

Habitat for Humanity of Greater Nashville
FY2022 Budget Summary

July 1, 2021 through June 30, 2022

INCOME

Contributed Income	
Sponsor Revenue	1,920,000
Grants	3,429,766
Donations	792,191
Donations - Gifts-in-Kind	160,000
Total Contributed Income	<u>6,301,957</u>
Earned Income	
Sales - ReStore	2,714,145
Discount on Mortgages Sold	894,514
Other Income	746,625
Transfer to Homeowners	6,443,988
Mortgage Discount Amortization	1,185,356
Total Earned Income	<u>11,984,628</u>
Total INCOME	<u><u>18,286,585</u></u>

EXPENSES

Cost of Sales	
Cost of Homes Sold	6,441,608
Discount on Mortgages Issued	2,911,230
Total Cost of Sales	<u>9,352,838</u>
Expenses by Department	
Homebuilding	1,456,364
ReStores	2,170,103
Homeowner Services	1,032,493
Zero Interest Mortgage	721,498
Departmental Program Costs	<u>5,380,458</u>
Development	1,455,229
Administration	822,505
Departmental Support Costs	<u>2,277,734</u>
Total EXPENSES	<u>17,011,030</u>

CHANGE IN NET ASSETS	<u><u>1,275,555</u></u>
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Program % of Expenses	87%
Support % of Expenses	13%