle Expense	-	468	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
6500S · Insurance			
6430 · Auto Insurance			
6515 · Property Insur.		207	
6525 · Gen. Liab. Insurance		1,445	
6536 · Umbrella Insur.		684	
6545 · Vol. Disability Insur.		26	
6555 · Directors & Officers Insur		46	
6565 · Accid. Med. Insur		163	
Total 6500S · Insurance	14,175	2,571	see summary for assumptions
6600S · Advertising & Marketing			
7301 · Advertising	1,500	1,500	Tveyes, TV, Purchased media
7360 Printing	150		Purchased printing, unless for specific fundraiser (appeal, newsletter)
6630 Community Outreach	6,000	300	Memo : Site Selection, Site Acquisition, Development, Partnerships, specific effort
Total 6600S · Advertising & Marketing	7,650	1,800	
6700S · Fundraising Expense			
4310 · Event Cost	23,750	15,000	HTBB
8380 · Newsletter Expense, Fundraising	12,000	24,000	
6730 · Appeals Expense, Fundraising		11,000	2 appeals. 1@\$7k, 1@\$4k
8490 · Fundraising Other Expenses	15,000		
Total 6700S · Fundraising Expense	50,750	50,000	
6800S · Volunteer Appreciation			
5480 · Work Group Expenses			
5781 · Volunteer Appreciation	7,250	5,564	see details
Total 6800S · Volunteer Appreciation	7,250	5,564	
6900S TITHES			
5790 · Tithe			
7000S · Supplies/Equipment			
5470 · Tools, Small Equip & Furn.			
6640 · Equip. Repair			
7375 · Supplies	7,000	400	Office supplies estimate based on PY
Total 7000S · Supplies/Equipment	7,000	400	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
7200S · Depreciation			
Total 7200S · Depreciation	-	-	incl. in admin
7300S · Travel & Seminars			
5485 · Training/Education	2,500	3,160	See detail
Total 7300S · Travel & Seminars	2,500	3,160	
7400S · Dues, Subscriptions & Publns.			
5770 · HFHI SOSI Fee			
6620 · Dues and Subscriptions	500	4,708	See detail
Total 7400S · Dues, Subscriptions & Publns.	500	4,708	
7500S · Postage			
7355 · Postage	2,500	885	See detail
Total 7500S · Postage	2,500	885	
7600S · Professional Fees			
5356 · PEO fees	4,586	2,280	
6625 · Licenses and Permits			
7365 · Professional Fees		1,200	
Total 7600S · Professional Fees	4,586	3,480	
7800S · Interest Expense			
6605 · Vendor Fees			
7315 · Credit Card Fees	450	1,299	see details
Total 7800S · Interest Expense	450	1,299	
8000S · Other Expenses			
5495 · Program Other			Incl. affiliate support / donations
6810 · Miscellaneous		1,000	incidental / 1x expense
Total 8000S · Other Expenses	-	1,000	
TOTAL EXPENSE	231,738	166,725	
NET INCOME	622,263	323,775	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
18/19 Budget Details			
4085 · Noncash contributions			
4085 · Noncash contributions		5,000	includes wegman's gift cards, and incidental materials / supplies
4060 · Misc Cash Donations - HFHI		3,500	cars for homes
4080 Contributed services		20,000	based on PY
TOTAL		28,500	
4305 · Event Income			
Womens build		20,000	
DIY		15,000	
HTBB		65,000	
OTHER- 3RD PARTY, TBD		20,000	
TOTAL		120,000	
5781 · Volunteer Appreciation			
Home for the holidays		2,000	
Gifts (\$4/ ea. @ 150 gifts)		2,000	
Shirt (\$10ea.* 100 shirts		1,000	
Vol. appeac. Mo. - April, pizza (4 @ \$18ea)		144	
Refreshments (\$35/ea event. * 12 occasions		420	
TOTAL		5,564	
5485 · Training/Education			
Global Conf. - HFHI			
Registration		900	
Accomadations		450	
Airfare		600	
Ground Transp.		40	
Food		10	
Event Total		2,000	
ABLE Conf.- NYS			
Registration		290	
Accommodations		80	
Airfare		-	
Ground Transp.		190	
Food		-	
Event Total		560	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
NYS Summer Synopsis			
Registration		150	
Ground Transp.		200	
Event Total		350	
Other Training			
DISC analysis \$125 ea		250	AW, SL
TOTAL		3,160	
6620 · Dues and Subscriptions			
TVeyes		1,500	
Leadership Buffalo		150	
DonorLynk		1,000	
Mailchimp (38.25/mo.)		459	
Givelink (83.25/mo)		999	
Volunteer Up		600	
TOTAL		4,708	
7312 · IT Expense			
Adobe Cloud (\$21.74/mo.)		261	
Website Hosting - Hero Data (\$20/mo.)		240	
Global Quest Trend License (IT security) \$18.69/mo.		224	
Internet			in admin
TOTAL		725	
7500S · Postage			
Postage meter (annual)		225	
thank yous (100/mo. * \$.55ea (stamp & Env.)		660	
TOTAL		885	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Development

