

Fiscal Year 2024

Affiliated Agency Grant Application

Organization Name: Hilton Head Regional Habitat for Humanity

Project Name: Land Purchase to Build Workforce Housing

Executive Summary

An Effectiveness Measurement spreadsheet has been attached to this application.

Fiscal Year 2024

Affiliated Agency Grant Application

Date Received: 02/03/2023

Time Received: 11:30 AM

By: Online Submittal

Applications will not be accepted if submitted after 4 pm on February 3, 2023

A. SUMMARY OF GRANT REQUEST:

ORGANIZATION NAME: Hilton Head Regional Habitat for Humanity

Project/Event Name: Land Purchase to Build Workforce Housing

Contact Name: Brenda Dooley

Title: Executive Director

Address: PO Box 2747, Bluffton, SC 29910

Email Address:

brendadooley@habitatthi.org

Contact Phone: 843-651-5864

Total Budget: \$2,328,225.00

Grant Amount Requested:
\$500,000.00

Provide a brief summary on the intended use of the grant and how the money would be used. (100 words or less)

Hilton Head Regional Habitat for Humanity is requesting \$500,000 for the Affiliated Organization Grant. As affordable housing on the island is not readily available, all the funds from this grant will go to purchasing land on Hilton Head Island so we can build more affordable homes on the island for the area's growing workforce. We hope to be able to find a one-acre plot that we can purchase to add 8-10 Habitat homes.

B. DESCRIPTION OF OPERATIONS:

-
1. For state reporting purposes, give a brief description of the organization. (250 words or less)

Habitat for Humanity's mission is "Seeking to put God's love into action, Habitat for Humanity brings people together to build affordable homes, communities, and hope." Hilton Head Regional Habitat for Humanity partners with families in need of an affordable home of their own; fostering stability, self-reliance, and a strong sense of community.

Affordable housing on the Hilton Head Island has all but disappeared. This puts a burden on low-income/workforce families who are trying to work and live in this area. HHRHFH is addressing this by creating a pathway for home ownership for these families. To become a family partner (a homebuyer through Habitat), the family must go through an intensive application process, attend home-ownership classes, and perform at least 300 hours of sweat equity. At completion of the build, they purchase the home with a no-interest mortgage which has a monthly payment plan at 30% or less of their household income. To date, HHRHFH has completed 124 homes in Jasper and in southern Beaufort Counties.

All the funds from this grant will go to purchasing land on Hilton Head Island so we can build more affordable homes on the island for the area's growing workforce. We hope to be able to find a one-acre plot that we can purchase to add 8-10 Habitat homes

2. Describe in detail how the grant would be used? (250 words or less)

The final outcome of the grants fund would be to create up to ten new affordable houses on Hilton Head Island for low-income/workforce families. The funds would be used just to purchase the land. The homes would be built through HHRHFH fundraising. This current year, we already have the funds secured to build six houses, and this is typical of our fundraising efforts. These funds are raised through events, mailings, social media, grants, and general donations. The past few years have shown that many donors are more likely to give to

projects that are on the Hilton Head Island. Each house costs approximately \$110,000 to build. After securing the land, it would take us approximately two years to fundraise the remaining costs for building the homes and to complete construction.

HHRHFH serves families earning between 30% and 70% of the average median household in southern Beaufort and Jasper Counties. We do not discriminate based on age, race, ethnicity, religion, or any other status.

3. What impact would partial funding have on the activities, if full funding were not received? What would the organization change to account for partial funding? *(100 words or less)*

We currently have land in Ridgeland where we could spend our time raising money for infrastructure and beginning to build there. While that is a great option, we know that the need is the greatest on Hilton Head. If available, we could look at smaller lots on Hilton Head.

4. What is the expected public benefit to these expenditures to the Island's, citizens, visitors, and/or the Town? *(100 words or less)*

The public benefit would be for ten workforce families on Hilton Head Island to have a home on the island, increasing the probability that they will work on Hilton Head. As mentioned above, we will be looking for funding to build infrastructure in Ridgeland. We currently estimate that will cost over \$2,000,000. Our only change in service is that we are currently piloting a "Home Repair Project." This project is currently working with existing Habitat Homes that need critical home repairs to maintain health and safety.

5. Additional comments. (250 words or less)

HHRHFH has enjoyed a long partnership with the Town of Hilton Head Island. In the past, council members as well as staff have come to work on our job sites, literally building workforce housing. We are constantly looking for ways to deepen the community spirit here on Hilton Head Island of everyone partnering together to solve a problem.

C. FUNDING:

1. Please describe how the organization is currently funded. (100 words or less)

Administrative and program support salaries are funded through our ReStore, the Habitat thrift-shop. Other administrative funds are offset through year-end fundraising efforts. Funds for building houses are raised through local events, mailings, social media, grants, and general donations.

2. Please also estimate, as a percentage, the source of the organization's total annual funding.

<u>1</u>	Government Sources	<u>0</u>	Private Contributions, Donations and Grants
<u>22</u>	Corporate Support, Sponsors		Membership, Dues, Subscriptions
<u>5</u>	Ticket Sales, or Sales and Services	<u>72</u>	Other

3. Please provide a summary of previous governmental funding applied for, or received, for fiscal year 2023 and fiscal year 2024. (100 words or less)

While searching for land and building homes is not new, specifically looking to purchase land on Hilton Head Island is. We know that if we can raise the money to purchase the land, we will be able to raise the funds to build each individual house.

4. Please provide a summary of other sources of funding or secured for this initiative. (250 words or less)

While searching for land and building homes is not new, specifically looking to purchase land on Hilton Head Island is. We know that if we can raise the money to purchase the land, we will be able to raise the funds to build each individual house.

D. FINANCIAL INFORMATION:

Fiscal Year Disclosure: Start Month: July End Month: June

Financial Statement Requirements:

1. The upcoming year's **operating budget** for the organization.

An Organization Budget has been attached to this Application.

