





## letter from our ceo & chairman of the board

How do we recap a year unlike any one our world has ever experienced? In 2020, when an unprecedented pandemic changed our daily lives and gave rise to restrictions, cancellations, forbearance and economic uncertainty that threatened to keep us from pursuing our mission, our staff and board of directors focused on the unique challenges and addressed them with innovation and determination.

- In March, when the mask shortage threatened front line workers, we cleared our warehouse shelves of N95s and donated more than 3,500 masks to healthcare workers in our community.
- When we saw our Habitat homeowners experiencing job losses, reductions in wages and Covid related financial hardships, we worked with our sponsors and raised more than \$70,000 in mortgage relief for our residents.
- When we were not able to build new homes due to Covid restrictions, we turned our attention to helping seniors in our community. Our repairs included safety modifications like ramps, grab bars, and porch railings – to allow aging residents the ability to safely stay in their homes. With our longtime partner The Home Depot Foundation, we also helped 22 veterans in our community with critical repairs and accessibility upgrades.

- When we were able to build again, but without volunteers, our "Gray Ghosts" stepped up and used their skills to build five new houses for well deserving homeowners. And when NFL all-star and former Atlanta Falcon, Warrick Dunn, saw what we were doing, he surprised three of our single mother homeowners with houses full of new furniture and provided them with \$5,000 in down payment assistance.
- When increasing land prices, rising costs
  of building materials and the deteriorating
  condition of some of our oldest communities
  became challenges for pursing our
  mission, we increased our efforts to build
  partnerships with our leaders to identify
  areas where our affiliate could have a
  material impact on the economic and social
  welfare of a specific community and its
  residents. As a result, we made significant
  strides in revitalizing the Sweetwater
  Mission area in Austell.
- And when issues of racial inequality made national headlines, it reinforced our commitment to our mission of providing affordable, quality homes for everyone to live and striving to bring an end to generational poverty.

Thank you to our dedicated staff, generous donors and sponsors, and selfless volunteers who rose up to keep our operation moving forward, one house at a time.

Rick Gieryn

Chairman, Board of Directors

Richard 7. Shengy

Jessica Gill

Chief Executive Officer

Jissia leel

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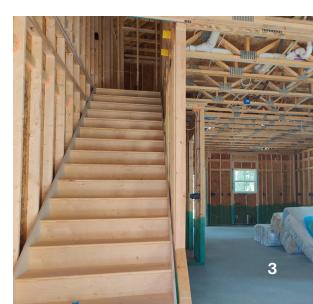












## austell neighborhood revitalization

The greatest change happens in a neighborhood when people work together – residents, community associations, governments, nonprofits, and private industry.

It starts by understanding the gifts, dreams, and concerns of the community.

Austell, Georgia has an old-fashioned small town feel.

Mayor Pro Tem Valerie Anderson, a Bowden Street resident, recalls large ball parks overrun with children and a big old house with a vibrant green lawn that everyone wanted to touch.

Today, the streets are quiet. The kids grew up and left to find more economic opportunity. The city's proximity to Atlanta makes it a target for gentrification, and legacy residents are finding it hard to stay.

Some are older adults whose homes need critical repairs that they can't afford on a fixed income. Some are facing foreclosure. Some are renters for whom owning a home seems financially impossible.

Legacy residents asked Habitat NWMA to help revitalize their community.



