

HABITAT FOR HUMANITY
GREATER BOSTON, INC.

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT

YEARS ENDED JUNE 30, 2017 AND 2016

HABITAT FOR HUMANITY GREATER BOSTON, INC.
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YEARS ENDED JUNE 30, 2017 AND 2016

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CAIN, BOURRET, JARRY & ASSOCIATES, LLC

CERTIFIED PUBLIC ACCOUNTANTS

Stephen A. Cain, CPA
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Dennis M. Bowes, CPA

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Habitat for Humanity Greater Boston, Inc.
Boston, Massachusetts

We have audited the accompanying financial statements of HABITAT FOR HUMANITY GREATER BOSTON, INC. (a Massachusetts not-for-profit corporation), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities and changes in net assets, 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.

Auditor's 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 audit to obtain reasonable assurance about whether the financial statements are free from 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 auditor's 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 GREATER BOSTON, INC. as of June 30, 2017 and 2016, changes in its net assets, functional expenses and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Cain, Bourret, Jarry & Associates, LLC

Dracut, Massachusetts
May 16, 2018

HABITAT FOR HUMANITY GREATER BOSTON, INC.
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2017 AND 2016

ASSETS

	2017	2016
CURRENT ASSETS		
Cash	\$ 705,517	\$ 936,432
Cash - New Markets Tax Credit (NMTC)	11,516	19,664
Accounts receivable	-	359
Promises to give	373,564	236,203
Housing - land and construction in progress	746,442	1,041,430
Inventory - Restore	179,238	151,695
Prepaid expenses	400	3,847
Current portion of mortgages receivable	306,816	245,901
Total Current Assets	2,323,493	2,635,531
PROPERTY AND EQUIPMENT		
Leasehold improvements	49,724	229,289
Office equipment	35,831	33,547
Furniture and fixtures	18,570	18,570
Vehicles	22,500	22,500
Less: accumulated depreciation	(75,958)	(243,481)
Net Property and Equipment	50,667	60,425
OTHER ASSETS		
Note receivable	164,134	164,134
Loan receivable	2,891	-
Mortgages receivable, net of current portion	4,922,280	4,691,458
Investment in NMTC	1,925,054	1,925,054
Closing costs and fees, net of accumulated amortization of \$48,260 and \$34,472 for 2017 and 2016 - NMTC (Note 2)	142,373	156,163
Security deposits	60,628	14,872
Audit and tax fee reserve fund - NMTC (Note 12)	28,507	36,652
Flexcap Note reserve	13,720	13,720
Total Other Assets	7,259,587	7,002,053
TOTAL ASSETS	\$ 9,633,747	\$ 9,698,009
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Line of credit	\$ 93,694	\$ 134,960
Accounts payable and accrued expenses	152,480	112,173
Agency accounts	2,222	2,576
Notes payable, current portion	95,534	102,511
Total Current Liabilities	343,930	352,220
LONG-TERM LIABILITIES		
Massachusetts Housing Finance Authority loan, net of current portion	244,065	290,984
FlexCap Note Payable	130,046	178,705
Citibank NMTC Loan - NMTC (Note 12)	2,660,790	2,660,790
Total Long-Term Liabilities	3,034,901	3,130,479
TOTAL LIABILITIES	3,378,831	3,482,699
NET ASSETS		
Unrestricted	5,978,516	6,215,310
Temporarily restricted	276,400	-
Total Net Assets	6,254,916	6,215,310
TOTAL LIABILITIES AND NET ASSETS	\$ 9,633,747	\$ 9,698,009

HABITAT FOR HUMANITY GREATER BOSTON, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2017

