

Habitat for Humanity of Catawba Valley  
2019 - 2020 Budget

	Annual projected profit and loss based on March	2018-2019 Budget	2019-2020 Budget		Increase (Decrease) over prior Budget	Increase (Decrease) over projected	Capacity 2019-2020 Budget	Capacity notes
<b>Income</b>								
4000 - Gross Sales of Homes	595,000.00	1,020,000.00	1,180,000.00	(a)	160,000.00	585,000.00	1,960,000.00	Z
<b>4005 - Donations</b>								
4010 - Individual Donations	329,048.94	385,000.00	400,000.00		15,000.00	70,951.06	400,000.00	
4100 - Church Donations	61,139.88	95,000.00	139,000.00		44,000.00	77,860.12	115,000.00	
4200 - Corporation Donations	179,457.33	160,400.00	210,400.00		50,000.00	30,942.67	210,400.00	
4300 - Foundation/Grant Donations	84,100.00	100,000.00	130,000.00		30,000.00	45,900.00	130,000.00	
4400 - Government Grants	136,000.00	107,000.00	107,000.00		0.00	-29,000.00	107,000.00	
4450 - Gifts in Kind Donations	64,591.15	45,000.00	45,000.00		0.00	-19,591.15	45,000.00	
4451 - Direct mail	0.00	0.00	20,000.00		20,000.00	20,000.00	20,000.00	
4800 - Special Event Donations	0.00	0.00	0.00		0.00	0.00	0.00	
Total 4005 - Donations	854,337.30	892,400.00	1,051,400.00	(b)	159,000.00	197,062.70	1,027,400.00	
Total 4900 - Other Income	15,025.40	10,600.00	6,372.00		-4,228.00	-8,653.40	6,372.00	
<b>4990 - ReStore Sales</b>								
4991 - ReStore-Cash Donations	3,309.68	0.00	0.00		0.00	-3,309.68	0.00	
4990 - ReStore Sales	877,427.04	882,000.00	920,000.00	(c)	38,000.00	42,572.96	920,000.00	
Total 4990 - ReStore Sales	880,736.72	882,000.00	920,000.00		38,000.00	39,263.28	920,000.00	
<b>Total Income</b>	<b>2,345,099.42</b>	<b>2,805,000.00</b>	<b>3,157,772.00</b>		<b>352,772.00</b>	<b>812,672.58</b>	<b>3,913,772.00</b>	
<b>Expenses</b>								
<b>Program Expense</b>								
<b>5000 - Program Payroll &amp; Benefits</b>								
5002 - Program-Salaries and wages	449,294.92	472,520.00	599,820.00	(2)	127,300.00	150,525.08	675,968.00	V
5020 - Program-Payroll Taxes	7% 31,450.64	35,439.00	41,987.40		6,548.40	10,536.76	47,317.76	
5040 - Program-IRA Matching	3% 13,478.85	11,813.00	17,994.60		6,181.60	4,515.75	20,279.04	
5043 - Program-Insurance	21% 94,351.93	103,954.00	125,962.20		22,008.20	31,610.27	141,953.28	
<b>Total 5000 - Program Payroll &amp; Benefits</b>	<b>588,576.35</b>	<b>623,726.00</b>	<b>785,764.20</b>		<b>162,038.20</b>	<b>197,187.85</b>	<b>885,518.08</b>	
<b>5199 - Program-Cost of Homes</b>								
50000 - Cost of Homes	551,000.00	830,000.00	1,000,000.00	(1)	170,000.00	449,000.00	1,660,000.00	X
5210 - Warranty Repairs	-1,666.39	500.00	500.00		0.00	2,166.39	500.00	
5215 - Closing Costs	4,591.76	2,500.00	10,400.00	(3)	7,900.00	5,808.24	19,500.00	
5510 - Hospitality	8,759.57	8,100.00	8,100.00		0.00	-659.57	8,100.00	
5560 - Equip Maint & Repair	266.67	0.00	0.00		0.00	-266.67	0.00	
5655 - Supplies	4,525.93	5,040.00	5,040.00		0.00	514.07	5,040.00	
5665 - Sales Tax Paid	114.99	450.00	450.00		0.00	335.01	450.00	
5680 - Vehicle Expenses	3,832.93	3,000.00	3,000.00		0.00	-832.93	6,000.00	W
5695 - Workers Comp-Non Employee	-1,893.73	-2,460.00	-2,460.00		0.00	-566.27	-2,460.00	
<b>Total 5199 - Construction-Cost of Homes</b>	<b>569,531.73</b>	<b>847,130.00</b>	<b>1,025,030.00</b>		<b>177,900.00</b>	<b>455,498.27</b>	<b>1,697,130.00</b>	
<b>Total Program Expense</b>	<b>1,158,108.08</b>	<b>1,470,856.00</b>	<b>1,810,794.20</b>		<b>339,938.20</b>	<b>652,686.12</b>	<b>2,582,648.08</b>	
<b>5300 - Habitat Repairs</b>								
5302 - Salaries and Wages	203,318.48	187,779.00	164,450.00	(2)	-23,329.00	-38,868.48	173,992.00	