budget \$2,500,000



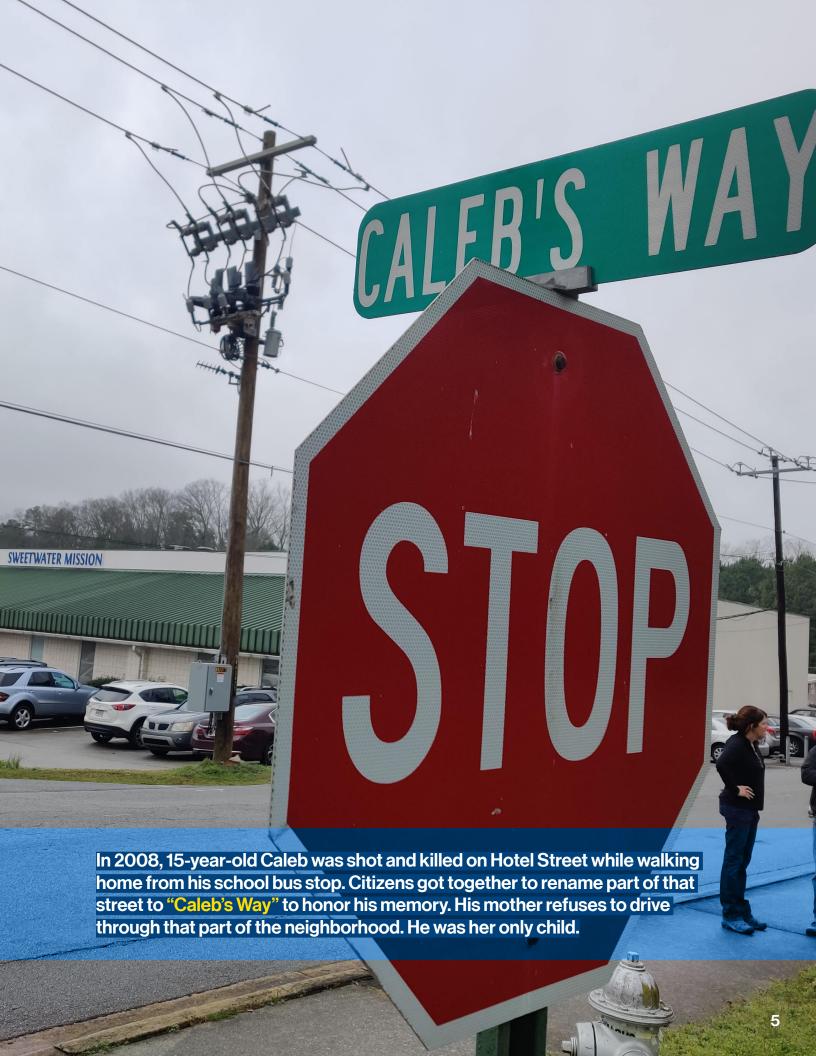
build 8 new homes

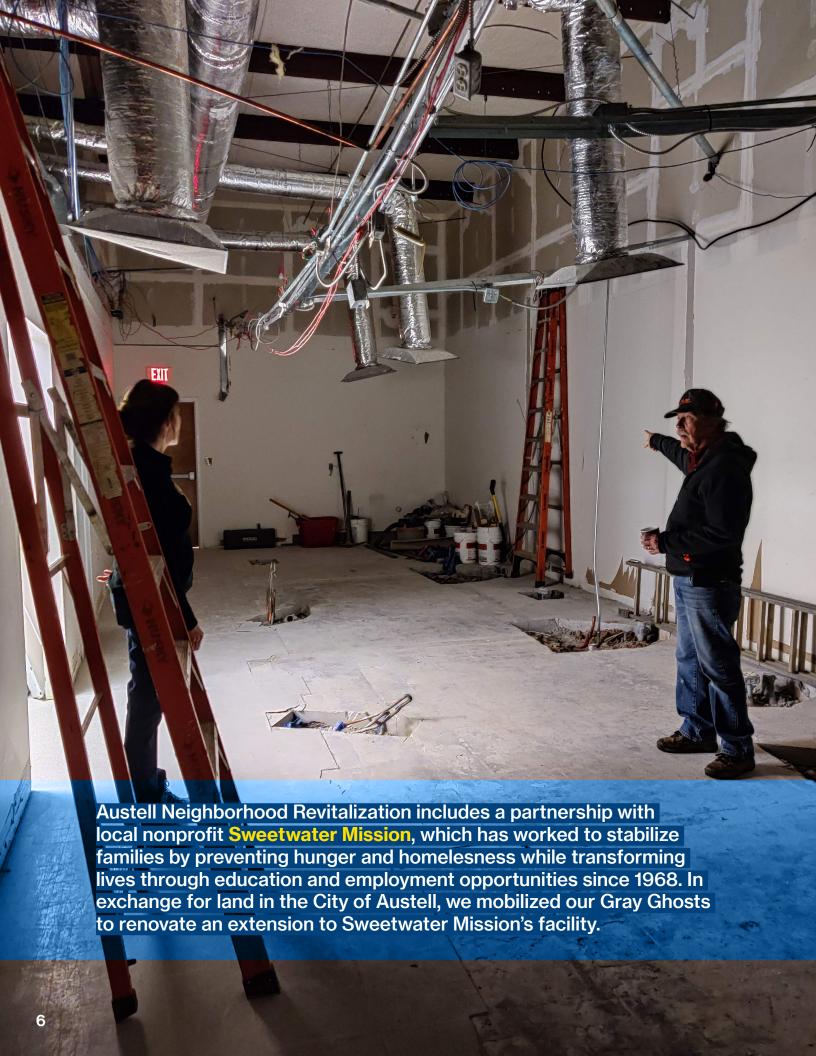


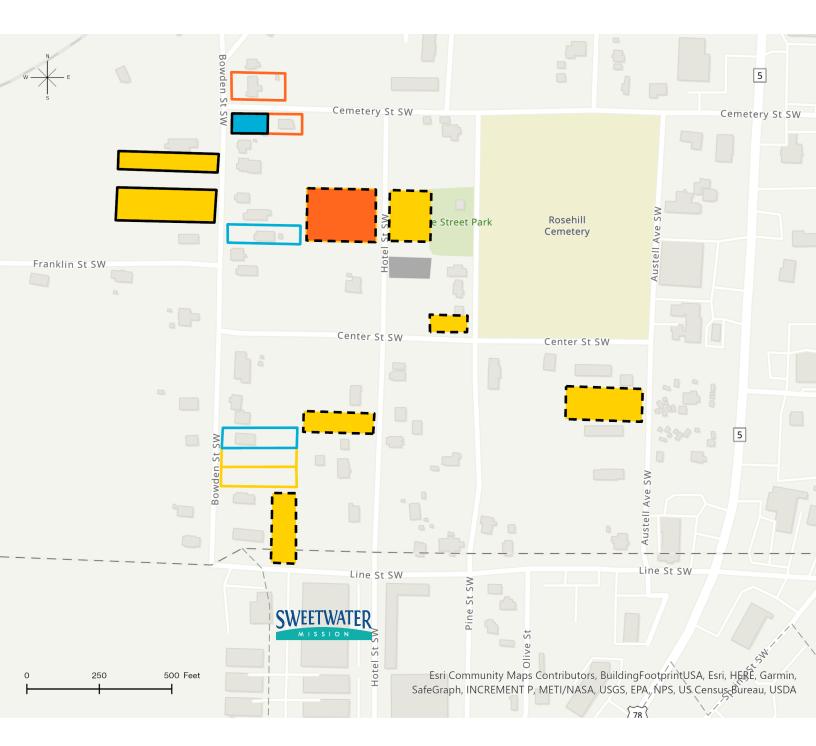
rehabilitate 8 existing homes



repair 12 homes







New Construction	Home Repairs	Rehabilitation					
Complete	Complete	Complete					
In Process	In Process	In Process					
Potential	Potential	Potential					

### homeownership



"Becoming a homeowner will change everything for my family and me. We will not have to worry about the rising cost of rent, and we can paint whatever we want!"

New homeowner Sherkira is a single mother of a 15-year-old high school student and 19-year-old college student.

She is a lead bus driver for Connect Douglas where she works hard to support her children's education and to leave a legacy for her family.

Lynette has overcome many difficult circumstances as a single mother of a 7-year-old son with autism.

She has shown selfless dedication to her job as a dental assistant. When the dentist at her practice unexpectedly died, she worked for two and a half weeks without pay to transfer all the patients to new practices.

At her new workplace, she is surrounded by coworkers who were ready and willing to help her complete her sweat equity hours to earn her new home.



### featured partners

The need for decent, affordable housing not only persisted in the midst of the pandemic - it greatly increased.

Our featured partners rose to this challenge and found ways to support Habitat as we continued building, even though we could not offer volunteer opportunities on the build site.

With their support, together we were able to provide homes for two families, which otherwise would have been postponed.