DEVELOPMENT	17/18 ADMIN Budget	18/19 Budget	18/19 NOTES
6630 Community Outreach			
Registration / attendance:		300	
TOTAL		300	
7315 - Credit Card Fees			
Authorize.net (\$25/mo.)		300	
Genesis PPG (\$75/mo.)		900	
PCI compliance		99	
TOTAL		1,299	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
Income			
4000S · Grants			
4002 · Capacity Blg. Grant 2017-2020	38,400	23,400	Jk wages: 70% thru March, 50% Apr-Jun
4003 · Grant Income			
Total Grants		23,400	
4100S · Contributions			
Total Contributions		-	
4200S · House Sponsorships			
4210. · House Sponsors		-	
4300S · Fundraising Activities			
TotalFundraising Activities		-	
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners		-	
4550S · Other Program Income			
Total Other Program Income		-	
4900S · Other Income			
Total · Other Income		-	
Total Income		23,400	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
EXPENSES			
5000S · Direct Construction Costs			
Total 5000S · Direct Construction Costs		-	
5300S · Discount on Mortgages Issued			
Total 5300S · Discount on Mortgages Issued		-	
6000S · Salary & Wages			
5210 · Department Mgr's Salaries			
5250 · Staff Wages		36,000	
5290 · Americorp		11,198	1 @ \$1018/mo, 11 months
5551 · Exec Director-Salary		8,500	
6002 · Sr. Mgmt Salaries		36,350	
6045.2 · Temporary Help		4,050	18-8hr days at \$225/day
Total 6000S · Salary & Wages		96,098	
6100S · Payroll Taxes & Benefits			
5352 · Payroll-P/R Assessments		7,081	
5354 · Payroll- Benefits		11,100	
6110 · Employee Appreciation			
Total 6100S · Payroll Taxes & Benefits		18,181	
TOTAL PAYROLL		114,279	
6200S · Facilities			
6260 · Trash Pickup			Reallocated at year-end
6270 · Facilities Maint. & Repair			Reallocated at year-end
6520 · Cell Phones		622	see details
7312 · IT Expense		35	see details
7371 · Utilities			Reallocated at year-end
7380 · Telephone		522	see details
Total 6200S · Facilities		1,179	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
6300S · Vehicle Expense			
5443 · Vehicle Other		468	parking \$6ea. 1.5x/wk
Total 6300S · Vehicle Expense		468	
6500S · Insurance			
6515 · Property Insur.		207	
6525 · Gen. Liab. Insurance		964	
6536 · Umbrella Insur.		456	
6545 · Vol. Disability Insur.		26	
6555 · Directors & Officers Insur		46	
6565 · Accid. Med. Insur		109	
Total 6500S · Insurance		1,808	
6600S · Advertising & Marketing			
7301 · Advertising			
7360 Printing			
6630 Community Outreach		500	
Total 6600S · Advertising & Marketing		500	
6700S · Fundraising Expense			
Total 6700S · Fundraising Expense		-	
6800S · Volunteer Appreciation			
5781 · Volunteer Appreciation			
Total 6800S · Volunteer Appreciation		-	
6900S TITHES			
5790 · Tithe		-	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
7000S · Supplies/Equipment			
6640 · Equip. Repair			
7375 · Supplies		500	
Total 7000S · Supplies/Equipment		500	
7200S · Depreciation			
Total 7200S · Depreciation		-	Not allocated
7300S · Travel & Seminars			
5485 · Training/Education		3,341	See details
Total 7300S · Travel & Seminars		3,341	
7400S · Dues, Subscriptions & Publns.			
5770 · HFHI SOSI Fee			
6620 · Dues and Subscriptions			
Total 7400S · Dues, Subscriptions & Publns.		-	
7500S · Postage			
7355 · Postage		250	
Total 7500S · Postage		250	
7600S · Professional Fees			
5140 · Bad debt expense			
5356 · PEO fees		1,373	
5740 · Credit Report Fees		1,000	to set up credit reporting process
7365 · Professional Fees		5,000	
Total 7600S · Professional Fees		7,373	
7800S · Interest Expense			
Total 7800S · Interest Expense		-	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
8000S · Other Expenses			
5495 · Program Other			
6810 · Miscellaneous		250	
Total 8000S · Other Expenses		250	
TOTAL EXPENSE		129,948	
NET INCOME		(106,548)	

18/19 Budget Details

7312 · IT Expense		
Global Quest (IT security) 15% of total		35
TOTAL		35
Global Quest, software, services, licenses, incidental computer purchases		

6520 · Cell Phones		
John K. std. mo. charge @ \$25/mo		360
John K. usage charges		100
Rick's mo. charge (45%)		162
TOTAL		622

7380 · Telephone		
John K. std. mo. charge @ \$30/mo		360
Rick's mo. charge (45%)		162
TOTAL		522