(With Summarized Financial Information for the Year Ended June 30, 2016)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2017</u>	<u>2016</u>
SUPPORT AND REVENUES				
Support				
Contributions	\$ 930,143	\$ 250,000	\$ 1,180,143	\$ 894,489
Grants	42,500	26,400	68,900	157,267
Donated services and materials	821,240	-	821,240	853,896
Special events, net	259,384	-	259,384	223,634
ReStore revenue	667,926	-	667,926	572,413
Net assets released from restrictions				
Satisfaction of program/donor restrictions	-	-	-	-
Total support	<u>2,721,193</u>	<u>276,400</u>	<u>2,997,593</u>	<u>2,701,699</u>
Revenues				
Sale of homes	900,000	-	900,000	600,000
Mortgage discount amortization	92,456	-	92,456	87,564
Gain on sale of land	-	-	-	152,909
Miscellaneous income	14,449	-	14,449	2,076
Interest income	20,719	-	20,719	20,779
Total revenues	<u>1,027,624</u>	<u>-</u>	<u>1,027,624</u>	<u>863,328</u>
TOTAL SUPPORT AND REVENUES	<u>3,748,817</u>	<u>276,400</u>	<u>4,025,217</u>	<u>3,565,027</u>
FUNCTIONAL EXPENSES				
Program service expenses - family services	479,026	-	479,026	341,921
Program service expenses - pre/post conveyance	1,554,256	-	1,554,256	1,656,557
Program service expenses - ReStore	1,454,145	-	1,454,145	1,003,019
General and administrative	169,009	-	169,009	145,303
Fundraising expenses	329,175	-	329,175	307,820
TOTAL FUNCTIONAL EXPENSES	<u>3,985,611</u>	<u>-</u>	<u>3,985,611</u>	<u>3,454,620</u>
CHANGES IN NET ASSETS	<u>(236,794)</u>	<u>276,400</u>	<u>39,606</u>	<u>110,407</u>
NET ASSETS, BEGINNING OF YEAR	6,215,310	-	6,215,310	8,195,561
Prior period adjustment	-	-	-	(2,090,658)
NET ASSETS, END OF YEAR	<u>\$ 5,978,516</u>	<u>\$ 276,400</u>	<u>\$ 6,254,916</u>	<u>\$ 6,215,310</u>

See independent auditor's report and notes to financial statements

HABITAT FOR HUMANITY GREATER BOSTON, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2017

2017

	Program Services				Supporting Services		Total
	Cost of Homes			Total Program Expenses	General and		
	Family Services	Sold and Program Support	ReStore		Administrative Expenses	Fundraising Expenses	
Salaries	\$ 110,944	\$ 376,538	\$ 306,269	\$ 793,751	\$ 78,728	\$ 175,313	\$ 1,047,792
Payroll taxes	9,778	33,452	27,569	70,799	7,021	15,665	93,485
Benefits	8,888	29,633	17,741	56,262	5,475	12,097	73,834
Salaries and related expenses	129,610	439,623	351,579	920,812	91,224	203,075	1,215,111
Advertising	-	90	2,227	2,317	90	-	2,407
Americorps	-	31,772	-	31,772	-	-	31,772
Amortization closing costs	-	13,789	-	13,789	-	-	13,789
Applicant costs	6,130	-	-	6,130	-	-	6,130
Bank charges	-	-	16,973	16,973	4,665	-	21,638
Bonds and permits	-	10,071	-	10,071	-	-	10,071
Conferences	411	1,031	-	1,442	127	1,421	2,990
Consultants	28,303	2,568	-	30,871	4,452	66,333	101,656
Cost of goods sold	-	-	652,296	652,296	-	-	652,296
Cost of homes sold	-	782,842	-	782,842	-	-	782,842
Depreciation	-	-	18,614	18,614	-	-	18,614
Dues, fees and subscriptions	-	26,000	-	26,000	-	-	26,000
Equipment rental	-	8,532	476	9,008	-	901	9,909
Insurance	-	12,133	-	12,133	-	-	12,133
Interest	-	46,854	-	46,854	-	-	46,854
Mortgage discount expense	282,801	-	-	282,801	-	-	282,801
Office expenses and supplies	3,161	4,851	4,211	12,223	4,842	4,156	21,221
Payroll services	693	2,252	1,411	4,356	404	1,014	5,774
Postage	819	1,400	-	2,219	1,394	5,777	9,390
Printing	179	165	-	344	2,792	12,190	15,326
Professional fees	-	36,811	-	36,811	44,045	-	80,856
Real estate taxes	-	3,859	-	3,859	-	-	3,859
Rent	16,128	25,307	247,675	289,110	9,408	20,832	319,350
Repairs and maintenance	-	14,634	3,895	18,529	-	-	18,529
Security	-	-	-	-	-	-	-
Site cleaning and disposal	-	9,335	31,532	40,867	-	-	40,867
Tithe expenses	-	41,122	-	41,122	-	-	41,122
Truck expenses	-	7,745	29,001	36,746	-	-	36,746
Telephone and information technology	2,651	3,557	2,970	9,178	2,038	3,797	15,013
Travel	6,613	23,281	2,853	32,747	2,637	7,707	43,091
Utilities	1,527	4,632	45,290	51,449	891	1,972	54,312
Loss on closing of store, net	-	-	43,142	43,142	-	-	43,142
	<u>\$ 479,026</u>	<u>\$ 1,554,256</u>	<u>\$ 1,454,145</u>	<u>\$ 3,487,427</u>	<u>\$ 169,009</u>	<u>\$ 329,175</u>	<u>\$ 3,985,611</u>