2. The previous two years and current year **profit and loss reports** for the organization.

A Current Profit & Loss Report has been attached to this Application.

Profit and Loss Years Provided:

FY22

FY 2021

3. The previous two years and current year **balance sheets**.

A Current Balance Sheet has been attached to this Application.

Balance Sheet Years Provided:

FY 21

E. MEASURING EFFECTIVENESS:

1. List any award amounts received in fiscal year 2022 and/or 2023.

2. How were those funds used? To what extent were the objectives achieved?
(200 words or less)

n/a

3. What impact did this have on the success of the organization and how did it benefit the community? (200 words or less)

n/a

4. How does the organization measure the effectiveness of both the overall activity and of individual programs? (200 words or less)

The objective is to provide safe, secure, housing to 10 low-income/workforce families. The overall project budget to build 10 houses is \$1.7 Million. It will cost us \$500,000 to purchase an acre of land on the island, and each home will cost \$110,000. We measure effectiveness by number of participants who complete the program and purchase the home, followed by number of participants who pay their mortgage on time.

This accrues to public benefit because workforce housing is at a critical point on Hilton Head Island. This is on the council's priority list and in

November the council adopted a Workforce Housing Framework after studying a Workforce Housing Needs Assessment. The biggest areas of growth in population are those making under \$25,000 or above \$150,000. With no housing for middle class families, these families have moved to other areas of the Lowcountry and accepting work positions off of the island. This is causing a workforce shortage on Hilton Head.

Our affiliate builds 6-8 houses per year, and we work with families through the life of their mortgages serving almost 400 individuals per year. Demographics for our current homeowners include 47% African American, 46% Hispanic, 6% White/Caucasian, 1% Asian Indian.

F. EXECUTIVE SUMMARY

Provide an executive summary using the Effectiveness Measurement spreadsheet provided or your own format. If creating your own format, please refer to the Effectiveness Measurement sample spreadsheet and use the criteria as a guideline. *(1300 words or less)*

An Effectiveness Measurement spreadsheet has been attached to this application.

Signature: Jeb Bush

Title/Position: Development Director

Mailing Address: PO Box 2747, Bluffton, SC 29910

Email Address: jebbush@habitathhi.org

Phone Number: 843-681-5864

**AFFILIATED AGENCIES
EFFECTIVENESS MEASUREMENT**

*Please refer to the SAMPLE Effectiveness Measurement Form for examples. When completing this form, please expand, contract, or add to the sections as needed (but contain the form to a total of approximately 2 pages). You may choose to use your own format instead of this form, and if doing so, please use the criteria below as a guideline. Regardless of format, **each applicant should choose how they measure degree of success. Applicants need to explain why this is an effective measurement technique that reflects results and how that relates to the objective.***

TOPIC	THE PLAN	BUDGET	ACTUAL SPENT	RESULTS <i>When possible, provide planned results vs. actual results, and/or current year vs. prior year results .</i>
Purchase of land				
Land	Purchase an acre of land on Hilton Head Island	\$500,000		Habitat affiliate gaining an acre of property on Hilton Head Island to build houses on.
Total		\$ 500,000.00	\$ -	

Construction				
Building	Build ten houses for low-income/workforce families	\$ 1,100,000.00		Ten workforce families will be able to live and work on Hilton Head Island, increasing the workforce
Total		\$ 1,100,000.00	\$ -	

Total Budget to Actual	\$ 1,600,000.00	\$ -	
------------------------	-----------------	------	--

Hilton Head Regional Habitat for Humanity

Budget FYE 6/30/23

Income	<u>Budget</u>
Contributions Individuals	200,000
Contributions Businesses	85,000
Contributions Churches	80,000
Grants	60,000
Transfers from Int'l	7,200
Sale to Homeowners	460,000
Special Events Income	95,000
ReStore Income	1,320,000
Other Income	<u>21,025</u>
Total Income	2,328,225
Expenses	
Cost of Construction	850,000
Insurance	31,210
Other Program Services	170,645
Management & General Expenses	79,420
Fundraising Expense	30,800
Wages & Benefits	537,898
ReStore Expense	<u>578,224</u>
Total Expense	<u>2,278,197</u>
Net Income	<u><u>50,028</u></u>

Hilton Head Regional Habitat for Humanity, Inc

Balance Sheet

As of December 31, 2022

02/03/23

Accrual Basis

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
1015 · Operating Funds	
1015.27 · Sharonview MMA #2	127,165.23
1015.26 · Sharon View MMA #1	207,362.97
1015.25 · Sharonview Federal Credit Union	-7.91
1015.24 · Synovus Bank MMA	382,418.54
1015.23 · Synovus Bank Operating	83,450.99
1015.13 · Coastal States MMA	835,884.19
1015.14 · Coastal States Operating	164.75
1015.28 · Coastal States Operating II	206,182.26
Total 1015 · Operating Funds	1,842,621.02
Total Checking/Savings	1,842,621.02
Accounts Receivable	
1110 · Accounts Receivable	
1110.01 · Allowance for A/R Escrow	-27,523.00
1110 · Accounts Receivable - Other	44,165.62
Total 1110 · Accounts Receivable	16,642.62
Total Accounts Receivable	16,642.62
Other Current Assets	
1259 · Inventory - ReStore	
1259.01 · ReStore Inventory	104,682.00
Total 1259 · Inventory - ReStore	104,682.00
1240 · Prepaid Insurance	20,040.00
1245 · Refundable Deposits	2,000.00
1250 · Inventory - Land & Lot	
1253.06 · Investment - Colony Drive	82,988.47
1253.04 · Investment - Alex Patterson Roa	13,438.68
1252.01 · Investment - Rice Shire	384,999.83
1254.01 · Investment- Honey Hill	1,017,500.00
Total 1250 · Inventory - Land & Lot	1,498,926.98
1255 · Inventory - Building Materials	
1255.01 · Inventory, const. materials	4,350.00
Total 1255 · Inventory - Building Materials	4,350.00
1300 · Construction In Process	427,175.14
Total Other Current Assets	2,057,174.12
Total Current Assets	3,916,437.76
Fixed Assets	
1420.01 · ReStore Bldg.18 Plantation Park	1,377,531.47
1428.01 · Computer Equipment	86,292.80
1426.00 · Vehicles	148,675.13
1410 · Land Used by Affiliate	
1410.01 · Land ReStore Bldg.18 Plan. Park	350,000.00
1410 · Land Used by Affiliate - Other	15,484.00
Total 1410 · Land Used by Affiliate	365,484.00
1420 · Buildings Used by Affiliate	
1425 · Depreciation - Buildings	-280,023.85
1420 · Buildings Used by Affiliate - Other	136,109.49
Total 1420 · Buildings Used by Affiliate	-143,914.36