### volunteers

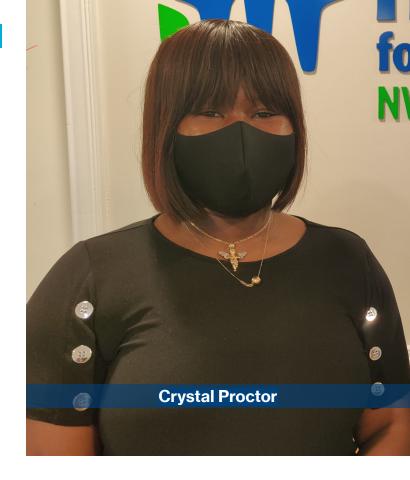
# Our affiliate relies on the gifted labor of those who share in the goal of providing affordable housing.

In a typical year we host thousands of volunteers from all walks of life to fellowship with our homeowners and build our communities. Bringing people together is at the center of our mission, so how could we build when we had to be apart? The Gray Ghosts, our group of experienced crew members, give willingly of their time and their labor each year. In 2020, they worked overtime - putting in hundreds of hours in lieu of the hundreds of helping hands a typical year would bring.



Through our nation's most trying times, **AmeriCorps** has come together to help those in need. Funded in part by the Corporation for National and Community Service, AmeriCorps members serve in a variety of roles to increase Habitat's ability to build homes, expand services, engage the community and partner with people.

In August 2020, we welcomed the first AmeriCorps members in our affiliate's history: Volunteer Services Coordinator Chelsea Jones and Family Services Coordinator Crystal Proctor.







With few opportunities to serve on site, our supporters wondered how they could help, and advocacy was the answer.

If you reached out to your representatives in Congress to support housing stability or voted "Yes" on Georgia House Bill 344, which will save Habitat \$10,000 each year in property taxes —you served as an affordable housing advocate in 2020!

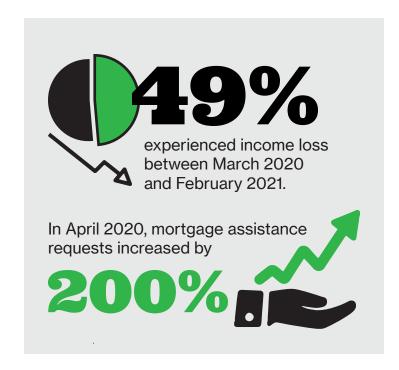
## **COVID-19** impact

When the state of Georgia shut down in April 2020, our staff remained at work *from home*, addressing the impact of the pandemic on Habitat households.

To find out how our community was affected, we connected with Habitat homeowners by phone to ask them about pandemic-related challenges and their outlook on the future.

The survey included questions about employment, school and child care, personal finance, assistance programs, and health.

We spoke to 111 homeowners in April 2020 and followed up with them again in February 2021.



April 2020



\$2,000

Median monthly income **before the pandemic** 

February 2021



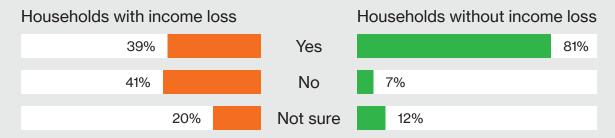
Median monthly income for households receiving unemployment



Median monthly income for households <u>NOT</u> receiving unemployment

#### Do you feel prepared to support your family financially

if the pandemic continues?

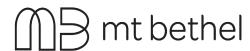


### mortgage relief partners

Economic uncertainty prompted our launch of the **#StayInYourHabitat Mortgage Relief Fund** which raised more than \$70,000 to preserve the dream of homeownership for those we serve.









J. BULOW CAMPBELL FOUNDATION









## home repairs

Our repairs include safety modifications like ramps, grab bars, and porch railings - designed to allow aging residents the ability to securely stay in their homes.

Because the financial freedom of aging in place and social ties in your community of choice undergird health, well-being and life expectancy.