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5320 · Payroll Taxes	7%	14,232.29	13,708.00	11,511.50	-2,196.50	-2,720.79	12,179.44	
5343 · Insurance	16%	32,530.96	31,922.00	26,312.00	-5,610.00	-6,218.96	27,838.72	
5354 · Project expenses		186,475.55	175,000.00	185,000.00	10,000.00	-1,475.55	315,000.00	y
5355 · Supplies		9,940.11	4,800.00	9,000.00	4,200.00	-940.11	9,000.00	
5380 · Vehicle expense		2,797.69	1,800.00	3,000.00	1,200.00	202.31	6,000.00	w
5390 · interest		707.52	900.00	900.00	0.00	192.48	900.00	
<b>Total 5300 · Repair Program</b>		<b>450,002.60</b>	<b>415,909.00</b>	<b>400,173.50</b>	<b>-15,735.50</b>	<b>-49,829.10</b>	<b>544,910.16</b>	
<b>5500 · General and Administrative</b>								
5540 · Dues & Fees		6,670.79	7,500.00	6,600.00	-900.00	-70.79	6,600.00	
5550 · Computer Supp & Equip		6,341.57	5,040.00	6,600.00	1,560.00	258.43	6,600.00	
5565 · Equip Rentals		1,688.89	1,500.00	1,500.00	0.00	-188.89	1,500.00	
5595 · Building Maint & Repair		5,721.45	4,800.00	4,800.00	0.00	-921.45	4,800.00	
5601 · Travel Expense		5,138.92	1,500.00	5,000.00	3,500.00	-138.92	5,000.00	
5603 · Training expenses		3,772.67	1,500.00	5,000.00	3,500.00	1,227.33	5,000.00	
5610 · Other Expenses		12,024.11	12,000.00	12,000.00	0.00	-24.11	12,000.00	
5635 · Postage/Freight		2,957.73	3,000.00	3,000.00	0.00	42.27	3,000.00	
5562 · Site-Taxes & other		14,894.68	12,840.00	14,880.00	2,040.00	-14.68	14,880.00	
5660 · Office Supplies		2,249.80	3,000.00	2,400.00	-600.00	150.20	3,000.00	
5525 · Tithe Program		0.00	5,000.00	5,000.00	0.00	5,000.00	5,000.00	
5583 · Insurance-General		10,330.68	11,650.00	11,650.00	0.00	1,319.32	11,650.00	
5590 · Interest		23,134.25	24,600.00	22,800.00	-1,800.00	-334.25	24,600.00	
5602 · Brand fee		7,500.00	7,500.00	7,500.00	0.00	0.00	7,500.00	
5630 · Mortgage Servicing Expense		17,125.81	18,000.00	18,000.00	0.00	874.19	18,000.00	
5645 · Professional Fees		40,623.33	36,600.00	33,600.00	-3,000.00	-7,023.33	36,600.00	
5685 · Utilities		31,651.79	25,980.00	31,200.00	5,220.00	-451.79	31,200.00	
6500 · Family Services		9,458.60	8,400.00	8,400.00	0.00	-1,058.60	8,400.00	
<b>Total 5500 · General and Administrative</b>		<b>201,285.08</b>	<b>190,410.00</b>	<b>199,930.00</b>	<b>9,520.00</b>	<b>-1,355.08</b>	<b>205,330.00</b>	