See independent auditor's report and notes to financial statements

HABITAT FOR HUMANITY GREATER BOSTON, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2016

	2016						
	Program Services				Supporting Services		Total
	Family Services	Cost of Homes Sold and Program Support	ReStore	Total Program Expenses	General and Administrative Expenses	Fundraising Expenses	
Salaries	\$ 114,624	\$ 364,475	\$ 227,259	\$ 706,358	\$ 67,887	\$ 161,657	\$ 935,902
Payroll taxes	11,185	34,957	21,811	67,953	6,438	15,092	89,483
Benefits	<u>9,158</u>	<u>25,271</u>	<u>18,171</u>	<u>52,600</u>	<u>5,087</u>	<u>10,991</u>	<u>68,678</u>
Salaries and related expenses	134,967	424,703	267,241	826,911	79,412	187,740	1,094,063
Advertising	170	270	4,045	4,485	-	-	4,485
Amortization closing costs	-	13,789	-	13,789	-	-	13,789
Applicant costs	9,777	3,045	-	12,822	-	-	12,822
Bank charges	-	-	13,020	13,020	4,216	-	17,236
Bonds and permits	-	667	-	667	-	-	667
Conferences	585	5,067	230	5,882	487	3,660	10,029
Consultants	-	5,169	1,850	7,019	640	60,000	67,659
Cost of goods sold	-	-	534,934	534,934	-	-	534,934
Cost of homes sold	-	742,711	-	742,711	-	-	742,711
Depreciation	-	30,047	4,500	34,547	-	-	34,547
Dues, fees and subscriptions	-	25,150	-	25,150	-	-	25,150
Equipment rental	-	7,207	-	7,207	-	-	7,207
Insurance	-	9,857	-	9,857	707	-	10,564
Interest	-	50,728	-	50,728	-	-	50,728
Mortgage discount expense	163,742	-	-	163,742	-	-	163,742
Office expenses and supplies	4,206	5,695	2,813	12,714	4,622	4,532	21,868
Payroll services	593	1,832	1,536	3,961	398	871	5,230
Postage	875	1,417	-	2,292	2,310	7,822	12,424
Printing	120	661	-	781	5,293	10,293	16,367
Professional fees	445	207,358	14,027	221,830	34,316	-	256,146
Real estate taxes	-	4,126	-	4,126	-	-	4,126
Rent	16,128	20,832	84,972	121,932	9,408	20,832	152,172
Repairs and maintenance	221	14,770	2,779	17,770	-	-	17,770
Security	-	10,088	-	10,088	-	-	10,088
Site cleaning and disposal	-	12,071	18,116	30,187	-	-	30,187
Tithe expenses	-	26,115	-	26,115	-	-	26,115
Truck expenses	-	3,792	29,395	33,187	-	-	33,187
Telephone and information technology	2,004	2,442	1,456	5,902	1,414	4,023	11,339
Travel	6,568	21,985	3,580	32,133	1,194	6,084	39,411
Utilities	<u>1,520</u>	<u>4,963</u>	<u>18,525</u>	<u>25,008</u>	<u>886</u>	<u>1,963</u>	<u>27,857</u>
	<u>\$ 341,921</u>	<u>\$ 1,656,557</u>	<u>\$ 1,003,019</u>	<u>\$ 3,001,497</u>	<u>\$ 145,303</u>	<u>\$ 307,820</u>	<u>\$ 3,454,620</u>

See independent auditor's report and notes to financial statements

HABITAT FOR HUMANITY GREATER BOSTON, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 39,606	\$ 110,407
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	18,614	34,547
Amortization	13,789	13,789
Donated construction costs	-	(64,420)
Donated professional fees	153,315	215,870
Mortgage amortization income	(92,456)	(87,564)
Imputed interest expense	282,801	163,742
Gain on sale of land	-	(152,909)
Loss on closing prior Restore location	43,142	-
Decrease (increase) in assets:		
Accounts receivable	359	536
Promises to give	(137,361)	(118,575)
Inventory - Restore	(27,543)	(44,133)
Prepaid expenses and other current assets	3,447	2,168
Loan receivable	(2,891)	-
Security deposits	(45,756)	-
Audit and tax fee reserve fund	8,145	8,147
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	40,307	(19,251)
Agency accounts	(354)	1,575
Net Cash Provided by Operating Activities	297,164	63,929
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for land purchases	-	(8,000)
Cash from sale of land	-	165,402
Construction of housing and improvements	(737,222)	(693,595)
Collection of mortgage notes receivable	413,110	394,923
Purchase of property and equipment	(51,998)	-
Increase (decrease) in cash required for NMTC	(8,148)	(9,137)
Net Cash Used in Investing Activities	(384,258)	(150,407)
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payments on long-term debt	(143,821)	(166,815)
Investment in certificate of deposit	-	5,175
Net Cash Used in Financing Activities	(143,821)	(161,640)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(230,915)	(248,118)
CASH AND CASH EQUIVALENTS - BEGINNING	936,432	1,184,550
CASH AND CASH EQUIVALENTS - ENDING	\$ 705,517	\$ 936,432
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Interest paid	\$ 46,854	\$ 50,728
SUPPLEMENTAL DISCLOSURE OF NONCASH ACTIVITIES:		
Sale of housing and property financed with mortgage receivable	\$ 900,000	\$ 600,000