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Family Services

FAMILY SERVICES	17/18 notes	18/19 Budget	Notes
5485 • Training/Education			
Global Conf. - HFHI			
Registration		900	
Accomadations		450	
Airfare		600	
Ground Transp.		40	
Food		10	
Event Total		2,000	
ABLE Conf.- NYS			
Registration		290	
Accommodations		80	
Airfare		-	
Ground Transp.		190	
Food		-	
Event Total		560	
NYS Summer Synopsis			
Registration		150	
Ground Transp.		200	
Event Total		350	
Other Training			
DISC analysis \$125, ea attendee's.		181	JK, .45% of RF
Qualified Loan Orginator Cert.		250	Jk - cost?
		431	add qual. loan org. - see fam. Serv.
TOTAL TRAINING		3,341	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
INCOME			
4000S · Grants			
4001 · AHC Grant Income	423,400		see constr
4002 · Capacity Blg. Grant 2017-2020			see family serv
4003 · Grant Income			see development
4200 GRANT AND REBATE INCOME	423,400	-	
CONTRIBUTIONS			
TOTAL CONTRIBUTIONS	544,250	-	see development
4200S · House Sponsorships			
4210 House Sponsorships	255,000	-	see Development
FUNDRAISING			
TotalFundraising Activities	95,000	-	see Development
4500S · Home Sales			
4110 · Sales/Transfers to Homeowners	-	-	see constr
4550S OTHER PROG. INCOME			
Total Other Program Income	-	-	
4900S OTHER INCOME			
4380 · Div. & Int. Income, Investments	6,300	6,300	estimate based on 2017/18
4381 Realized ST Capital Gains			
4382 Realized LT Capital Gains			
4385 · Interest Income, Bank	420	-	
4390 · Other	1,400		
4394 · Unrealized Gain on Sale	525		
TOTAL OTHER INCOME	8,645	6,300	
TOTAL INCOME	1,326,295	6,300	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
EXPENSES			
5000S · Direct Construction Costs			
Total 5000S · Direct Construction Costs	-	-	
5410 · Prog. Discount on Mortgages			
Total 5300S · Discount on Mortgages Issued	-	-	see Mortg. Serv.
6000S SALARIES AND WAGES			
5210 Dept. Mgr. Salaries			
5250 Staff Wages	158,878	41,829	
5290 AmeriCorp Labor			
5551 · Exec Director-Salary	59,500	34,000	
6002 Sr. Mgmt Salaries	13,600	30,300	
TOTAL SALARIES AND WAGES	231,978	106,129	
6100S PAYROLL BENEFITS & TAXES			
5352 · Payroll Taxes	26,408	9,292	
5354 · Payroll Benefits	24,467	6,480	
6110 · Employee Appreciation		25,000	E.D. Descretionary
TOTAL PAYROLL BENEFITS & TAXES	50,875	40,772	
TOTAL LABOR	282,854	146,901	
6200S FACILITIES			
6210 · Rent			
6260 Trash Pickup		180	City User fees only
6270 · Facilities Repairs & Maint	1,500	13,374	see detail
6520 Cell Phones - Tmobil		540	\$45/mo. TOB + 10% RICK
7312 IT Expense	3,700	2,642	see detail
7371 · Utilities (Elec, Gas, Water, Solar)	1,200	1,528	15% of (prior 12mo. + 5% increase)= 15%* (9700*1.05)
7380 · Telephone	4,000	2,220	\$185 / mo. MVP alloc. by # of phones
TOTAL FACILITIES	10,400	20,484	
6300S VEHICLE EXPENSE			
5443 Vehicle Other		468	parking \$6ea. 1.5x/wk
TOTAL VEHICLE EXPENSE	-	468	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
6500S INSURANCES			
6430 · Auto Insurance		-	
6515 · Property Insur.		484	
6525 · Gen. Liab. Insurance		2,241	
6535 · Builders Risk Insur		-	
6536 · Umbrella Insur.		1,061	
6545 · Vol. Disability Insur.		52	
6555 · Directors & Officers Insur		693	
6565 · Accid. Med. Insur		253	
6570 · Insurance, Other	14,175		
TOTAL INSURANCES	14,175	4,784	
6600S ADVERTISING & MARKETING			
7301 · Advertising	1,500		
7360 · Printing	150		
6630 Community Outreach	6,000	2,000	
TOTAL ADVERTISING & MARKETING	7,650	2,000	
6700S · Fundraising Expense			
TOTAL FUNDRAISING	50,750	-	
6800S VOLUNTEER APPRECIATION			
TOTAL VOLUNTEER APPRECIATION	7,250	-	
6900S TITHES			
5790 · Tithe	45,000	45,000	see detail
7000S SUPPLIES / EQUIPMENT			
5470 · Tools, Small Equip & Furn.		500	Office furn., keyboards etc. see IT for software.
6640 · Equip. Repair		500	estimate
7375 · Supplies	7,000	7,747	see detail
TOTAL SUPPLIES / EQUIPMENT	7,000	8,747	
7200S · DEPRECIATION			
6240 · Building Depreciation	2,500	1,830	15% of \$12,200 annually
6670 · Office Equip Depreciation	1,000	6,400	
TOTAL DEPRECIATION	6,736	8,230	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
7300S · Travel & Seminars			
5485 · Training/Education	2,500	3,685	
Total 7300S · Travel & Seminars	2,500	3,685	
7400S DUES, SUBSCRIPTIONS, & PUBLNS			
5770 · HFHI SOSI Fee	25,000	25,000	
6620 · Dues & Subscriptions	500	7,498	see detail
TOTAL DUES, SUBSCRIPTIONS, & PUBLNS	25,500	32,498	
7500S · Postage			
7355 · Postage	2,500	988	pay bills (25/wk), letters (10/wk), oversize env. - 26 @ \$3ea
Total 7500S · Postage	2,500	988	
7600S · PROFESSIONAL FEES			
5356 · PEO fees	4,586	1,800	
6625 · Licenses and Permits		250	Tax return filing fee
7365 · Professional Fees	40,000	3,600	see detail
TOTAL DUES, SUBSCRIPTIONS, & PUBLNS	176,586	5,650	
7800S · INTEREST EXPENSE			
6230 · Interest Expense	12,500	3,745	see detail
6235 · Mtg Costs Amortization		148	15% of total \$984
7305 · Bank Fee	500	1,501	based on PY
6605 · Vendor Fees		250	stmt. & serv. Fees
TOTAL INTEREST EXPENSE	13,450	5,644	
8000S · Other Expenses			
5495 · Program Other			
6810 · Miscellaneous		1,000	incidental
Total 8000S · Other Expenses	-	1,000	
TOTAL EXPENSE	652,351	286,078	
NET INCOME	673,944	(279,778)	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
17/18 Budget Detail			
4085 · Noncash contributions			
4085 · Noncash contributions	5,000		
4060 · Misc Cash Donations - HFHI	3,250		
4080 Contributed services	20,000		
4430 ReStore Cash Donations	2,000		
4090 - In-kind contributions, Warehouse Mat	10,000		
	40,250		
5250 Staff Wages			
5554 · Office Mgr-Salary	40,165		
5557 · Volunteer Coordinator	30,720		
XXXX Development Director	42,994		
XXXX Family Services Coordinator	45,000		
	158,878		
18/19 Budget Detail			
5485 · Training/Education			
Global Conf. - HFHI			
Registration		900	
Accomadations		450	
Airfare		600	
Ground Transp.		40	
Food		10	
Event Total		2,000	
ABLE Conf.- NYS			
Registration		290	
Accommodations		80	
Ground Transp.		190	
Food		-	
Event Total		560	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
NYS Summer Synopsis			
Registration		150	
Ground Transp.		200	
Event Total		350	
Other Training			
DISC analysis \$125 ea		275	TOB, MMO, 10% RF
Finance refresher		500	
		775	add qual. loan org. - see fam. Serv.
TOTAL		3,685	
6630 Community Outreach			Donor Cultivation, Site Selection, Site Acquisition Partnerships Development- businesses, NFP's & gov't officials
Registrations, event attendance		750.00	3 @ \$250 ea
Hosting (lunches etc.)		480.00	1x/mo. \$40 ea
Other efforts		770.00	
Total		2,000	
5790 • Tithe			
Undesignated income:		-	
4010 • Individuals		125,000	
4020 • Businesses		50,000	
4030 • Churches		25,000	
4040 • Foundations/Trusts		140,000	
4050 • Organizations/Schools		2,000	
other undesignated income		108,000	
Total Undesignated income		450,000	
Tithe %		10.0%	
Annual Tithe		45,000	
6230 • Interest Expense			
Mortgage Interest		1,440	15% of 1675 S Park Interest - Total \$800/mo.
Line of Credit Interest		2,000	\$1,483 YTD FY17/18
Vendor finance Charges			
Locton Auto		235	
NYSIF		70	
Total		3,745	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Administration