22 home repairs for veterans

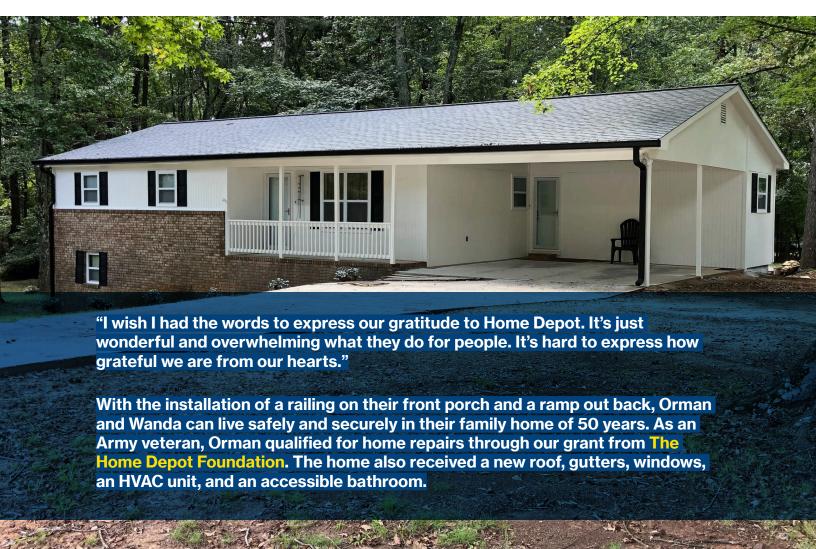


6 home repairs for seniors









### our team

#### **BOARD OF DIRECTORS**

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Director of Community Impact

Jan Magill Mortgage Servicer

James Maner

Director of Family Services & Repairs

**Brett Thein** 

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**Bonnie Willis** 

Purchasing and Estimating Manager



# **Did you know?** N95 masks are used to prevent breathing in dust and particles during construction.

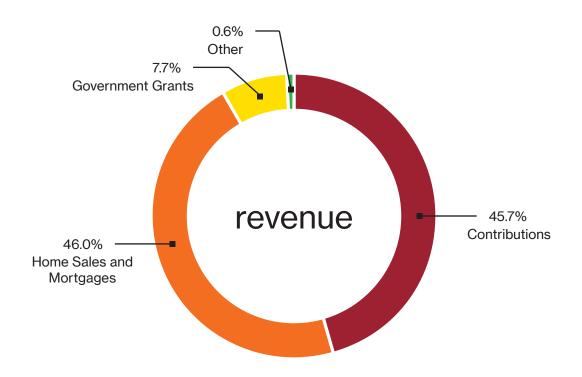
When they became a scarce commodity at the start of the COVID-19 pandemic, our team took action to donate 3,500+ masks to Cobb and Douglas Public Health to help protect the front line workers!



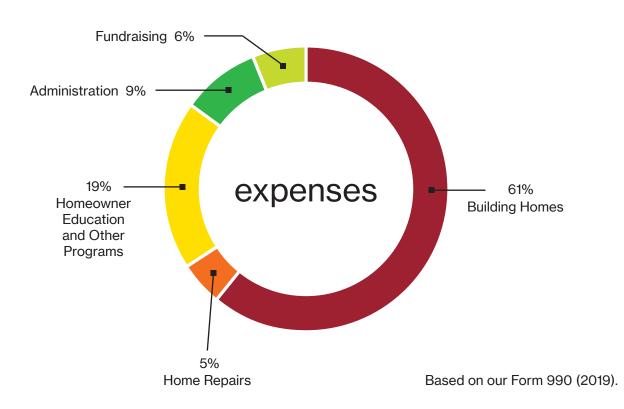
## financial information

Revenue	\$2,940,493
Home Sales and Mortgages	\$1,351,272
Contributions	\$1,345,181
Government Grants	\$226,970
Other	\$17,070
Expenses	\$3,644,446
Building Homes	\$2,220,314
Home Repairs	\$179,838
Homeowner Education and Other Program Expenses	\$713,628
Administration	\$317,559
Fundraising	\$213,107





## All contributions fund home building and home repairs! (unless otherwise specified by the donor)



### sponsors

#### \$90,000+

#### Cobb Catholic Habitat Coalition

Catholic Church of St. Ann

Holy Family Catholic Church

St. Catherine of Siena Roman Catholic Church

St. Clare of Assisi Catholic Church

St. Joseph Catholic Church

The Catholic Church of the Transfiguration

#### Cobb Interfaith Habitat Coalition

Bethany United Methodist Church

Covenant United Methodist Church

East Cobb Islamic Center

First Presbyterian Church of Marietta

Log Cabin Community Church of Vinings

McEachern Memorial United Methodist Church

Smyrna First United Methodist Church

St. Catherine's Episcopal Church

St. Thomas the Apostle Catholic Church

Temple Kol Emeth Synagogue

**Unity North Church** 

West Cobb Islamic Center (Masjid Al-Furguan)

Atlanta West Carpets

Moore Colson CPAs & Advisors

Pinkerton & Laws Construction of Atlanta

Site Selection Solutions, Inc.