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

Note 1. ORGANIZATION AND PURPOSE

Habitat for Humanity Greater Boston, Inc. (the Organization) is a charitable nonprofit Massachusetts corporation organized in December 1987. It is an affiliate of Habitat for Humanity International (HFHI), an organization with a grassroots structure which is dedicated to eliminating poverty housing from the earth and making poverty housing and homelessness socially and politically unacceptable in the world. The Organization's mission is to help low-income families become homeowners in the Greater Boston area using the Habitat model of volunteer labor, donated materials and charitable contributions to construct housing. Each Habitat family helps build their home by providing at least 300 hours of "sweat equity". When the home is complete, Habitat sells it to the family for an affordable price which is equal to or less than the final accumulated development cost and also provides the family with a no-interest mortgage loan. The Organization is responsible for raising funds for all of its projects, its annual operating budget and for "tithing" 10% of its unrestricted revenues to HFHI projects overseas.

The Organization's program divisions are as follows:

Family services: The Family Service division interacts with applicants for the Habitat homeowner program and assists the Family Selection Committee with the family selection process. It also monitors the "sweat equity" program and conducts a series of education classes on topics relating to homeownership, including budgeting, credit and financial management, condominium associations, home repairs and legal matters. Existing Habitat families with financial problems receive credit counseling and when appropriate, referrals to other social service programs. The Organization also helps families living in condominium associations communicate effectively with each other so they can manage the association's finances. In addition, the Organization promotes energy efficiency and monitors those Habitat projects where solar energy panels have been installed.

Construction and Sale of Habitat Homes: The Organization builds homes in partnership with low-income families, volunteers and donors. The division identifies and acquires land for projects, works with architects on the design of homes and with lawyers on permitting and real estate documentation. It also obtains permits for projects and functions as a general contractor during construction, including procuring construction materials and managing subcontractors.

ReStore Operations: In 2011 the Organization opened up its Habitat ReStore. The ReStore is a retail business that accepts donations of new and gently-used building materials, furniture, appliances, and housewares and resells them to the general public through a retail store front warehouse. The Habitat ReStore helps to protect the environment by keeping hundreds of tons of material out of our landfills and provides a low-cost outlet for home improvement materials, and making home renovations and improvements more affordable.

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Financial Statement Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Net assets, revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. If donor-imposed restrictions are met in the same period as the gift is received, the amount is reported as unrestricted revenues. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

- Unrestricted net assets – The Organization reports assets whose use is not restricted by donors as unrestricted net assets. Contributions are available for unrestricted use unless specifically restricted by the donor.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Financial Statement Presentation (Continued)

- Temporarily restricted net assets – The Organization reports gifts of cash and other assets as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Changes in Net Assets as net assets released from restrictions. Contributions restricted for capital improvements are released to unrestricted revenue at the time funds are expended for the specified improvement.
- Permanently restricted net assets – Permanently restricted net assets are those which are subject to the restrictions of gift instruments requiring that the principal be invested in perpetuity and only the income can be utilized for purposes specified by the donor.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. There were no cash equivalents for the years ended June 30, 2017 and 2016.

Pledges and Other Receivables

Receivables, other than mortgages, are stated at the amount management expects to collect from outstanding balances. Management provides for uncollectible amounts through a charge to expense, based on its assessment of the current status of individual accounts. All receivables are deemed to be collectible at June 30, 2017 and 2016.

Promises to Give

Unconditional promises to give are recognized as assets, net of allowances, and as revenue in the period in which the promises are made. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and when the promises become unconditional. Unconditional promises to give are recorded, in the year received, at the present value of estimated future cash flows using a risk adjusted discount rate. Amortization of the discount is included in contribution revenue.