Hilton Head Regional Habitat for Humanity, Inc

Balance Sheet

As of December 31, 2022

	Dec 31, 22
1430 · Equipment & Furniture Major	
1435 · Depreciation Equip. & Furn.	-198,305.25
Total 1430 · Equipment & Furniture Major	-198,305.25
Total Fixed Assets	1,635,763.79
Other Assets	
1610 · Mortgages Receivable	
1610.01 · Mortgage Notes Receivable	3,763,806.12
1620 · Unamortized Mortgage Discount	-1,641,262.95
Total 1610 · Mortgages Receivable	2,122,543.17
Total Other Assets	2,122,543.17
TOTAL ASSETS	7,674,744.72
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2101 · *Payroll Liabilities	11,995.04
2210 · Homeowner Escrow Deposits	-64,972.31
2220 · Home Deposits and Downpayments	10,445.25
Total Other Current Liabilities	-42,532.02
Total Current Liabilities	-42,532.02
Long Term Liabilities	
2510 · Notes Payable	
2518 · . Note Payable - Synovous	552,903.79
2515 · Note Payable Bank of the Ozarks	1,121,027.40
Total 2510 · Notes Payable	1,673,931.19
Total Long Term Liabilities	1,673,931.19
Total Liabilities	1,631,399.17
Equity	
3200 · Temporarily Restricted	1,713,500.00
3100 · Retained Earnings	4,194,432.78
Net Income	135,412.77
Total Equity	6,043,345.55
TOTAL LIABILITIES & EQUITY	7,674,744.72

Hilton Head Regional Habitat for Humanity, Inc

02/03/23

Balance Sheet

Accrual Basis

As of June 30, 2022

	Jun 30, 22
ASSETS	
Current Assets	
Checking/Savings	
1015 · Operating Funds	
1015.27 · Sharonview MMA #2	125,830.62
1015.26 · Sharon View MMA #1	205,186.66
1015.25 · Sharonview Federal Credit Union	991.22
1015.24 · Synovus Bank MMA	381,659.18
1015.23 · Synovus Bank Operating	112,095.60
1015.13 · Coastal States MMA	846,688.48
1015.14 · Coastal States Operating	14,946.23
1015.28 · Coastal States Operating II	-712.00
Total 1015 · Operating Funds	1,686,685.99
Total Checking/Savings	1,686,685.99
Accounts Receivable	
1110 · Accounts Receivable	
1110.01 · Allowance for A/R Escrow	-27,523.00
1110 · Accounts Receivable - Other	44,165.62
Total 1110 · Accounts Receivable	16,642.62
Total Accounts Receivable	16,642.62
Other Current Assets	
1259 · Inventory - ReStore	
1259.01 · ReStore Inventory	104,682.00
Total 1259 · Inventory - ReStore	104,682.00
1510 · Due From Amerinational	11,538.73
1240 · Prepaid Insurance	20,040.00
1245 · Refundable Deposits	2,000.00
1250 · Inventory - Land & Lot	
1253.06 · Investment - Colony Drive	82,988.47
1253.04 · Investment - Alex Patterson Roa	26,877.35
1252.01 · Investment - Rice Shire	384,999.83
1254.01 · Investment- Honey Hill	1,017,500.00
Total 1250 · Inventory - Land & Lot	1,512,365.65
1255 · Inventory - Building Materials	
1255.01 · Inventory, const. materials	4,350.00
Total 1255 · Inventory - Building Materials	4,350.00
1300 · Construction In Process	597,080.05
Total Other Current Assets	2,252,056.43
Total Current Assets	3,955,385.04
Fixed Assets	
1420.01 · ReStore Bldg.18 Plantation Park	1,377,531.47
1428.01 · Computer Equipment	86,292.80
1426.00 · Vehicles	148,675.13
1410 · Land Used by Affiliate	
1410.01 · Land ReStore Bldg.18 Plan. Park	350,000.00
1410 · Land Used by Affiliate - Other	15,484.00
Total 1410 · Land Used by Affiliate	365,484.00
1420 · Buildings Used by Affiliate	
1425 · Depreciation - Buildings	-280,023.85
1420 · Buildings Used by Affiliate - Other	136,109.49
Total 1420 · Buildings Used by Affiliate	-143,914.36

Hilton Head Regional Habitat for Humanity, Inc

Balance Sheet

As of June 30, 2022

	<u>Jun 30, 22</u>
1430 · Equipment & Furniture Major	
1435 · Depreciation Equip. & Furn.	-198,305.25
Total 1430 · Equipment & Furniture Major	-198,305.25
Total Fixed Assets	1,635,763.79
Other Assets	
1610 · Mortgages Receivable	
1610.01 · Mortgage Notes Receivable	3,726,058.15
1620 · Unamortized Mortgage Discount	-1,641,262.95
Total 1610 · Mortgages Receivable	2,084,795.20
Total Other Assets	2,084,795.20
TOTAL ASSETS	<u>7,675,944.03</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	60,309.15
Total Accounts Payable	60,309.15
Other Current Liabilities	
2210 · Homeowner Escrow Deposits	-40,092.64
2220 · Home Deposits and Downpayments	11,045.25
Total Other Current Liabilities	-29,047.39
Total Current Liabilities	31,261.76
Long Term Liabilities	
2510 · Notes Payable	
2518 · Note Payable - Synovous	594,809.59
2515 · Note Payable Bank of the Ozarks	1,141,939.90
Total 2510 · Notes Payable	1,736,749.49
Total Long Term Liabilities	1,736,749.49
Total Liabilities	1,768,011.25
Equity	
3200 · Temporarily Restricted	1,713,500.00
3100 · Retained Earnings	4,122,880.00
Net Income	71,552.78
Total Equity	5,907,932.78
TOTAL LIABILITIES & EQUITY	<u>7,675,944.03</u>