Textron

Truist Bank

Wells Fargo

J. Bulow Campbell Foundation

The Home Depot Foundation

#### \$45,000+

#### Alexander High School

American Legion Post 145 Inc

American Legion Post 294 Inc.

American Legion Riders Post 29

Big "Ern" Memorial Fund

Greystone Power Foundation

Integrated Construction and Nobility, Inc.

Marist School

Modern Woodmen of America

The American Legion Post 29 Squadron 29

TRG Construction Services

Winn 3 Charitable Fund

**Assurant Foundation** 

Lockheed Martin

#### \$10,000+

**Axis Capital** 

**Bercher Homes** 

Citigroup

Cobb Chamber of Commerce

Genuine Parts Company

Gieryn Family Fund

Immediate Credit Recovery

Nissan Group of North America

**Publix Super Market Charities** 

Wells Fargo Foundation

#### \$5,000+

American Opportunity Foundation

Cobb Association of Realtors

Dale Bercher

**Don Simons** 

The Lutheran Coalition for Habitat, Inc.

Mary McLaughlin

Neal Allen

**Thrivent Builds** 

**Zurich American Insurance Company** 

#### \$2,500+

Douglas Folk Jonathan Tibus

#### in-kind donors

Aaron's

Canopy Home and Garden

Creature Comforts

DeNyse Signs

**HM Wallace** 

HRC Engineers, Surveyors & Landscape

Architects

i54 Services

MNI Direct

Retro Roofers

Sheldon Miles



In December 2020, Habitat community partners developed an out-of-the-box idea to help raise more funds for families in need of decent, affordable homes. Atlanta's own ASW Distillery partnered with Sprayberry Bottle Shop, Sigman Bottle Shop, Georgia Liquor Barn, and McFarland Wine & Spirits to create a charity barrel of whiskey and donate profits to Habitat for Humanity of Northwest Metro Atlanta.

The one-of-a-kind collaboration was made from combining two barrels of ASW Double Malt Whiskey (Georgia's first ever Double Gold Medal whiskey) blended together to create a perfect marriage of toffee, coffee, and smoky notes, resulting in the blend named "Duality" and coming out to 109.6 proof. Limited, numbered bottles, only 54 at each location, were then sold at partner stores, with profits benefiting Habitat. We give our utmost gratitude to you all for supporting families in need in such a unique way.

### contributors

**Organizations** 

**Anderson Corp** 

**BNI Success Masters** 

**CKing Investment Corporation** 

Cobb and Douglas Public

Health

Cobb Community Foundation

Cobb County Friendship Club

**Covenant Churches** 

**Dell Technologies** 

Drew Eckl and Farnham, LLP

Glennwood Elementary PTA

Inc.

God's Sacrificial Love

Homestar Mortgage

IBM Employee Services Center

**Knights of Columbus** 

**Kroger Community Rewards** 

Marietta High School

Monarch Private Capital

Mt. Bethel United Methodist

Church

Mt. Zion United Methodist

Church

Women's Friendship Circle at

Covenant United Methodist

Church

**Individuals** 

Lawrence Adams\*

Barry Addison

Kuhu Agrawal

Joseph Ahamioje

Andrena Albury

Felicia Alingu

Barb Allen

Ijeoma Amonu

Jane Andrews

Robert & Mary Argent

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Christopher Bailey

Paul Bailey

Roger & Johanna Baldwin

Wyetta Ballenger

John Barron

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Christine Becker

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<sup>\*</sup>Habitat Dream Builders - an exceptional group of dedicated donors who donate on a monthly basis!





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#### **SOCIAL MEDIA**



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## HABITAT FOR HUMANITY OF NORTHWEST METRO ATLANTA, INC.