Unconditional promises to give are periodically reviewed to estimate an allowance for doubtful accounts. Management estimates the allowance by review of historical experience and a specific review of collection trends that differ from scheduled collections on individual promises. As of June 30, 2017 and 2016, management has determined any allowance would be immaterial.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Mortgage Receivables

The Organization is a charity engaged in providing homeownership opportunities to low-income families living or working in the Greater Boston area. Upon completion of construction, the home is conveyed to a selected family for an affordable price which is equal to or less than the final accumulated development cost. The Organization takes back a non-interest bearing note for the purchase price and the note is secured by a first mortgage on the home. The Organization takes a second note, secured by a second mortgage, for the difference between the sale price of the home and its fair market value as determined by an independent appraisal. The non-interest bearing note receivable is then discounted in accordance with Internal Revenue Code Section 1288. The discounted amount, which represents the underlying mortgage receivable, is recorded at the original transfer price less the calculated discount. The Organization utilizes the rates determined by the applicable long-term Federal Funds rate in effect as of the date of transfer to the homeowner. The mortgages have an original maturity of 20 to 35 years and arise in connection with the Organization's homebuilding initiatives in Greater Boston. These mortgages are secured by the underlying real estate that is located primarily in the Greater Boston area.

The underlying real estate is transferred to the homeowner at below the then fair market value. The fair value of the homes are in excess of the related mortgage note balances, and due to the secured creditor status of the Organization all mortgage balances are deemed fully collectible. The Organization believes that no allowance for doubtful accounts is necessary.

Inventory

Inventory consists of donated building supplies and other home improvement items to be sold at the Organization's ReStore. Purchased inventory is valued at cost. Donated inventory is calculated using a three month average of sales. At June 30, 2017 and 2016 inventory was valued at \$179,238 and \$151,695, respectively.

House Construction in Progress

Property held for development is recorded on the cost method. Costs associated with the acquisition, development, and construction of property including property taxes, interest, insurance, and associated general and administrative costs are capitalized as a cost of the property, and are reported net of contingent liabilities. Property held for development consists of costs to develop homes for projects located in Massachusetts.

The Organization reviews its investment in real estate for impairment whenever events or changes in circumstances indicate that the carrying value of such property may not be recoverable. Recoverability is measured by a comparison of the carrying amount of the real estate to the future net undiscounted cash flow expected to be generated by the property and any estimated proceeds from the eventual disposition of the real estate. If the real estate is considered to be impaired, the impairment to be recognized is measured at the amount by which the carrying amount of the real estate exceeds the fair value of such property. There were no impairment losses recognized in 2017 and 2016.

As of June 30, 2017 and 2016, the Organization had 5 properties held for development.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property and Equipment

Property and equipment purchased by the Organization with unrestricted funds are recorded at cost. Donated property and equipment is recorded at fair value at the date of the gift. Depreciation is provided for in amounts sufficient to amortize the cost of depreciable assets to operations over their estimated service lives. Improvements, including planned major maintenance activities are capitalized, while expenditures for routine maintenance and repairs are charged to expense as incurred. When assets are sold or are otherwise disposed of, the appropriate cost and related accumulated depreciation amounts are removed from the accounts, and any gain or loss is included in the change in net assets.

The Organization computes depreciation using the straight-line method over the following estimated lives:

Leasehold improvements	7 years
Office equipment	5 years
Furniture and equipment	7 years
Vehicle	5 years

Compensated Absences

Vacation and sick pay are considered expenditures in the year paid. The Organization has not accrued compensated absences because the amount cannot be reasonably estimated.

Revenues and Support Recognition

Transfer to Homeowners

Mortgage income includes the annual amortization of the discount for the present time value of money on the primary mortgage and recognition for the release of the contingent mortgage (See Note 7) upon the premature sale by a homeowner.

Contributions and Contributed Services

Contributions are recognized as revenue in the period received. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risk involved.

Contributions received with donor-imposed restrictions that will lapse are reported as temporarily restricted revenues when they are received. A reclassification to unrestricted net assets is made to reflect the expiration of such restrictions in the year the restriction is met. Contributions received with donor-imposed restrictions that are met in the same year as received are reported as unrestricted.

Contributions of property and equipment without donor stipulations concerning the use of such long-lived assets are reported as unrestricted revenues. Contributions of cash or other assets to be used to acquire property and equipment with donor stipulations are reported as temporarily restricted revenues, and the restrictions are considered to be released at the time of acquisition of such long-lived assets.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenues and Support Recognition (Continued)

Contributions of services are reported as temporarily restricted revenues and expenses at the fair value of the services received only if the services create or enhance a non-financial asset or would typically need to be purchased by the Organization if they had not been provided by individuals with those skills. A substantial number of volunteers have made significant contributions of their time to the Organization's program of building and rehabbing houses, and other supporting services. The value of this contributed time is not reflected in these financial statements since it does not require a specialized skill. However, certain other contributed services that require specialized skills, such as plumbing, HVAC and electrical are provided by individuals possessing those skills and/or licenses that would otherwise need to be purchased if not provided by donation are recognized as temporarily restricted revenue. Contributions of materials to be used in program operations are reported as revenues and expenses of the temporarily restricted net asset category at the time the materials are received.