Hilton Head Regional Habitat for Humanity, Inc

02/03/23

Balance Sheet

Accrual Basis

As of June 30, 2021

	<u>Jun 30, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
1015 · Operating Funds	
1015.27 · Sharonview MMA #2	124,894.18
1015.26 · Sharon View MMA #1	203,659.65
1015.25 · Sharonview Federal Credit Union	120,558.11
1015.24 · Synovus Bank MMA	381,434.96
1015.23 · Synovus Bank Operating	94,395.53
1015.13 · Coastal States MMA	727,028.33
1015.14 · Coastal States Operating	38,537.60
Total 1015 · Operating Funds	<u>1,690,508.36</u>
Total Checking/Savings	1,690,508.36
Accounts Receivable	
1110 · Accounts Receivable	
1110.01 · Allowance for A/R Escrow	-34,715.00
1110 · Accounts Receivable - Other	63,310.62
Total 1110 · Accounts Receivable	<u>28,595.62</u>
Total Accounts Receivable	28,595.62
Other Current Assets	
1259 · Inventory - ReStore	
1259.01 · ReStore Inventory	107,258.00
Total 1259 · Inventory - ReStore	<u>107,258.00</u>
1510 · Due From Amerinational	14,035.18
1240 · Prepaid Insurance	18,990.00
1245 · Refundable Deposits	2,000.00
1250 · Inventory - Land & Lot	
1253.06 · Investment - Colony Drive	10,000.00
1253.04 · Investment - Alex Patterson Roa	67,187.45
1252.01 · Investment - Rice Shire	384,999.83
1254.01 · Investment- Honey Hill	1,017,500.00
Total 1250 · Inventory - Land & Lot	<u>1,479,687.28</u>
1255 · Inventory - Building Materials	
1255.01 · Inventory, const. materials	4,350.00
Total 1255 · Inventory - Building Materials	<u>4,350.00</u>
1300 · Construction In Process	816,042.06
Total Other Current Assets	<u>2,442,362.52</u>
Total Current Assets	<u>4,161,466.50</u>
Fixed Assets	
1420.01 · ReStore Bldg.18 Plantation Park	1,377,531.47
1428.01 · Computer Equipment	86,292.80
1426.00 · Vehicles	148,675.13
1410 · Land Used by Affiliate	
1410.01 · Land ReStore Bldg.18 Plan. Park	350,000.00
1410 · Land Used by Affiliate - Other	15,484.00
Total 1410 · Land Used by Affiliate	<u>365,484.00</u>
1420 · Buildings Used by Affiliate	
1425 · Depreciation - Buildings	-241,212.55
1420 · Buildings Used by Affiliate - Other	136,109.49
Total 1420 · Buildings Used by Affiliate	<u>-105,103.06</u>

Hilton Head Regional Habitat for Humanity, Inc

Balance Sheet

As of June 30, 2021

	<u>Jun 30, 21</u>
1430 · Equipment & Furniture Major	
1435 · Depreciation Equip. & Furn.	-180,080.65
Total 1430 · Equipment & Furniture Major	-180,080.65
Total Fixed Assets	1,692,799.69
Other Assets	
1610 · Mortgages Receivable	
1610.01 · Mortgage Notes Receivable	3,483,903.02
1620 · Unamortized Mortgage Discount	-1,588,474.99
Total 1610 · Mortgages Receivable	1,895,428.03
Total Other Assets	1,895,428.03
TOTAL ASSETS	<u>7,749,694.22</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	28,450.43
Total Accounts Payable	28,450.43
Other Current Liabilities	
2210 · Homeowner Escrow Deposits	11,690.67
2220 · Home Deposits and Downpayments	14,695.25
Total Other Current Liabilities	26,385.92
Total Current Liabilities	54,836.35
Long Term Liabilities	
2510 · Notes Payable	
2518 · Note Payable - Synovous	675,767.47
2515 · Note Payable Bank of the Ozarks	1,182,773.59
Total 2510 · Notes Payable	1,858,541.06
Total Long Term Liabilities	1,858,541.06
Total Liabilities	1,913,377.41
Equity	
3200 · Temporarily Restricted	1,713,500.00
3100 · Retained Earnings	3,867,504.39
Net Income	255,312.42
Total Equity	5,836,316.81
TOTAL LIABILITIES & EQUITY	<u>7,749,694.22</u>

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July through December 2022

	Jul - Dec 22
Ordinary Income/Expense	
Income	
4010 · \$ Contributions Individuals	
4010.01 · Individual Donations	33,825.18
4010.11 · Adopt-A-Home Colleton	72,914.73
4010.18 · Adopt-A-Home Women's Build	500.00
	107,239.91
Total 4010 · \$ Contributions Individuals	107,239.91
4020 · \$ Contributions Businesses	
4020.18 · Adopt-A-Home Publix	12,500.00
4020.09 · Adopt-A-Home Oldfield	56,970.84
4020.13 · Corp. Donations	11.55
	69,482.39
Total 4020 · \$ Contributions Businesses	69,482.39
4030 · \$ Contributions Churches	
4030.05 · Adopt-A-Home Faith House	7,405.00
	7,405.00
Total 4030 · \$ Contributions Churches	7,405.00
4040 · \$ Contributions/Transfers HFHI	
4040.01 · Habitat Intl.	89.00
	89.00
Total 4040 · \$ Contributions/Transfers HFHI	89.00
4060 · \$ Grants - Other	
4060.07 · Community Foundation Home Repai	60,000.00
4060.04 · Other	53,520.00
	113,520.00
Total 4060 · \$ Grants - Other	113,520.00
4200 · Sale to Homeowners	160,000.00
4300 · Special Events Income Net	
4310 · Special Event Income Gross	
4310.32 · Direct Mail 2022	95,564.81
	95,564.81
Total 4310 · Special Event Income Gross	95,564.81
Total 4300 · Special Events Income Net	95,564.81
4500 · Other Program Income	
4520 · Miscellaneous Program Income	25.00
	25.00
Total 4500 · Other Program Income	25.00