Administration	17/18 Budget	18/19 Budget	Notes
7312 IT Expense			
Internet - Time Warner		1,836	\$180/mo. * 85%
Global Quest (IT security)		456	\$38/mo. 20% of total
Software		350	
Total		2,642	
6270 • Facilities Repairs & Maint			
DFT Alarm		324	\$85/mo. * 15%
Sprinkler - Quarterly inspection		90	15% of \$150/qtr
Snowplowing		360	15% of \$2400 annually
Janitorial Services		12,000.00	
Other Build. Maint		600	\$50/mo. estimate - not supplies
Total		13,374	
7375 • Supplies			
Bulk water		867	\$85/mo. 85%
Coffee, kitchen supplies		935	25% of staples w/ 10% increase
Janitorial / Cleaning		935	25% of staples w/ 10% increase
Paper / Office supplies		1,870	50% of staples w/ 10% increase
Banking supplies		580	deposit slips (250ct @\$60 x3) & checks (500ct @\$200x2)
Copier, copies		2,400	\$200 / mo. based on prior 12 mo.
Paper Shredding		160	\$40/qtr
Total		7,747	Staples = \$3400 in prior 12 mo
6620 • Dues & Subscriptions			
Dropbox		48	\$12/mo. 4 mo. for secure file transfer
HFH-NYS Supporting Affiliate		5,000	
Food Bank event		300	
Womens' Pres. Org		2,000	
Leadership		150	
Total		7,498	
7365 • Professional Fees			
Job postings - HR		225	3 @ \$75 ea
Legal counsel - Admin		3,375	15 hrs @ \$225/hr
Total		3,600	

Habitat for Humanity-Buffalo, Inc.					
2018/19 Budget					
Mortgage Services					
Mortgage Servicing	14/15 ACTUAL	15/16 ACTUAL	16/17 ACTUAL	18/19 Budget	18/19 NOTES
Income					
4550S · Other Program Income					
4150 · Late Fee Income					
4250 · Mortg. Discount Amort.	214,798	365,463	319,037	258,098	= 2017/2018, see detail. Adj. for PV of mortg. pymts received
Total Other Program Income				258,098	
Total Income				258,098	
EXPENSES					
5300S · Discount on Mortgages Issued					
5410 · Prog. Discount on Mortgages	856,860	691,515	374,405	636,905	60% discount for PV cost of mortg. when home is sole
Total 5300S · Discount on Mortgages Issued				636,905	
6000S · Salary & Wages					
5250 · Staff Wages				9,000	
5551 · Exec Director-Salary				8,500	
6002 · Sr. Mgmt Salaries				16,700	
Total 6000S · Salary & Wages				34,200	
6100S · Payroll Taxes & Benefits					
5352 · Payroll-P/R Assessments				2,934	
5354 · Payroll- Benefits				3,720	
Total 6100S · Payroll Taxes & Benefits				6,654	
TOTAL PAYROLL				40,854	
6200S · Facilities					
Total 6200S · Facilities				-	not allocated
6300S · Vehicle Expense					
Total 6300S · Vehicle Expense				-	Parking, mileage reimbursement
6500S · Insurance					
Total 6500S · Insurance				-	not allocated

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Mortgage Services

Mortgage Servicing	14/15 ACTUAL	15/16 ACTUAL	16/17 ACTUAL	18/19 Budget	18/19 NOTES
7000S · Supplies/Equipment					
7375 · Supplies				250	
Total 7000S · Supplies/Equipment				250	
7200S · Depreciation					
Total 7200S · Depreciation				-	not allocated
7300S · Travel & Seminars					
Total 7300S · Travel & Seminars				-	
7400S · Dues, Subscriptions & PublIns.					
Total 7400S · Dues, Subscriptions & PublIns.				-	
7500S · Postage					
7355 · Postage				300	
Total 7500S · Postage				300	
7600S · Professional Fees					
5140 · Bad debt expense				5,000	in constr. in PY
5356 · PEO fees				523	
5777 · Foreclosure Expenses				6,000	
Total 7600S · Professional Fees				11,523	
7800S · Interest Expense					
Total 7800S · Interest Expense				-	
8000S · Other Expenses					
Total 8000S · Other Expenses				-	
TOTAL EXPENSE				689,833	
NET INCOME				(431,735)	
NET INCOME (LOSS) FROM MORTGAGE DISCOU	(642,062)	(326,052)	(55,368)	(378,807)	

Habitat for Humanity-Buffalo, Inc.
2018/19 Budget
Mortgage Services

Mortgage Servicing	14/15 ACTUAL	15/16 ACTUAL	16/17 ACTUAL	18/19 Budget	18/19 NOTES
18/19 Budget Details					
4250 · Mortg. Discount Amort.					
ESTIMATE CALCULATION FOR YEAR ENDING JUNE 2018					
PY Unamortized Mortgage Discount				4,655,772	audited FS
CY Mortgage payments received*				439,733	Incl. mortg. retirements & foreclosures
				2,047,296,588,876	
PY Mortg. Receivable Balance				7,932,239	audited FS
Estimated Mortg. Disc. Amort. Income				258,098	
* change in Mortg. Rec. before home sales at 3/8/18				303,733	
March - June est. receipts (4 mo @\$34,000/mo)				136,000	
Estimated CY Mortg. Receipts				439,733	