Fundraising and Special Events

Special event revenue is primarily derived from contributions collected and fees charged for admission at various sponsored events. Special event contributions and fees are recognized as income when received. The majority of special event revenue is derived from one event, the American Dream Awards Breakfast.

ReStore Sales

Retail store sales represent merchandise sales of building materials, furniture, appliances, and housewares donated to the Organization. Retail store revenues are recognized when the related goods are sold. The Organization records sales taxes collected on these sales in ReStore Revenue.

Advertising

The Organization expenses advertising costs as they are incurred.

Income Taxes and Uncertain Tax Positions

The Organization is exempt from federal and state income taxation under Section 501(a) as an organization described in Section 501(c)(3) of the Internal Revenue Code and Section 830 CMR 63.38T.1 of Massachusetts General Laws. Since the Organization is exempt from federal and state income tax liability, no provision is made for current or deferred income tax expenses. The Organization is not a private foundation. Only unrelated business income, as defined by Section 512(a)(1) of the Code, is subject to federal income tax. The Organization accounts for income taxes in accordance with income tax accounting guidance in FASB ASC Topic 740, *Income Taxes*. Management is not aware of any transactions that would negatively impact the Organization's tax-exempt status.

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires the Organization to report information regarding its exposure to various tax positions taken by the Organization. The Organization has determined whether any tax positions have met the recognition threshold and have measured the Organization's exposure to those tax positions. Management believes that the Organization has adequately addressed all relevant tax positions and that there are no unrecorded tax liabilities. Any interest or penalties assessed to the Organization would be recorded in operating expenses for the year. No interest or penalties from any tax authorities were recorded in the accompanying financial statements.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes and Uncertain Tax Positions (Continued)

The Organization's federal tax returns and state reports for the years ended June 30, 2015 through June 30, 2017 (open years) are subject to examination by the Internal Revenue Service and Massachusetts Attorney General's Office.

Fair Value of Financial Instruments

Generally accepted accounting principles establish a framework for measuring fair value.

Fair value is the amount that would be received to sell an asset, or paid to settle a liability, in an orderly transaction between market participants at the measurement date. Accounting principles require the use of observable market data, when available, in making fair value measurements. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The Organization's financial instruments, none of which are held for trading purposes, consist primarily of cash, accounts payable and accrued expenses. The Organization estimates the carrying amount of these financial instruments approximate their fair value recorded in the accompanying financial statements due to their short-term nature.

The carrying amount of the Organization's mortgages receivable and debt generally approximates its fair value at June 30, 2017 and 2016 as the instruments current interest rate approximates market rates.

Functional Allocation of Expenses

The costs of providing various programs and other activities of the Organization have been summarized on a functional basis in the Statements of Activities and Statement of Functional Expenses. Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are allocated to programs and supporting services directly or on the basis of time records and utilization estimates made by the Organization's management. Administration expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Contributed Services and Gifts in Kind

Donated materials are reported as contributions in the financial statements at their estimated fair values at the time of receipt. Donated services are similarly reported when services are performed which would otherwise have been purchased or performed by the Organization personnel.

In-kind contributed goods and services were recorded as follows:

	<u>2017</u>	<u>2016</u>
Professional fees (non-capital)	\$ 101,158	\$ 217,063
Professional fees (capital)	52,157	64,420
Donated goods – ReStore	<u>667,925</u>	<u>572,413</u>
	<u>\$ 821,240</u>	<u>\$ 853,896</u>

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific services related to the construction and development of the properties. However, the Organization determined it was not practical to quantify the value of these commercial services.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investment in Partnership

Investments in partnerships or similar entities in which the Organization does not have a controlling financial interest are accounted for as equity method investments.

As of June 30, 2017 and 2016, the Organization has an investment in NFH Northeast 1 Leverage Lender, LLC (the LLC) which is accounted for under the equity method. Under the equity method, the investment is carried at cost and adjusted for the Organization's share of income, losses, additional investments and cash distributions from the limited liability company. As a member of the LLC, the Organization ceases recognition of losses for financial statement purposes once the cost of the investment is reduced to zero.