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July through December 2022

01/06/23

Accrual Basis

	Jul - Dec 22
4600 · Other Non-Program Income	
4610 · Interest Income	
4610.01 · Interest Income	7,539.12
Total 4610 · Interest Income	7,539.12
Total 4600 · Other Non-Program Income	7,539.12
4999 · Uncategorized Income	
4913.04 · HOA Assessment	140.00
Total 4999 · Uncategorized Income	140.00
Total Income	561,005.23
Gross Profit	561,005.23
Expense	
5000 · Program Services	
5102 · Cost of Construction from CIP	
5102.35 · Construction Repair Program	5,756.82
5102.00 · Cost of new construction	168,214.49
5102.15 · Cons't- Sheds	438.34
5102.16 · Cons't-Tools	716.11
5102.30 · Infrastructure	462.50
5102.32 · Cons't-Gen. Expense	31,979.71
5102 · Cost of Construction from CIP - Other	179,833.53
Total 5102 · Cost of Construction from CIP	387,401.50
5104 · Liability Insurance	
5104.04 · Insurance - Builder's Risk	175.00
5104.05 · Insurance - D&O	720.00
5104.06 · Insurance - General Liability	3,931.00
5104.07 · Insurance - Health Insurance	8,165.40
5104.08 · Insurance - Property & Liabilit	6,160.00
5104.09 · Insurance - Volunteer Accident	151.00
5104.10 · Insurance - Volunteer Disabilit	70.00
5104.11 · Insurance - Worker's Comp	-6,691.66
5104.12 · Gen.Liability & Builders Risk	175.00
5104.13 · Insurance - Umbrella	1,036.00
Total 5104 · Liability Insurance	13,891.74
5150 · Land & Acquisition Costs	
5150.03 · Surveys/Appraisals	3,750.00
Total 5150 · Land & Acquisition Costs	3,750.00

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July through December 2022

	Jul - Dec 22
5200 · Other Mission Specific Costs	
5200.22 · Interest Synovus Loan	13,949.52
5200.07 · Family Selection - Sled, etc.	355.47
5200.11 · Tithe - HFH International	5,000.00
5200.12 · Loan Servicing	5,872.50
5200 · Other Mission Specific Costs - Other	-7,589.32
	17,588.17
Total 5200 · Other Mission Specific Costs	17,588.17
5260 · Salary & Wages Other	
5260.01 · Payroll	55,407.64
	55,407.64
Total 5260 · Salary & Wages Other	55,407.64
5280 · Other Employee Benefits	
5280.01 · Medical	14,829.42
	14,829.42
Total 5280 · Other Employee Benefits	14,829.42
5360 · Occupancy Expense	
5360.04 · Property Taxes	2,937.20
	2,937.20
Total 5360 · Occupancy Expense	2,937.20
5490 · Other Expenses	
5490.07 · Security Lights Brendan Woods	1,350.20
5490.11 · Security Lights New Ridge	195.59
5490 · Other Expenses - Other	5.00
	1,550.79
Total 5490 · Other Expenses	1,550.79
5498 · Expenses-Other	998.00
	998.00
Total 5000 · Program Services	498,354.46
5999.16 · *Payroll Expenses	29,869.20
6560 · Payroll Expenses	0.45
7000 · Management and General	
7260 · Salary, & Wages Other	108,805.10
7290 · Payroll Taxes	
7290.01 · Employer P/R Taxes	26,632.48
	26,632.48
Total 7290 · Payroll Taxes	26,632.48
7310 · Accounting Fees	8,600.00
7320 · Legal Fees	5,525.00

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July through December 2022

01/06/23

Accrual Basis

	Jul - Dec 22
7330 · Supplies	
7330.04 · Office Operating Expense	28,458.62
Total 7330 · Supplies	28,458.62
7340 · Telephone and Fax	3,012.28
7360 · Occupancy Expense	
7360.03 · Utilities	1,447.80
7360.06 · Janitorial & maintenance	6,628.28
Total 7360 · Occupancy Expense	8,076.08
7370 · Equipment Costs	
7370.02 · Office - Copier Rental	1,208.40
7370.04 · Office Equipment	3,701.21
Total 7370 · Equipment Costs	4,909.61
Total 7000 · Management and General	194,019.17
8000 · Fundraising	
8000.06 · Fundraiser-Postage	3,500.96
8000.15 · Fundraising Expenses	24,442.78
8330 · Supplies	
8330.01 · Fundraising Supplies	606.07
Total 8330 · Supplies	606.07
Total 8000 · Fundraising	28,549.81
Total Expense	750,793.09
Net Ordinary Income	-189,787.86
Other Income/Expense	
Other Income	
9400 · Retail store income	
9410.02 · Gross sales- Bluffton	696,572.96
Total 9400 · Retail store income	696,572.96
Total Other Income	696,572.96
Other Expense	
9260 · ReStore Salary & Wages	
9260.01 · Hourly wages	128,629.68
9260.02 · Salaried personnel	44,319.25
9260.03 · Overtime hourly rate	14,407.95
Total 9260 · ReStore Salary & Wages	187,356.88