## FINANCIAL STATEMENTS YEARS ENDED DECEMBER 31, 2020 AND 2019

with INDEPENDENT AUDITORS' REPORT



#### INDEPENDENT AUDITORS' REPORT

## Board of Directors of Habitat for Humanity of Northwest Metro Atlanta, Inc.

We have audited the accompanying financial statements of Habitat for Humanity of Northwest Metro Atlanta, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Habitat for Humanity of Northwest Metro Atlanta, Inc. as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Smith + Howard

July 7, 2021

# HABITAT FOR HUMANITY OF NORTHWEST METRO ATLANTA, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2020 AND 2019

#### **ASSETS**

		<u>2020</u>		<u>2019</u>
Cash	\$	997,912	\$	555,531
Cash - escrow funds		-		35,467
Investments		68,724		66,078
Grants receivable		40,000		109,820
Non-interest bearing mortgage loans receivable, net of discount of \$6,009,818 and \$6,406,073 at				
December 31, 2020 and 2019, respectively		7,225,129		7,519,483
Homeowners' escrow receivable		87,601		-
Inventory		1,118,164		898,242
Property and equipment, net		313,554		341,805
Other assets	_	79,667		112,250
	<u>\$</u>	9,930,751	<u>\$</u>	9,638,676
LIABILITIES AND NET ASSE	TS			
Liabilities				
Accounts payable and accrued expenses	\$	135,758	\$	77,918
Homeowners' escrow accounts liability		-		35,467
Deferred revenue		150,000		85,530
Due to Community Development Block Grant		200,694		215,941
Borrowings under line of credit		-		297,857
Note payable, net of unamortized debt issuance costs		1,232,981		991,712
Paycheck Protection Program Loan (Note 8)		110,000		
Total Liabilities	_	1,829,433	_	1,704,425
Not Appete				
Net Assets		7,972,838		7 060 204
With dance restrictions		128,480		7,862,384 71,867
With donor restrictions		120,400		11,001
Total Net Assets		8,101,318		7,934,251
Total Not Addition		3, 10 1,0 10		.,001,201
	<u>\$</u>	9,930,751	\$	9,638,676

The accompanying notes are an integral part of these financial statements.

#### HABITAT FOR HUMANITY OF NORTHWEST METRO ATLANTA, INC. STATEMENT OF ACTIVITIES YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020						2019						
	Without Donor Restrictions		With Donor Restrictions	Total		Without Dono Restrictions				Total			
Support and Revenue													
Home sales income	\$	506,779	\$ -	\$	506,779	\$	1,638,576	\$ -	\$	1,638,576			
Change in discounts on non-interest													
bearing mortgage loans		396,255	-		396,255		(278,194)	-		(278,194)			
Contributions and grants		345,454	818,845		1,164,299		90,901	1,342,655		1,433,556			
Investment income, net		2,646	-		2,646		12,051	-		12,051			
Other support and revenue		89,111	-		89,111		208,343	-		208,343			
Net assets released from restrictions		762,232	(762,232)		_	_	1,516,523	(1,516,523)					
Total Support and Revenue		2,102,477	56,613	_	2,159,090		3,188,200	(173,868)	_	3,014,332			
Expenses													
Program services		1,574,657	-		1,574,657		3,198,601	_		3,198,601			
Management and general		296,006	-		296,006		462,532	_		462,532			
Fundraising		121,360	-		121,360		45,098	-		45,098			
Total Expenses		1,992,023		_	1,992,023		3,706,231		_	3,706,231			
Change in Net Assets		110,454	56,613		167,067		(518,031)	(173,868)		(691,899)			
Net Assets, Beginning of Year		7,862,384	71,867		7,934,251		8,380,415	245,735		8,626,150			
Net Assets, End of Year	\$	7,972,838	\$ 128,480	\$	8,101,318	\$	7,862,384	\$ 71,867	\$	7,934,251			

The accompanying notes are an integral part of these financial statements.