Declines in the fair value of the Organization's investment in the LLC below their varying value that are deemed to be other than temporary are reflected in the statements of operations as an impairment loss. In estimating other than temporary impairment losses, management considers many factors which include: the length of time and the extent to which the fair value has been less than carrying value, the financial condition of the LLC, and the intent and ability of the Organization to retain its investment in the LLC for a period of time sufficient to allow for any anticipated recovery in fair value, as calculated based primarily on remaining tax benefits. There were no impairment losses recognized during the years ended June 30, 2017 and 2016.

Closing Costs and Fees

Closing costs and fees related to the New Markets Tax Credit (NMTC) financing, as disclosed in Note 12, are recorded at cost and amortized over the respective life of the related agreements using the straight line method, which approximates the effective interest method for purposes of the closing costs and servicing fees, as follows:

Closing costs and servicing fees	\$122,756	360 months
HGHI guarantor fee	164,654	84 months
Audit and tax fee reserve fund	57,017	84 months

Amortization expense amounted to \$13,789 for the years ended June 30, 2017 and 2016. Future amortization expense for financing and other fees owned at June 30, 2017 approximates \$13,800 for each of the next three years.

Note 3. CONCENTRATION OF CREDIT RISK

The Organization maintains its cash balances in bank accounts at high quality credit financial institutions. The balances, at times may exceed federally insured limits (FDIC). Pursuant to Section 343 of the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank Act), the standard maximum insurance amount was permanently raised to \$250,000. At June 30, 2017 and 2016 Habitat exceeded the FDIC insured limit by approximately \$546,000 and \$754,500, respectively. In addition, the financial institution is a Massachusetts chartered Savings Bank that maintains additional insurance through the Depositors Insurance Fund (DIF), a private industry sponsored insurance company. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk. The Organization monitors the credit-worthiness of the financial institutions in which it deposits money.

The Organization's concentration of credit risk with respect to mortgages receivable depends on its partner families ability to repay, which may vary with economic conditions within this geographic area.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 4. PROMISES TO GIVE

The Organization has received unconditional promises to give related to fundraising events. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be received more than a year after June 30, 2017 are recorded at the present value of their future cash flows using a risk adjusted discount rate.

As of June 30, 2017 and 2016, all promises to give were expected to be received in one year and any allowance or discount is expected to be immaterial and has not been recorded.

Note 5. NOTE RECEIVABLE

The Organization has a note receivable from an individual purchasing the commercial unit at Blue Hill Place in the original amount of \$177,267. The note is secured by a mortgage, assignment of leases and rents and security agreement. The note requires monthly payments plus interest adjusted annually each July with a balloon payment for the outstanding balance due July 2015. As of the date of the auditor's report, the note receivable balance remains outstanding. In management's opinion, the collateral is sufficient to enable the Organization to realize the amount due as the note receivable has no formal repayment plan in effect. Management has classified the note receivable as long-term on the accompanying statement of financial position. As of June 30, 2017 and 2016, the interest rate was 9% and the note receivable balance due totaled \$164,134.

The Organization has a loan receivable with a homeowner at the Navarre Street Condominium Association. They have fallen behind on condominium fees and the Organization paid these fees in order to get the unit owners current. The loan is secured by the homeowner's property and is payable upon notice by the lender. As of June 30, 2017 the loan receivable balance due totaled \$2,891.

Note 6. MORTGAGES RECEIVABLE

Transfers to homeowners represent the sale of houses built by the Organization in exchange for mortgage notes with no interest. As discussed in Note 2 these mortgages are payable over 20 – 35 years and discounted for the present time value of money. Mortgage payments received after 30 days are considered late and subject to the Organization's delinquency policy. Notices of filing of foreclosure will be made if payments are 90 days delinquent, the homeowner is not on a Payment Plan and has not been granted a Grace Period. The Organization has a policy of working with homeowners to ensure that accounts are brought up to date and all remedies exhausted before any legal action will commence. At June 30, 2017 the Organization had 75 loans outstanding with a gross value of \$7,217,023 and a discounted value of \$5,229,102. At June 30, 2016 the Organization had 73 loans outstanding with a gross value of \$6,733,591 and a discounted value of \$4,937,359.

The annual maturities stated at their discounted present value to be received over the next five years and in the aggregate as follows:

<u>Year Ended</u>	<u>Amount</u>
2018	\$ 306,816
2019	307,224
2020	307,673
2021	311,390
2022	314,485
Thereafter	<u>3,681,514</u>
Total	<u>\$ 5,229,102</u>

See independent auditor's report

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 7. CONTINGENT MORTGAGES RECEIVABLE

Homeowners who purchase housing through the Organization's program are subject to additional payments should the house be sold before the full term of the mortgage. The remaining payments on the original mortgage would be due at the closing and they would be subject to a second predetermined (contingent) mortgage. Contingent mortgage receivables are not reported in the accompanying financial statements, and their outstanding balances at June 30, 2017 and 2016 totaled \$2,887,476 and \$2,626,476, respectively.