12:34 PM

01/06/23

Accrual Basis

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
July through December 2022

	<u>Jul - Dec 22</u>
9340 · Transportation	
9340.01 · Truck purchase	80,000.00
9340.02 · Gasoline	4,379.44
9340.03 · Truck insurance	3,397.00
9340.04 · Other expenses	5,119.99
	<hr/>
Total 9340 · Transportation	92,896.43
9360 · Occupancy	
9360.09 · Marketing	1,450.00
9360.08 · Interest Plantation Park Mtge.	20,162.12
9360.01 · Operating Expense	52,550.44
9360.02 · Utilities	12,477.45
9360.05 · Repairs & maintenance	2,614.74
9360.06 · Telephone	2,264.29
	<hr/>
Total 9360 · Occupancy	91,519.04
	<hr/>
Total Other Expense	371,772.35
	<hr/>
Net Other Income	324,800.61
	<hr/>
Net Income	135,012.75
	<hr/> <hr/>

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July 2021 through June 2022

	Jul '21 - Jun 22
Ordinary Income/Expense	
Income	
4010 · \$ Contributions Individuals	
4010.33 · Patricia Carey Wirth House	58,662.24
4010.32 · Adopt-A-Home Silletti	15,000.00
4010.01 · Individual Donations	27,763.01
4010.11 · Adopt-A-Home Colleton	73,758.96
4010.18 · Adopt-A-Home Women's Build	23,700.00
Total 4010 · \$ Contributions Individuals	198,884.21
4020 · \$ Contributions Businesses	
4020.18 · Adopt-A-Home Publix	12,500.00
4020.08 · Adopt-A-Home Realtors	28,428.82
4020.09 · Adopt-A-Home Oldfield	41,417.39
4020.13 · Corp. Donations	15,193.22
Total 4020 · \$ Contributions Businesses	97,539.43
4030 · \$ Contributions Churches	
4030.12 · Thrivent Faith House	55,626.08
4030.05 · Adopt-A-Home Faith House	22,525.43
Total 4030 · \$ Contributions Churches	78,151.51
4040 · \$ Contributions/Transfers HFHI	
4040.01 · Habitat Intl.	10,454.55
Total 4040 · \$ Contributions/Transfers HFHI	10,454.55
4050 · \$ Contrib./Grants Government	
4050.01 · Grants	24,002.00
Total 4050 · \$ Contrib./Grants Government	24,002.00
4060 · \$ Grants - Other	
4060.05 · Community Foundation Escrow Ass	0.00
4060.04 · Other	0.00
Total 4060 · \$ Grants - Other	0.00
4200 · Sale to Homeowners	480,000.00
4300 · Special Events Income Net	
4310 · Special Event Income Gross	
4310.31 · Direct Mail 2021	83,049.26
Total 4310 · Special Event Income Gross	83,049.26
Total 4300 · Special Events Income Net	83,049.26

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July 2021 through June 2022

01/06/23

Accrual Basis

	Jul '21 - Jun 22
4500 · Other Program Income	
4510 · Rental Income	12,000.00
4520 · Miscellaneous Program Income	16,821.81
Total 4500 · Other Program Income	28,821.81
4600 · Other Non-Program Income	
4610 · Interest Income	
4610.01 · Interest Income	173,654.12
4610 · Interest Income - Other	16.20
Total 4610 · Interest Income	173,670.32
Total 4600 · Other Non-Program Income	173,670.32
4999 · Uncategorized Income	
4913.04 · HOA Assessment	190.00
4999.10 · Other Inc	20,255.25
Total 4999 · Uncategorized Income	20,445.25
Total Income	1,195,018.34
Gross Profit	1,195,018.34
Expense	
8500.00 · Depreciation Expense	57,035.90
5000 · Program Services	
5102 · Cost of Construction from CIP	
5102.00 · Cost of new construction	945,439.96
5102.15 · Cons't- Sheds	3,609.67
5102.16 · Cons't-Tools	3,283.63
5102.32 · Cons't-Gen. Expense	88,729.43
Total 5102 · Cost of Construction from CIP	1,041,062.69
5104 · Liability Insurance	
5104.02 · Insurance - Auto	5,272.00
5104.04 · Insurance - Builder's Risk	595.00
5104.05 · Insurance - D&O	1,440.00
5104.06 · Insurance - General Liability	7,221.50
5104.08 · Insurance - Property & Liabilit	12,065.50
5104.09 · Insurance - Volunteer Accident	308.00
5104.10 · Insurance - Volunteer Disabilit	147.00
5104.11 · Insurance - Worker's Comp	19,907.80
5104.13 · Insurance - Umbrella	2,054.00
Total 5104 · Liability Insurance	49,010.80

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
July 2021 through June 2022

01/06/23

Accrual Basis

	Jul '21 - Jun 22
5150 · Land & Acquisition Costs	
5150.07 · Association Fees	1,575.00
5150.03 · Surveys/Appraisals	43,071.00
Total 5150 · Land & Acquisition Costs	44,646.00
5200 · Other Mission Specific Costs	
5200.24 · ASO Annual Dues	7,500.00
5200.22 · Interest Synovus Loan	30,752.76
5200.06 · Family Services Salary	48,173.80
5200.07 · Family Selection - Sled, etc.	2,440.83
5200.11 · Tithe - HFH International	23,200.00
5200.12 · Loan Servicing	14,679.93
5200 · Other Mission Specific Costs - Other	21,994.83
Total 5200 · Other Mission Specific Costs	148,742.15
5260 · Salary & Wages Other	
5260.01 · Payroll	139,245.85
Total 5260 · Salary & Wages Other	139,245.85
5280 · Other Employee Benefits	
5280.01 · Medical	45,167.17
Total 5280 · Other Employee Benefits	45,167.17
5360 · Occupancy Expense	
5360.04 · Property Taxes	2,865.85
Total 5360 · Occupancy Expense	2,865.85
5490 · Other Expenses	
5490.07 · Security Lights Brendan Woods	3,217.80
5490.11 · Security Lights New Ridge	294.06
Total 5490 · Other Expenses	3,511.86
Total 5000 · Program Services	1,474,252.37
5999 · (Uncategorized expenses)	220,876.82
5999.16 · *Payroll Expenses	0.00
7000 · Management and General	
7260 · Salary, & Wages Other	111,883.34
7290 · Payroll Taxes	
7290.01 · Employer P/R Taxes	45,678.73
Total 7290 · Payroll Taxes	45,678.73