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

	Budget	Non Budget Cash Activity	NOTES										
				Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
OPERATING CHECKING													
Beginning Balance				238,749	160,637	460,801	655,767	671,665	628,388	599,390	624,660	703,980	748,461
RECEIPTS													
4300S · Fundraising - Development	120,000			2,000	53,000	3,000	5,000		-	10,000	11,500	23,000	7,000
4300S · Fundraising - ReStores, net of COGS	901,388			70,522	70,522	70,522	70,522	63,205	80,904	89,676	75,002	70,688	63,106
4100S · Contributions	412,500				5,000	58,000	10,000	18,000	48,000	34,000	71,250	26,750	46,250
4120 · Estate Giving & Endowments					245,000								
4000S · Grants	373,400			3,461	118,827	198,938	101,988	1,938	1,938	141,938	106,938	1,938	71,938
4200S · House Sponsorships	300,000					40,000		20,000	25,000	60,000	25,000	80,000	25,000
4550S · Other Prog. Inc. (Critical Hm Repair)	-							10,000		10,000		10,000	
4900S · Other Income	400				75		50		50		50		75
Mortgages and rents		513,600	A	42,800	42,800	42,800	42,800	42,800	42,800	42,800	42,800	42,800	42,800
Grants, HomeOwner Awarded		105,000	B										
Total Cash Receipts	2,107,688	618,600		118,783	535,224	413,261	230,360	155,943	198,692	388,414	332,540	255,176	256,169
DISBURSEMENTS													
Non-Expense Outflows													
Construction In Progress		789,600	C	84,500	155,000	101,500	76,500	80,850	57,800	145,000	61,300	61,500	49,500
Capital Additions / (Sale Proceeds)													
Escrow and reimbursable closing costs		87,877	D					959	34,000	25,500	17,959		8,500
Sales Tax Payable		70,016	E					4,909	6,284	6,966	5,826	5,491	4,902
Mortgage Debt Service (1675 S. Park)	9,600	17,484		2,257	2,257	2,257	2,257	2,257	2,257	2,257	2,257	2,257	2,257
Other Disbursements													
Total Non-Expense Outflows	9,600	964,977		86,757	157,257	103,757	78,757	88,975	100,341	179,723	87,342	69,248	65,159
Expenses:													
5000S · Constr. Warranty & Critical Hm Repair	45,000			2,000	2,000	2,000	14,000	2,000	14,000	2,000	14,000	1,500	1,500
6000S & 6100S · Labor Exp.	953,682			64,115	50,240	68,201	91,359	73,609	79,859	97,145	97,145	94,145	107,145
6900S · Tithe	45,000					30,000				15,000			15,000
7600S · Professional Fees	110,681			1,620	3,607	3,118	2,710	3,368	2,843	29,515	23,265	11,265	16,843
6200S · Facilities	114,850			6,673	5,757	6,157	6,437	8,557	9,577	10,257	10,570	14,870	11,670
6700S · Fundraising Expense	52,500			3,000	6,000			5,336	6,000	1,000	3,000	7,000	2,000
6500S · Insurance	49,164			29,410			15,262			15,262			15,262
7400S · Dues, Subscriptions & Publns.	40,464			40	2,840	40	40	2,740	3,215	3,165	5,265	3,565	6,715

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

	Budget	Non Budget Cash Activity	NOTES						
				Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
OPERATING CHECKING									
Beginning Balance				751,697	763,663	720,890	607,497	518,117	590,045
RECEIPTS									
4300S · Fundraising - Development	120,000			20,000	2,000	2,000	30,000	9,500	5,000
4300S · Fundraising - ReStores, net of COGS	901,388			66,614	70,998	78,671	81,921	81,928	78,675
4100S · Contributions	412,500			50,250	15,250	14,250	19,250	50,250	19,000
4120 · Estate Giving & Endowments									
4000S · Grants	373,400			36,938	1,938	1,938	1,938	1,385	1,385
4200S · House Sponsorships	300,000					10,000		80,000	15,000
4550S · Other Prog. Inc. (Critical Hm Repair)	-								
4900S · Other Income	400				50	25	75	25	50
Mortgages and rents		513,600	A	42,800	42,800	42,800	42,800	42,800	42,800
Grants, HomeOwner Awarded		105,000	B						
Total Cash Receipts	2,107,688	618,600		216,602	133,036	149,684	175,984	265,888	161,910
DISBURSEMENTS									
Non-Expense Outflows									
Construction In Progress		789,600	C	41,500	37,000	95,250	65,000	57,400	37,500
Capital Additions / (Sale Proceeds)									
Escrow and reimbursable closing costs		87,877	D	959					
Sales Tax Payable		70,016	E	5,174	5,515	6,111	6,363	6,364	6,111
Mortgage Debt Service (1675 S. Park)	9,600	17,484		2,257	2,257	2,257	2,257	2,257	2,257
Other Disbursements									
Total Non-Expense Outflows	9,600	964,977		49,890	44,772	103,618	73,620	66,021	45,868
Expenses:									
5000S · Constr. Warranty & Critical Hm Repair	45,000			1,500	1,500	2,000	2,000	1,500	1,500
6000S & 6100S · Labor Exp.	953,682			107,145	107,145	126,145	107,145	107,145	107,145
6900S · Tithe	45,000						15,000		
7600S · Professional Fees	110,681			10,093	3,093	2,367	3,343	2,343	2,343
6200S · Facilities	114,850			12,070	7,970	7,620	7,070	7,220	6,820
6700S · Fundraising Expense	52,500			2,000	2,000	7,164	13,000	2,000	2,000
6500S · Insurance	49,164						29,410		
7400S · Dues, Subscriptions & Publns.	40,464			3,999	3,125	5,875	2,800		

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

	Budget	Non Budget Cash Activity	NOTES										
				Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
7800S · Interest Expense, Mortg. Only	9,905			826	826	826	826	826	826	826	826	826	825
Credit Card & Bank Fees	16,795							1,178	1,507	1,671	1,397	1,317	1,176
LOC Interest	2,000												
6300S · Vehicle Expense	27,884				1,716	1,491	2,367	5,309	3,650	1,893	3,543	3,227	1,676
7000S · Supplies/Equipment	26,622			2,455	1,473	2,455	2,455	2,662	1,597	2,662	2,662	1,597	2,662
7300S · Travel & Seminars	18,984				3,000			1,450	2,500	2,000	1,234		
6600S · Advertising & Marketing	11,400				200	250	250	1,500	750	750	750	1,800	1,350
6800S · Volunteer Appreciation	8,064				144			35	785	35	785	35	3,650
8000S · Other Expenses	5,500							1,375			1,375		
7500S · Postage	2,999							300	240	240	60	300	300
Total Expenses	1,541,493			110,139	77,803	114,538	135,706	110,245	127,349	183,421	165,877	141,447	187,774
Net Cash Flow before LOC	556,595			(78,112)	300,165	194,966	15,898	(43,277)	(28,998)	25,270	79,321	44,481	3,236
LOC - Draw / (Repayment)													
ENDING BALANCE				160,637	460,801	655,767	671,665	628,388	599,390	624,660	703,980	748,461	751,697
LOC - Outstanding balance				-	-	-	-	-	-	-	-	-	-