#### HABITAT FOR HUMANITY OF NORTHWEST METRO ATLANTA, INC. STATEMENT OF FUNCTIONAL EXPENSES YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020						2019									
		Management			Management											
		<u>Program</u>	and	l General	<u>F</u> t	<u>undraising</u>		<u>Total</u>		<u>Program</u>	ar	nd General	<u>Fι</u>	ındraising		<u>Total</u>
Cost of homes sold	\$	750,005	\$	-	\$	-	\$	750,005	\$	2,418,828	\$	-	\$	_	\$	2,418,828
Salaries and wages		512,257		214,464		78,157		804,878		478,940		282,997		22,533		784,470
Employee benefits		76,065		15,630		12,504		104,199		67,316		15,534		3,452		86,302
Home for heroes		25,503		-		-		25,503		64,432		-		-		64,432
Office supplies and expenses		4,371		2,744		874		7,989		3,014		2,180		130		5,324
Payroll taxes		34,127		7,012		5,610		46,749		32,114		7,411		1,647		41,172
Property and other insurance		42,471		6,405		5,168		54,044		20,882		38,887		1,020		60,789
Other		3,316		1,338		48		4,702		2,331		10,018		-		12,349
Professional fees		-		14,000		-		14,000		1,454		22,788		-		24,242
Affiliate tithe		1,000		-		-		1,000		15,000		12,500		-		27,500
Interest		41,778		20,694		6,869		69,341		17,008		51,253		463		68,724
Telephone and utilities		24,499		2,610		2,412		29,521		23,091		3,103		789		26,983
Depreciation and amortization		29,299		6,020		4,816		40,135		26,437		3,659		3,659		33,755
Dues and subscriptions		5,472		2,238		671		8,381		5,722		1,963		262		7,947
Maintenance and repairs		9,983		2,325		315		12,623		3,587		7,678		5,069		16,334
Travel and automobiles		496		526		-		1,022		4,615		2,561		346		7,522
Equipment and tools		1,454		-		-		1,454		993		-		-		993
Property and other tax		12,461		-		-		12,461		11,309		-		-		11,309
House warranties		-		-		-		-		1,030		-		-		1,030
Fundraising events and marketing	_	100		<u>-</u>	_	3,916	_	4,016	_	498			_	5,728	_	6,226
Total Expenses	\$	1,574,657	\$	296,006	\$	121,360	\$	1,992,023	\$	3,198,601	\$	462,532	\$	45,098	\$	3,706,231

#### HABITAT FOR HUMANITY OF NORTHWEST METRO ATLANTA, INC. STATEMENT OF CASH FLOWS YEARS ENDED DECEMBER 31, 2020 AND 2019

		<u>2020</u>		<u>2019</u>
Cash Flows From Operating Activities:	•	407.007	•	(004 000)
Change in Net Assets	\$	167,067	\$	(691,899)
Adjustments to Reconcile Change in Net Assets				
to Net Cash Provided (Required) by Operating Activities:		00.000		00.070
Depreciation		29,933		32,679
Amortization of loan issuance costs		10,202		1,076
Change in discounts on non-interest bearing mortgage loans Unrealized gains on investments		(396,255) (2,646)		278,194 (12,051)
Donated inventory		(24,930)		(12,031)
Loss on disposal of property and equipment		(24,930)		3,466
Changes in assets and liabilities:				0,400
Grants receivable		69,820		(28,845)
Non-interest bearing mortgage loans receivable		690,609		(475,586)
Inventory		(194,992)		1,062,050
Other assets		32,583		(31,767)
Homeowners' escrow receivable		(87,601)		-
Accounts payable and accrued expenses		57,840		(151,791)
Deferred revenues		64,470		85,530
Due to Community Development Block Grant		(15,247)		(158,854)
Total adjustments		233,786		604,101
Net Cash Provided (Required) by Operating Activities		400,853		(87,798)
Cash Flows from Investing Activities:				
Purchases of property and equipment		(1,682)		-
Net Cash Required by Investing Activities		(1,682)		-
Cash Flows from Financing Activities:		(007.057)		
Net payments on line of credit		(297,857)		-
Proceeds from note payable		302,601		(02.207)
Principal payments on note payable  Debt issuance costs		(52,799) (18,735)		(93,397)
		110,000		-
Proceeds from Paycheck Protection Program Loan (Note 8)				(02.207)
Net Cash Provided (Required) by Financing Activities		43,210		(93,397)
Net Increase (Decrease) in Cash		442,381		(181,195)
Cash, Beginning of Year		555,531		736,726
Cash, End of Year	\$	997,912	\$	555,531
Supplemental Disclosure of Cash Flow Information:				
Cash paid for interest	\$	69,341	\$	68,724
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The accompanying notes are an integral part of these financial statements.