Hilton Head Regional Habitat for Humanity, Inc
Profit & Loss
 July 2021 through June 2022

01/06/23

Accrual Basis

	Jul '21 - Jun 22
7310 · Accounting Fees	9,200.00
7320 · Legal Fees	15,825.00
7330 · Supplies	
7330.04 · Office Operating Expense	29,788.96
Total 7330 · Supplies	29,788.96
7340 · Telephone and Fax	7,773.91
7360 · Occupancy Expense	
7360.01 · Office Rent	26,000.00
7360.03 · Utilities	2,458.77
7360.06 · Janitorial & maintenance	15,736.32
Total 7360 · Occupancy Expense	44,195.09
7370 · Equipment Costs	
7370.02 · Office - Copier Rental	1,733.48
7370.04 · Office Equipment	444.35
Total 7370 · Equipment Costs	2,177.83
Total 7000 · Management and General	266,522.86
8000 · Fundraising	
8000.01 · Fundraising Supplies	239.08
8000.02 · Mailing Cost	145.50
8000.06 · Fundraiser-Postage	3,098.34
8000.15 · Fundraising Expenses	25,666.53
8400 · Conference, Convention & Mtg.	
8402 · Conference Expenses	3,302.25
Total 8400 · Conference, Convention & Mtg.	3,302.25
Total 8000 · Fundraising	32,451.70
Total Expense	2,051,139.65
Net Ordinary Income	-856,121.31
Other Income/Expense	
Other Income	
9400 · Retail store income	
9410.01 · \$ Contributions to retail store	50,461.88
9410.02 · Gross sales- Bluffton	1,395,764.77
Total 9400 · Retail store income	1,446,226.65
Total Other Income	1,446,226.65

Hilton Head Regional Habitat for Humanity, Inc

Profit & Loss

July 2021 through June 2022

01/06/23

Accrual Basis

	<u>Jul '21 - Jun 22</u>
Other Expense	
9260 · ReStore Salary & Wages	
9260.01 · Hourly wages	196,488.47
9260.02 · Salaried personnel	88,895.29
9260.03 · Overtime hourly rate	20,158.04
	<hr/>
Total 9260 · ReStore Salary & Wages	305,541.80
9340 · Transportation	
9340.02 · Gasoline	8,305.15
9340.03 · Truck insurance	12,455.00
9340.04 · Other expenses	5,712.19
	<hr/>
Total 9340 · Transportation	26,472.34
9360 · Occupancy	
9360.08 · Interest Plantation Park Mtge.	41,315.55
9360.01 · Operating Expense	93,070.24
9360.02 · Utilities	25,779.26
9360.05 · Repairs & maintenance	21,305.96
9360.06 · Telephone	5,067.41
	<hr/>
Total 9360 · Occupancy	186,538.42
Total Other Expense	<hr/> 518,552.56
Net Other Income	<hr/> 927,674.09
Net Income	<hr/> <hr/> 71,552.78

Hilton Head Regional Habitat for Humanity, Inc

02/03/23

Profit & Loss

Accrual Basis

July 2020 through June 2021

	Jul '20 - Jun 21
Ordinary Income/Expense	
Income	
4010 · \$ Contributions Individuals	
4010.33 · Patricia Carey Wirth House	27,402.48
4010.01 · Individual Donations	22,577.09
4010.11 · Adopt-A-Home Colleton	85,079.64
4010.18 · Adopt-A-Home Women's Build	37,205.12
Total 4010 · \$ Contributions Individuals	172,264.33
4020 · \$ Contributions Businesses	
4020.08 · Adopt-A-Home Realtors	16,843.15
4020.09 · Adopt-A-Home Oldfield	30,791.98
4020.13 · Corp. Donations	9,239.15
Total 4020 · \$ Contributions Businesses	56,874.28
4030 · \$ Contributions Churches	
4030.12 · Thrivent Faith House	104,178.17
4030.04 · Adopt-A-Home First Presbyterian	50.03
Total 4030 · \$ Contributions Churches	104,228.20
4040 · \$ Contributions/Transfers HFHI	
4040.01 · Habitat Intl.	9,873.27
Total 4040 · \$ Contributions/Transfers HFHI	9,873.27
4050 · \$ Contrib./Grants Government	
4050.01 · Grants	178,415.00
Total 4050 · \$ Contrib./Grants Government	178,415.00
4060 · \$ Grants - Other	
4060.06 · Town of Hilton Head Mtge/Rental	0.00
4060.05 · Community Foundation Escrow Ass	0.00
4060.04 · Other	27,500.00
Total 4060 · \$ Grants - Other	27,500.00
4200 · Sale to Homeowners	480,000.00
4300 · Special Events Income Net	
4310 · Special Event Income Gross	
4310.30 · Direct Mail 2020	71,031.18
Total 4310 · Special Event Income Gross	71,031.18
Total 4300 · Special Events Income Net	71,031.18
4500 · Other Program Income	
4510 · Rental Income	7,200.00
4515 · Late Fee Income	75.00
4520 · Miscellaneous Program Income	8,082.81
Total 4500 · Other Program Income	15,357.81
4600 · Other Non-Program Income	
4610 · Interest Income	
4610.01 · Interest Income	166,119.12
4610 · Interest Income - Other	532.27
Total 4610 · Interest Income	166,651.39
Total 4600 · Other Non-Program Income	166,651.39