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<b>7000 - Development</b>								
7510 · Dev-Hospitality	1,553.87	3,000.00	2,400.00		-600.00	846.13	3,000.00	
7520 · Dev-Trng/Prof Dev	2,799.05	1,800.00	24,300.00	(5)	22,500.00	21,500.95	33,300.00	
7540 · Dev-Fees & Memberships	1,811.25	1,200.00	1,200.00		0.00	-611.25	1,200.00	
7570 · Dev-Event Costs	10,531.92	8,000.00	10,500.00		2,500.00	-31.92	10,500.00	
7575 · Dev- Software expenses	8,252.21	8,000.00	8,000.00		0.00	-252.21	8,000.00	
7600 · Dev-Mileage Reimbursement	110.37	400.00	400.00		0.00	289.63	400.00	
7635 · Dev-Postage	1,883.05	3,700.00	1,920.00		-1,780.00	36.95	2,400.00	
7640 · Dev-Marketing & Media	25,296.75	34,000.00	34,000.00	(6)	0.00	8,703.25	34,000.00	
7660 · Dev-Office Supplies	689.59	3,000.00	1,200.00		-1,800.00	510.41	1,200.00	
7890 · Dev- Consulting	36,666.67	30,000.00	24,000.00	(7)	-6,000.00	-12,666.67	6,000.00	
<b>Total 7000 · Development</b>	<b>89,594.73</b>	<b>93,100.00</b>	<b>107,920.00</b>		<b>14,820.00</b>	<b>18,325.27</b>	<b>100,000.00</b>	
<b>ReStore</b>								
9000 · ReStore Payroll Expense								
9002 · ReStore-Salaries and wages	272,808.49	289,088.00	298,350.00	(2)	9,262.00	25,541.51	302,660.00	
9020 · ReStore-Payroll Taxes	8% 21,824.68	22,548.00	23,868.00		1,320.00	2,043.32	24,212.80	
9040 · ReStore-IRA Matching	2% 5,456.17	5,782.00	5,967.00		185.00	510.83	6,053.20	
9043 · ReStore-Insurance Benefits	16% 43,649.36	45,098.00	47,736.00		2,638.00	4,086.64	48,425.60	
<b>Total 9000 · ReStore Payroll Expense</b>	<b>343,738.70</b>	<b>362,516.00</b>	<b>375,921.00</b>		<b>13,405.00</b>	<b>32,182.30</b>	<b>381,351.60</b>	
9200 · ReStore Operating Expenses								
9301 · Restore workshop supplies	1,082.29	900.00	1,008.00		108.00	-74.29	1,008.00	
9505 · ReStore-Bank Charges & Fees	10,930.15	10,560.00	11,040.00		480.00	109.85	11,040.00	
9560 · ReStore- General Maintenance	11,354.59	12,000.00	12,000.00		0.00	645.41	12,000.00	
9583 · ReStore-Insurance-General	8,959.96	6,300.00	9,000.00		2,700.00	40.04	9,000.00	
9588 · ReStore-Interest Expense	43,810.05	37,800.00	39,600.00		1,800.00	-4,210.05	39,600.00	
9590 · ReStore Refurbish expense	4,972.00	0.00	0.00		0.00	-4,972.00	0.00	
9603 · ReStore-Training	2,531.64	4,600.00	4,600.00		0.00	2,068.36	4,600.00	
9610 · ReStore-Other Expense	13,066.24	8,220.00	12,960.00		4,740.00	-106.24	12,960.00	
9625 · ReStore-Advertising	10,028.00	10,560.00	20,000.00	(6)	9,440.00	9,972.00	20,000.00	
9645 · ReStore-Professional Fees	16,566.67	14,280.00	14,280.00		0.00	-2,286.67	14,280.00	
9660 · ReStore-Office & Tool Supplies	1,489.73	5,000.00	1,800.00		-3,200.00	310.27	2,000.00	
9666 · ReStore-Sales Tax Collected	7% 57,163.72	61,740.00	67,200.00		5,460.00	10,036.28	67,200.00	
9680 · ReStore-Vehicle Expense	7,698.59	7,500.00	7,500.00		0.00	-198.59	7,500.00	
9685 · ReStore-Utilities	35,990.88	33,600.00	36,000.00		2,400.00	9.12	36,000.00	
9690 · ReStore-Volunteer Hospitality	2,071.68	1,500.00	2,520.00		1,020.00	448.32	2,520.00	
<b>Total 9200 · ReStore Operating Expenses</b>	<b>227,716.19</b>	<b>214,560.00</b>	<b>239,508.00</b>		<b>24,948.00</b>	<b>11,791.81</b>	<b>239,708.00</b>	
<b>total ReStore</b>	<b>571,454.88</b>	<b>577,076.00</b>	<b>615,429.00</b>		<b>38,353.00</b>	<b>43,974.12</b>	<b>621,059.60</b>	
Total Expense	2,470,445.37	2,747,351.00	3,134,246.70		386,895.70	663,801.33	4,053,947.84	
<b>Net Income</b>	<b>-125,345.95</b>	<b>57,649.00</b>	<b>23,525.30</b>		<b>-34,123.70</b>	<b>148,871.25</b>	<b>-140,175.84</b>	