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

	Budget	Non Budget Cash Activity	NOTES	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
7800S · Interest Expense, Mortg. Only	9,905			825	825	825	825	825	825
Credit Card & Bank Fees	16,795			1,241	1,323	1,466	1,526	1,527	1,466
LOC Interest	2,000								
6300S · Vehicle Expense	27,884			2,751	1,434	1,345	1,017	942	1,097
7000S · Supplies/Equipment	26,622			2,662	1,597	2,662	1,597	2,662	1,597
7300S · Travel & Seminars	18,984			8,000			3,800		
6600S · Advertising & Marketing	11,400			750	750	750	750	750	750
6800S · Volunteer Appreciation	8,064			35	35	1,000	785	785	99
8000S · Other Expenses	5,500			1,375			1,375		
7500S · Postage	2,999			300	240	240	300	240	240
Total Expenses	1,541,493			154,746	131,037	159,459	191,743	127,939	125,882
Net Cash Flow before LOC	556,595			11,966	(42,773)	(113,393)	(89,379)	71,927	(9,840)
LOC - Draw / (Repayment)									
ENDING BALANCE				763,663	720,890	607,497	518,117	590,045	580,205
LOC - Outstanding balance				-	-	-	-	-	-

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

	Budget	Non Budget Cash Activity	NOTES								
Non-Cash Budgeted Income											
4500S · Home Sales	1,076,228										
4250 · Mortg. Discount Amort.	258,098										
4380 · Div. & Int. Income, Investments	6,300										
Total Non-Cash Budgeted Income	1,340,626										
Non-Cash Budgeted Expense											
5300S · Discount on Mortgages Issued	636,905										
7200S · Depreciation	41,204										
5110 · Cost of Homes Transferred	1,024,979										
6235 · Mtg Costs Amortization (interest)	984										
Total Non-Cash Budgeted Expense	1,704,072										
Net Non-Cash Budget Items	(363,446)										
Net Income, Budgeted	202,748										
	232,748										
	(30,000)										

Non Budget Cash Activity Notes:
A: @ \$35k/mo. based on current receipts
B: Neighborworks Closing Cost Asst. (10@ \$10.5k)
C: reference - S:\Rick WIP\CIP Budgets\construction budget by month RF 2-19-18
D: 10 home closings @ \$8500 ea + 245 Lehigh & 20 Ferguson Escrow
E: 8.75% of taxable sales

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

	Budget	Non Budget Cash Activity	NOTES	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19
Non-Cash Budgeted Income									
4500S · Home Sales	1,076,228								
4250 · Mortg. Discount Amort.	258,098								
4380 · Div. & Int. Income, Investments	6,300								
Total Non-Cash Budgeted Income	1,340,626								
Non-Cash Budgeted Expense									
5300S · Discount on Mortgages Issued	636,905								
7200S · Depreciation	41,204								
5110 · Cost of Homes Transferred	1,024,979								
6235 · Mtg Costs Amortization (interest)	984								
Total Non-Cash Budgeted Expense	1,704,072								
Net Non-Cash Budget Items	(363,446)								
Net Income, Budgeted	202,748								
	232,748								
	(30,000)								

Non Budget Cash Activity Notes:

- A: @ \$35k/mo. based on current receipts
- B: Neighborworks Closing Cost Asst. (10@ \$10.5k)
- C: reference - S:\Rick WIP\CIP Budgets\construction budget by month RF 2-19-18
- D: 10 home closings @ \$8500 ea + 245 Lehigh & 20 Ferguson Escrow
- E: 8.75% of taxable sales

DUPLICATE PAGE

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

Projected FY19 Closings as of 3/5/18						
Address	Closing Date	Sales Price	Estimated Mortg.	Est.Cost (CIP)	CIP Return (Loss) after AHC Constr. Grant	
320 Florida	Aug-18	\$ 74,856	\$ 72,856	96,480	6,376	
312 Trenton	Aug-18	126,000	124,000	120,626	33,374	
56 Wende	Aug-18	127,000	125,000	46,352	108,648	
41 Kearns	Aug-18	95,000	93,000	170,807	(47,807)	
352 East Ave	Sep-18	85,000	83,000	83,709	29,291	
554 Shirley	Sep-18	63,653	61,653	37,967	53,686	
461 Busti	Sep-18	145,000	143,000	124,212	48,788	
49 Kilhoffer	Oct-18	125,000	123,000	115,607	37,393	
463 Busti	Oct-18	145,000	143,000	117,017	55,983	
75 Poultney	Dec-18	95,000	93,000	163,450	(40,450)	
TOTALS		\$ 1,081,509	\$ 1,061,509	1,076,228	285,281	
		sale of homes	Mortg. Disc. Basis	cost of homes xferred		

Historical Cert. of Occupancy					
Fiscal Year End	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019
# New Homes Occupied	13	14	15	8	16
# Homes Sold	18	14	5	11	10

Habitat for Humanity-Buffalo, Inc.
2018 -2021
Capital Project

Capital Projects Description		Priority *	Target Date	Cost	Notes
1	Constr. Warehouse - 462 Genesse St.	B	Mar, '19	10,000	Roof repairs
2	IT - Donorlynk	C	Aug, '18	7,500	Add Construction / Volunteer module
3	Leasehold improvements, Amherst St. ReStore	B	Jul, '18	3,800	HVAC replacement and dropped ceiling panels.
4	ReStore(s) Merchandize Testing Areas	C	Jul, '18	2,800	Wiring, gas lines, door reconstruction and concrete ramp. Major repair and or replacement of vehicles;
5	Vehicle repair or replacement	B	Jul, '18	21,500	3 vehicles, 1 / year starting FY 2018 / 19
6	Leasehold improvements, Amherst St. ReStore	A	Sep, '18	7,400	Water damage repairs - in lieu of lease cost increase
7	Parking lot, 1675 S. Park	A	May, '18	22,774	Asphalt Overlay and Rebate Milling
8	HVAC Replacement 1675 S. Park	A	Jul, '18	13,699	Full replacement of 2 units
	Alternatively, HVAC Repairs 1675 S. Park			4,193	Alternative repair of 2 units
9	Computer acquisition and replacement	B	Aug, '18	1,800	New laptops for volunteers and replace existing laptops; 1/year
10	ReStore Point of Sale System (POS)	C	Jan, '20	20,000	To provide inventory mgmt., cost controls and marketing data.
11					

*** Priorities**
A: Immediate, damage or liability exposure
B: Short term need to mitigate future loss or provide for operational needs
C: Wish list, would provide strategic ROI