Hilton Head Regional Habitat for Humanity, Inc

02/03/23

Profit & Loss

Accrual Basis

July 2020 through June 2021

	Jul '20 - Jun 21
4999 · Uncategorized Income	
4913.04 · HOA Assessment	365.00
Total 4999 · Uncategorized Income	365.00
Total Income	1,282,560.46
Gross Profit	1,282,560.46
Expense	
8500.00 · Depreciation Expense	64,077.17
5000 · Program Services	
5102 · Cost of Construction from CIP	
5102.16 · Cons't-Tools	6,127.01
5102.32 · Cons't-Gen. Expense	911,123.24
Total 5102 · Cost of Construction from CIP	917,250.25
5104 · Liability Insurance	
5104.02 · Insurance - Auto	6,085.00
5104.04 · Insurance - Builder's Risk	536.00
5104.05 · Insurance - D&O	1,260.00
5104.06 · Insurance - General Liability	6,404.00
5104.07 · Insurance - Health Insurance	0.00
5104.08 · Insurance - Property & Liabilit	11,734.00
5104.09 · Insurance - Volunteer Accident	283.50
5104.10 · Insurance - Volunteer Disabilit	136.00
5104.11 · Insurance - Worker's Comp	25,236.22
5104.13 · Insurance - Umbrella	1,760.00
Total 5104 · Liability Insurance	53,434.72
5150 · Land & Acquisition Costs	
5150.03 · Surveys/Appraisals	5,400.00
Total 5150 · Land & Acquisition Costs	5,400.00
5200 · Other Mission Specific Costs	
5200.24 · ASO Annual Dues	1,500.00
5200.22 · Interest Synovus Loan	34,552.02
5200.06 · Family Services Salary	35,055.55
5200.07 · Family Selection - Sled, etc.	1,094.13
5200.11 · Tithe - HFH International	27,500.00
5200.12 · Loan Servicing	15,454.50
5200 · Other Mission Specific Costs - Other	26,858.46
Total 5200 · Other Mission Specific Costs	142,014.66
5260 · Salary & Wages Other	
5260.01 · Payroll	156,157.51
Total 5260 · Salary & Wages Other	156,157.51
5280 · Other Employee Benefits	
5280.01 · Medical	48,612.03
Total 5280 · Other Employee Benefits	48,612.03
5360 · Occupancy Expense	
5360.04 · Property Taxes	3,728.18
Total 5360 · Occupancy Expense	3,728.18

Hilton Head Regional Habitat for Humanity, Inc

Profit & Loss

02/03/23

July 2020 through June 2021

Accrual Basis

	Jul '20 - Jun 21
5490 · Other Expenses	
5490.07 · Security Lights Brendan Woods	2,968.33
5490.11 · Security Lights New Ridge	507.56
5490 · Other Expenses - Other	10.00
Total 5490 · Other Expenses	3,485.89
Total 5000 · Program Services	1,330,083.24
5999 · (Uncategorized expenses)	
5999.03 · Bank Charge	87.00
5999 · (Uncategorized expenses) - Other	240,220.78
Total 5999 · (Uncategorized expenses)	240,307.78
5999.16 · *Payroll Expenses	0.00
7000 · Management and General	
7250 · Officer & Director Compensation	338.54
7260 · Salary, & Wages Other	146,550.79
7290 · Payroll Taxes	
7290.01 · Employer P/R Taxes	48,420.10
Total 7290 · Payroll Taxes	48,420.10
7310 · Accounting Fees	8,800.00
7320 · Legal Fees	16,776.30
7330 · Supplies	
7330.04 · Office Operating Expense	29,254.11
7330 · Supplies - Other	-337.15
Total 7330 · Supplies	28,916.96
7340 · Telephone and Fax	7,476.03
7360 · Occupancy Expense	
7360.01 · Office Rent	30,700.00
7360.03 · Utilities	2,527.34
7360.06 · Janitorial & maintenance	12,175.73
Total 7360 · Occupancy Expense	45,403.07
7370 · Equipment Costs	
7370.02 · Office - Copier Rental	2,236.03
7370.04 · Office Equipment	1,478.68
Total 7370 · Equipment Costs	3,714.71
Total 7000 · Management and General	306,396.50
8000 · Fundraising	
8000.01 · Fundraising Supplies	15,692.18
8000.02 · Mailing Cost	5,656.63
8000.15 · Fundraising Expenses	5,169.68
8400 · Conference, Convention & Mtg.	
8402 · Conference Expenses	175.00
Total 8400 · Conference, Convention & Mtg.	175.00
Total 8000 · Fundraising	26,693.49
Total Expense	1,967,558.18
Net Ordinary Income	-684,997.72

Hilton Head Regional Habitat for Humanity, Inc

Profit & Loss

02/03/23

July 2020 through June 2021

Accrual Basis

	<u>Jul '20 - Jun 21</u>
Other Income/Expense	
Other Income	
9400 · Retail store income	
9410.02 · Gross sales- Bluffton	1,430,103.60
Total 9400 · Retail store income	<u>1,430,103.60</u>
Total Other Income	1,430,103.60
Other Expense	
9260 · ReStore Salary & Wages	
9260.01 · Hourly wages	195,585.24
9260.02 · Salaried personnel	86,254.00
9260.03 · Overtime hourly rate	<u>21,562.95</u>
Total 9260 · ReStore Salary & Wages	303,402.19
9340 · Transportation	
9340.02 · Gasoline	6,021.05
9340.03 · Truck insurance	12,402.00
9340.04 · Other expenses	<u>7,385.76</u>
Total 9340 · Transportation	25,808.81
9360 · Occupancy	
9360.09 · Marketing	2,933.00
9360.08 · Interest Plantation Park Mtge.	49,952.42
9360.01 · Operating Expense	47,472.91
9360.02 · Utilities	24,923.05
9360.05 · Repairs & maintenance	29,808.96
9360.06 · Telephone	<u>5,492.12</u>
Total 9360 · Occupancy	<u>160,582.46</u>
Total Other Expense	<u>489,793.46</u>
Net Other Income	<u>940,310.14</u>
Net Income	<u><u>255,312.42</u></u>