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INCOME

- (a) 4000 Gross Sales of Homes - 8 total homes sold - 4 Market Rate and 4 Habitat for Humanity  
(MR) Lot 22-\$220,000, Lot 17- \$170,000, Lot 19 \$170,000 Kenworth \$180,000, Habitat Lot 12- \$110,000, Lot 16- \$110,000, , TI Lots(2) 220,000,
- (b) Special Events Donations to now be assigned to existing budget line items: Individual, corporate, foundations...  
Increase donations 16% with special event, development consultant, grant writer and review of previous donors  
Continued support from City of Hickory, CHODA and expected increase in church donations
- (c) Increased sales revenue by 4% as a result of integrated marketing, new suppliers, improve ReStore layout & efficiency

EXPENSES

- (1) 5000 Cost of Homes - 8 total homes sold - 4 Market Rate and 4 Habitat for Humanity  
Lot 22 - 160,000, Lot 17 - 120,000, Lot 19 - 120,000 Kenworth 120,000, Habitat 4 @ 120,000 each Total 1,000,000
- (2) 5002 - Program -Salaries and wages - includes one new hire for development and pay rate increases  
a. \$190,000 of program salaries and wages are related to direct cost of homes  
b. \$409,820 program salaries and wages are related to other services  
5302 - Repair Salaries and Wages - similar to last year's budget - hire one open position, on new hire for family services and pay rate increases  
9002 - ReStore-Salaries - increase related to pay raises
- (3) Estimated closing costs a 1,300 for 8 total homes = \$10,400
- (4) Repair program expense similar to projected
- (5) 7520 Dev-Trng/Prof Dev - Development Operations Training \$24,300
- (6) 7640 Dev-Marketing & Media & 9625 ReStore-Adv - increase related to new integrated advertising with Full Metal Chicken
- (7) 7890 - Dev- Consulting Training for Home is the Key \$18,000; Jason for Grant writing of \$6,000

Capital Expenditures

- ReStore Garage door flaps
- CPU/Register POS Donation Upgrades
- New Repair vehicle
- Building upgrades \$130,000

Capacity Notes

- z increase sale of homes by 6 houses built by 780,000
- x increase 6 homes constructed by 660,000
- v Hire two new employees equal to 76,200
- w increase vehicle expense by 3,000 related to additional travel and maintenance
- y increased the number of repair projects to 130,000, an additional number of repairs by 20