

Habitat for Humanity of Greater Nashville
 FY2018 Budget Summary

July 1, 2017 through June 30, 2018

INCOME

Contributed Income	
Sponsor Revenue	2,040,000
Grants	2,167,332
Donations	1,174,930
Donations - Gifts-in-Kind	406,500
Total Contributed Income	<u>5,788,762</u>
Earned Income	
Sales - ReStore	2,040,458
Discount on Mortgages Sold	964,022
Other Income	116,691
Transfer to Homeowners	5,638,383
Mortgage Discount Amortization	975,481
Total Earned Income	<u>9,735,035</u>
Total INCOME	<u>15,523,797</u>

EXPENSES

Cost of Sales	
Cost of Homes Constructed	5,024,288
Discount on Mortgages Issued	2,547,890
Total Cost of Sales	<u>7,572,178</u>
Expenses by Department	
Homebuilding	1,212,961
ReStores	1,876,780
Homeowner Services	892,042
Zero Interest Mortgage	545,584
Departmental Program Costs	<u>4,527,367</u>
Development	1,362,811
Administration	708,518
Departmental Support Costs	<u>2,071,329</u>
Total EXPENSES	<u>14,170,874</u>

CHANGE IN NET ASSETS 1,352,923

Program % of Expenses	85%
Support % of Expenses	15%