## Habitat for Humanity of Greater Nashville FY2019 Budget Summary

## July 1, 2018 through June 30, 2019

| Contributed Income         1,852,000           Grants         3,133,388           Donations         648,441           Donations - Gifts-in-Kind         389,500           Total Contributed Income         6,023,329           Earned Income         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482  | INCOME                         |            |
|--|--------------------------------|------------|
| Grants         3,133,388           Donations         648,441           Donations - Gifts-in-Kind         389,500           Total Contributed Income         6,023,329           Earned Income         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS  | Contributed Income             |            |
| Donations         648,441           Donations - Gifts-in-Kind         389,500           Total Contributed Income         6,023,329           Earned Income         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding         1,312,554           Hestores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482   | Sponsor Revenue                | 1,852,000  |
| Donations - Gifts-in-Kind         389,500           Total Contributed Income         6,023,329           Earned Income         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482   | Grants                         | 3,133,388  |
| Total Contributed Income         6,023,329           Earned Income         6,023,329           Sales - ReStore         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482  | Donations                      | 648,441    |
| Earned Income       2,427,502         Discount on Mortgages Sold       831,142         Other Income       99,855         Transfer to Homeowners       6,911,871         Mortgage Discount Amortization       1,110,614         Total Earned Income       11,380,984         Total INCOME       17,404,313         EXPENSES       Cost of Sales         Cost of Homes Sold       6,354,010         Discount on Mortgages Issued       3,122,856         Total Cost of Sales       9,476,866         Expenses by Department       Homebuilding         Homebuilding       1,312,554         ReStores       1,996,944         Homeowner Services       975,061         Zero Interest Mortgage       607,478         Departmental Program Costs       4,892,037         Development       1,404,500         Administration       723,428         Departmental Support Costs       2,127,928         Total EXPENSES       16,496,831         CHANGE IN NET ASSETS       907,482         Program % of Expenses       87%   | Donations - Gifts-in-Kind      | 389,500    |
| Sales - ReStore         2,427,502           Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Total Contributed Income       | 6,023,329  |
| Discount on Mortgages Sold         831,142           Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Earned Income                  |            |
| Other Income         99,855           Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Sales - ReStore                | 2,427,502  |
| Transfer to Homeowners         6,911,871           Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Discount on Mortgages Sold     | 831,142    |
| Mortgage Discount Amortization         1,110,614           Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         Homebuilding           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Other Income                   | 99,855     |
| Total Earned Income         11,380,984           Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Transfer to Homeowners         | 6,911,871  |
| Total INCOME         17,404,313           EXPENSES         Cost of Sales           Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Mortgage Discount Amortization | 1,110,614  |
| EXPENSES Cost of Sales Cost of Homes Sold Discount on Mortgages Issued Total Cost of Sales Expenses by Department Homebuilding ReStores Homeowner Services Zero Interest Mortgage Departmental Program Costs  Development Administration Administration Departmental Support Costs  Total EXPENSES  CHANGE IN NET ASSETS  Program % of Expenses  6,354,010 | Total Earned Income            | 11,380,984 |
| Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Total INCOME                   | 17,404,313 |
| Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  |                                |            |
| Cost of Homes Sold         6,354,010           Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,312,554           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | EXPENSES                       |            |
| Discount on Mortgages Issued         3,122,856           Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Cost of Sales                  |            |
| Total Cost of Sales         9,476,866           Expenses by Department         1,312,554           Homebuilding         1,996,944           ReStores         1,996,944           Homeowner Services         975,061           Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Cost of Homes Sold             | 6,354,010  |
| Expenses by Department       1,312,554         Homebuilding       1,312,554         ReStores       1,996,944         Homeowner Services       975,061         Zero Interest Mortgage       607,478         Departmental Program Costs       4,892,037         Development       1,404,500         Administration       723,428         Departmental Support Costs       2,127,928         Total EXPENSES       16,496,831         CHANGE IN NET ASSETS       907,482         Program % of Expenses       87%   | Discount on Mortgages Issued   | 3,122,856  |
| Homebuilding       1,312,554         ReStores       1,996,944         Homeowner Services       975,061         Zero Interest Mortgage       607,478         Departmental Program Costs       4,892,037         Development       1,404,500         Administration       723,428         Departmental Support Costs       2,127,928         Total EXPENSES       16,496,831         CHANGE IN NET ASSETS       907,482         Program % of Expenses       87%  | Total Cost of Sales            | 9,476,866  |
| ReStores       1,996,944         Homeowner Services       975,061         Zero Interest Mortgage       607,478         Departmental Program Costs       4,892,037         Development       1,404,500         Administration       723,428         Departmental Support Costs       2,127,928         Total EXPENSES       16,496,831         CHANGE IN NET ASSETS       907,482         Program % of Expenses       87%   | Expenses by Department         |            |
| Homeowner Services   | Homebuilding                   | 1,312,554  |
| Zero Interest Mortgage         607,478           Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | ReStores                       | 1,996,944  |
| Departmental Program Costs         4,892,037           Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Homeowner Services             | 975,061    |
| Development         1,404,500           Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Zero Interest Mortgage         | 607,478    |
| Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Departmental Program Costs     | 4,892,037  |
| Administration         723,428           Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   |                                |            |
| Departmental Support Costs         2,127,928           Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%  | Development                    | 1,404,500  |
| Total EXPENSES         16,496,831           CHANGE IN NET ASSETS         907,482           Program % of Expenses         87%   | Administration                 | 723,428    |
| CHANGE IN NET ASSETS 907,482  Program % of Expenses 87%  | Departmental Support Costs     | 2,127,928  |
| CHANGE IN NET ASSETS 907,482  Program % of Expenses 87%  |                                |            |
| Program % of Expenses 87%  | Total EXPENSES                 | 16,496,831 |
| Program % of Expenses 87%  |                                |            |
| ·  | CHANGE IN NET ASSETS           | 907,482    |
| ·  |                                |            |
| Support % of Expenses 13%  | Program % of Expenses          | 87%        |
|  | Support % of Expenses          | 13%        |