Habitat for Humanity-Buffalo, Inc.
Audited Income Statements

	Jun- 12	Jun- 13	Jun- 14	Jun- 15	Jun- 16	Jun- 17
REVENUES						
Restore Sales	614,963	733,154	772,417	823,057	767,948	725,450
Cash Contributions	606,629	551,309	637,932	787,190	693,384	515,742
Transfers to Homeowners	1,082,968	1,060,917	398,013	1,457,567	1,195,228	484,776
Mortgage Discount Amortization	258,080	247,074	227,199	214,798	365,463	374,405
Grants	717,800	586,710	224,930	644,300	458,000	247,237
Donated Services	22,801	70,974	63,399	52,069	51,218	96,253
Donated Materials	14,083	850	4,212	32,146	235,742	66,149
Investment Income	3,948	8,825	1,673	1,370	4,696	14,661
Other Income	47,713	10,619	34,626	11,442	11,829	11,321
TOTAL REVENUES	3,368,985	3,270,432	2,364,401	4,023,939	3,783,508	2,535,994
EXPENSES						
Cost of Homes Transferred, pending sales	1,381,932	1,176,627	472,886	1,512,445	1,366,881	635,379
Restore	433,449	442,836	478,415	517,632	559,733	628,503
Labor	301,538	315,749	344,564	370,993	401,973	545,398
Discount on Mortgage Receivable	678,809	613,891	239,850	856,860	691,515	319,037
Construction Support	36,766	19,532	39,508	35,252	50,944	138,141
Americorps/Vista Labor	26,551	63,383	87,500	60,981	76,271	116,000
Professional Fees	33,879	59,175	57,896	57,546	85,247	82,793
Office Expense	24,982	20,831	23,280	30,603	25,312	42,568
Amerinational Service Fee	-	22,973	28,338	29,897	26,352	35,796
AHC Grant Fee	111,150	75,000	25,000	90,000	89,000	35,000
Miscellaneous	3,889	5,809	6,424	16,032	19,394	33,003
Insurance	26,318	23,388	16,959	19,603	17,028	29,007
Vehicle Expense	-	-	-	-	-	23,331
Depreciation	32,890	37,318	36,797	45,585	42,775	22,743
Employee Benefits	59,899	55,421	70,463	74,464	76,764	22,648
Materials	-	-	-	29,247	5,113	21,575
HFH Tithe	100,403	36,116	70,843	66,210	46,604	20,649
Printing & Postage	19,810	14,975	19,492	27,733	16,115	17,879
Training	-	-	-	-	-	12,079
Fundraising Expense	-	-	-	-	-	8,730
Telephone	2,162	2,187	2,697	2,275	3,688	7,490
Interest	1,042	998	952	905	857	2,249
Utilities	-	-	-	602	1,031	1,044
Bad Debt Expense	-	4,490	230	10,339	1,781	280
Rent	11,040	11,040	11,040	6,440	-	-
TOTAL EXPENSES	3,286,509	3,001,739	2,033,134	3,861,644	3,604,378	2,801,322
INCREASE (DECREASE) IN NET ASSETS	82,476	268,693	331,267	162,295	179,130	(265,328)
NET ASSETS, BEGINNING	3,958,098	4,040,574	4,309,267	4,640,534	4,802,829	4,981,959
NET ASSETS, ENDING	4,040,574	4,309,267	4,640,534	4,802,829	4,981,959	4,716,631

Habitat for Humanity-Buffalo, Inc.
2017/2018 Budget to Actual
at March 16, 2018

	Annual Budget 2017/18	Actual YTD @ 3/16/18	Estimated Mar. 17th - Jun 30th	Estimated P&L 2017 / 18	Estimated Budget Variance	
Income						
4000S · Grants	423,400	255,083	295,055	550,138	126,738	30%
4100S · Contributions	544,250	368,537	96,000	464,537	(79,713)	-15%
4120 · Estate Giving & Endowments	-	-	245,000	245,000	245,000	-15%
4200S · House Sponsorships	255,000	156,515	80,000	236,515	(18,485)	-7%
4300S · Fundraising Activities	864,853	635,875	306,051	941,926	77,073	9%
4500S · Home Sales	932,704	531,014	526,098	1,057,112	124,408	13%
4550S · Other Program Income	220,998	6,867	258,098	264,965	43,967	20%
4900S · Other	8,645	5,552	200	5,752	(2,893)	-33%
Total Income	3,249,850	1,959,443	1,806,502	3,765,945	516,095	16%
Cost of Goods Sold	8,775	6,337	2,841	9,178	403	5%
Gross Profit	3,241,075	1,953,106	1,803,661	3,756,767	515,692	16%
EXPENSE						
5000S · Direct Construction Costs	829,011	412,525	552,330	964,855	135,844	16%
5300S · Discount on Mortgages Issued	675,000	318,608	315,659	634,267	(40,733)	-6%
6000S · Salary & Wages	738,770	463,207	336,571	799,778	61,008	8%
6100S · Payroll Taxes & Benefits	180,229	114,435	74,352	188,787	8,558	5%
6200S · Facilities	96,921	62,342	28,414	90,756	(6,165)	-6%
6300S · Vehicle Expense	41,604	15,054	5,574	20,628	(20,976)	-50%
6500S · Insurance	37,305	42,127	17,500	59,627	22,322	60%
6600S · Advertising & Marketing	11,645	1,145	850	1,995	(9,650)	-83%
6700S · Fundraising Expense	50,750	25,737	9,900	35,637	(15,113)	-30%
6800S · Volunteer Appreciation	10,700	3,789	2,500	6,289	(4,411)	-41%
6900S · Tithes	45,000	-	45,000	45,000	-	0%
7000S · Supplies/Equipment	33,255	8,940	9,000	17,940	(15,315)	-46%
7200S · Depreciation	50,977	30,222	18,500	48,722	(2,255)	-4%
7300S · Travel & Seminars	8,500	4,647	-	4,647	(3,853)	-45%
7400S · Dues, Subscriptions & Publns.	25,609	33,254	3,000	36,254	10,645	42%
7500S · Postage	3,000	2,183	500	2,683	(317)	-11%
7600S · Professional Fees	189,687	110,120	84,238	194,358	4,671	2%
7800S · Interest Expense	34,434	19,491	4,712	24,203	(10,231)	-30%
5495 · Program Other	2,635	1,938	1,500	3,438	803	30%
Total Expense	3,065,032	1,669,764	1,510,099	3,179,864	114,832	4%
Net Income	176,043	283,342	293,562	576,903	400,860	89%

