

Habitat for Humanity of Greater Nashville FY2021 Budget Summary

July 1, 2020 through June 30, 2021

INCOME

Contributed Income	
Sponsor Revenue	1,575,000
Grants	2,774,516
Donations	786,486
Donations - Gifts-in-Kind	<u>285,000</u>
Total Contributed Income	5,421,002
Earned Income	
Sales - ReStore	2,161,489
Discount on Mortgages Sold	894,514
Other Income	200,000
Transfer to Homeowners	5,580,261
Mortgage Discount Amortization	<u>1,134,541</u>
Total Earned Income	<u>9,970,805</u>
Total INCOME	<u><u>15,391,807</u></u>

EXPENSES

Cost of Sales	
Cost of Homes Sold	5,339,727
Discount on Mortgages Issued	<u>2,417,112</u>
Total Cost of Sales	7,756,839
Expenses by Department	
Homebuilding	1,416,424
ReStores	2,151,958
Homeowner Services	1,306,174
Zero Interest Mortgage	<u>697,485</u>
Departmental Program Costs	<u>5,572,041</u>
Development	1,462,782
Administration	<u>385,049</u>
Departmental Support Costs	<u>1,847,831</u>
Total EXPENSES	<u>15,176,711</u>

CHANGE IN NET ASSETS	<u><u>215,096</u></u>
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Program % of Expenses	88%
Support % of Expenses	12%