Habitat for Humanity-Buffalo, Inc.
Audited Balance Sheets

	Jun- 12	Jun- 13	Jun- 14	Jun- 15	Jun- 16	Jun- 17
ASSETS						
Cash and cash equivalents	180,106	494,463	552,913	789,570	473,512	93,878
Cash restricted for escrow	79,831	2,958	670	-		
Investments	79,528	-	1,236	2,520	222,554	230,402
Grants Receivable	346,150	213,950	-	30,000	87,000	185,540
Mortgage receivable	5,959,518	6,529,830	6,481,437	7,374,836	7,932,239	7,794,654
Unamortized discount on mortgage receivable	(3,456,648)	(3,816,745)	(3,817,718)	(4,409,448)	(4,711,138)	(4,655,772)
Escrow deposit receivable	14,213	17,029	20,055	22,607	10,353	8,717
Other receivables	676	6,407	11,107	12,256	8,813	64,161
Mortgage deposits receivable	-	-	792	-	-	-
Prepaid expenses	-	6,483	31,474	32,357	30,009	15,261
Construction in progress	954,860	753,474	1,263,334	776,644	532,814	282,732
Real estate held for development	17,653	24,308	19,716	32,353	36,544	-
Homes available for resale	-	91,849	75,008	76,961	275,325	852,738
Mortgage closing costs, net	-	9,986	9,071	8,072	7,074	6,075
Property and equipment, net	470,643	482,317	475,154	480,400	454,392	458,521
TOTAL ASSETS	4,646,530	4,816,309	5,124,249	5,229,128	5,359,491	5,336,907
LIABILITIES						
Accounts payable and accrued expenses	209,582	84,964	85,163	95,206	-	106,952
Escrow deposits liability	79,831	2,958	670	-	95,434	12,791
Line of Credit	-	-	-	-	-	200,000
Mortgage deposit liability	24,206	16,317	-	-	-	36,763
Deferred Revenue	80,000	71,500	81,500	31,500	-	-
Long term debt	212,337	331,303	316,382	299,593	282,098	263,770
TOTAL LIABILITIES	605,956	507,042	483,715	426,299	377,532	620,276
NET ASSETS						
Unrestricted	4,040,574	4,309,267	4,640,534	4,802,829	4,981,959	4,716,631
TOTAL LIABILITIES AND NET ASSETS	4,646,530	4,816,309	5,124,249	5,229,128	5,359,491	5,336,907

Habitat for Humanity-Buffalo, Inc.
Comparative Balance Sheet
at March 16, 2018

	Mar 16, 18	Mar 16, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000 · KeyBank - Operating *318	213,814	43,334	170,480	393%
1010 · KeyBank - ReStore North *238	23,976	4,392	19,584	446%
1011 · Cash on Hand	603		603	100%
1020 · KeyBank - ReStore South *919	23,595	992	22,603	2,279%
1025 · KeyBank - Online Giving *072	25		25	100%
1026 · KeyBank - Capacity Bldg *0080	91		91	100%
1030 · M & T	4,186	19,295	(15,109)	(78%)
1040 · KeyBank - Money Market *858	50,739	135,627	(84,888)	(63%)
1060 · Key Investment Services	7,257	4,206	3,051	73%
1070 · NW Bank Mortg Escrow *5400	21,419		21,419	100%
1071 · NW Bank Principal *5392	181		181	100%
1090 · KeyBank - Escrow *643		670	(670)	(100%)
Total Checking/Savings	345,886	208,516	137,370	66%
Accounts Receivable				
1200 · Accounts Receivable	1,770	2,672	(902)	(34%)
Total Accounts Receivable	1,770	2,672	(902)	(34%)
Other Current Assets				
1100 · Marketable Securities				
1110 · Allowance for Adj to Market Sec	27,974	4,351	23,623	543%
1100 · Marketable Securities - Other	219,104	224,511	(5,407)	(2%)
Total 1100 · Marketable Securities	247,078	228,862	18,216	8%
1150 · Gift Cards	748	6,015	(5,267)	(88%)
1270 · Prepaid expenses	23,947	1,358	22,589	1,663%
1300 · Construction in Progress				
1310 · Homes Held for Sale	488,148		488,148	100%
1300 · Construction in Progress - Other	905,302	1,410,443	(505,141)	(36%)
Total 1300 · Construction in Progress	1,393,450	1,410,443	(16,993)	(1%)
1715 · Closing Costs, Refundable	49,234	373	48,861	13,099%
Total Other Current Assets	1,714,457	1,647,051	67,406	4%
Total Current Assets	2,062,113	1,858,239	203,874	11%
Fixed Assets	433,547	466,231	(32,684)	(7%)
Other Assets				
1610 · Mortgage Receivable	3,083,969	2,811,246	272,723	10%
1700 · Refundable Deposit		1,500	(1,500)	(100%)
1710 · Other Homeowner Receivables	3,611	3,611		
1720 · Escrow-AmeriNational		16,849	(16,849)	(100%)
1740 · Escrow Receivable	1,917	168	1,749	1,041%
1800 · Mortgage Costs	5,409	6,408	(999)	(16%)
Total Other Assets	3,094,906	2,839,782	255,124	9%
TOTAL ASSETS	5,590,566	5,164,252	426,314	8%

Habitat for Humanity-Buffalo, Inc.
Comparative Balance Sheet
at March 16, 2018

	Mar 16, 18	Mar 16, 17	\$ Change	% Change
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable	(10,872)	48,790	(59,662)	(122%)
Credit Cards	7,393	7,693	(300)	(4%)
Other Current Liabilities				
2200 · Sales tax payable	16,870	13,702	3,168	23%
2300 · Escrow	19,310	2,041	17,269	846%
2400 · Rent & Down Payments	86,704	27,195	59,509	219%
Total Other Current Liabilities	122,884	42,938	79,946	186%
Total Current Liabilities	119,405	99,421	19,984	20%
Long Term Liabilities	250,897	267,971	(17,074)	(6%)
Total Liabilities	370,302	367,392	2,910	1%
Equity	5,220,264	4,796,862	423,402	9%
TOTAL LIABILITIES & EQUITY	5,590,566	5,164,254	426,312	8%