Note 8. RESTRICTED DEPOSITS AND FUNDED RESERVES

In accordance with the note payable to Habitat for Humanity International ("the FlexCap Note"), the Organization is required to maintain a reserve balance equal to the quarterly payment of interest and principal due under the note payable agreement. As of June 30, 2017 and 2016, the balance was \$13,720

In accordance with the loan and security agreement with Citi NMTC CDE XVI, LLC (CDE), the Organization is required to pay to the lender an annual audit and tax expense fee. The reserve was funded at the time of the NMTC financing closing and additional deposits are not required. During the years ended June 30, 2017 and 2016, fees of \$4,073 were paid and the balance was \$14,256 and \$18,326, respectively. It is included in audit and tax fee reserve fund on the accompanying statement of financial position.

Similarly, a separate reserve was established to fund the annual audit and tax expense fee of the HFH NMTC Investment Fund, LLC (HFH NMTC). HFH NMTC has a 99.99% interest in CDE. The reserve was funded at the time of the NMTC financing closing and additional deposits are not required. During the years ended June 30, 2017 and 2016, fees of \$4,073 were paid and the balance was \$14,253 and \$18,327, respectively. It is included in audit and tax fee reserve fund on the accompanying statement of financial position.

Note 9. LINE OF CREDIT

The Organization has available a line of credit with Dedham Institute for Savings for the development of the Arrowhead Project in the amount of \$500,000 to be drawn upon as needed. The line of credit bears interest at 3% per annum. During the year ended June 30, 2017 the Organization had repayments on the line of credit that amounted to \$41,266. During the year ended June 30, 2017, interest expense amounted to \$3,591. As of June 30, 2017, the balance outstanding was \$93,694. During the year ended June 30, 2016 the Organization had repayments on the line of credit that amounted to \$59,070, while interest expense amounted to \$4,771. As of June 30, 2016, the balance outstanding was \$134,960.

Note 10. LONG-TERM DEBT

The Organization has a FlexCap note payable to Habitat for Humanity International (HFHI), in the original amount of \$335,200. The loan pool to affiliates is secured by collateral assignments of mortgages on eight mortgage loans receivable dated June 23, 2011 and amended December 12, 2013. The note bears interest at 3.8% per annum through December 2020, the maturity date, and is payable in quarterly payments of \$13,691. During the years ended June 30, 2017 and 2016, interest expense amounted to \$7,908 and \$9,788, respectively. As of June 30, 2017 and 2016, the principal balance due amounted to \$178,677 and \$225,531, respectively.

The Organization has a note payable to MassHousing in the original amount of \$300,000. The note is secured by five property loans conveyed to buyers. The note bears interest at 2.5% per annum and requires monthly payments of principal and interest in the amount of \$2,000. The note matures in 2016. This note was paid off as of June 30, 2017.

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 10. LONG-TERM DEBT (Continued)

The Organization has a note payable to MassHousing in the original amount of \$600,000. The note is secured by five property loans conveyed to buyers. The note bears interest at 2.5% per annum and requires monthly payments of principal and interest in the amount of \$4,471. The note matures in May 2023. During the years ended June 30, 2017 and 2016, interest expense amounted to \$7,896 and \$8,230, respectively. As of June 30, 2017 and 2016, the principal balance due amounted to \$290,968 and \$336,730, respectively.

The Organization has a note payable to CDE as part of the NMTC structure described in Note 12, in the original amount of \$2,660,790. The note is secured by collateral assignments of various accounts established as part of the NMTC structure. The note bears interest at 1.03% per annum and requires interest only payments through November 2020. Commencing November 2021, the note is payable in semi-annual payments of \$65,111 through the maturity date, December 2043. Debt covenants on the note include maintaining a debt to asset ratio, not to exceed 95%. During the years ended June 30, 2017 and 2016, interest expense amounted to \$27,398. As of June 30, 2017 and 2016, the principal balance due amounted to \$2,660,790.

Principal payments due in the next five years and in the aggregate:

2018	\$ 95,534
2019	98,595
2020	101,758
2021	129,051
2022	155,450
Thereafter	<u>2,550,047</u>
Total	<u>\$ 3,130,435</u>

Note 11. OPERATING LEASES

The Organization occupies office space under a non-cancelable, operating lease agreement with monthly rent of \$5,600. The Organization is also liable for its proportionate share of common area expenses and real estate taxes. This lease agreement expires in January, 2020.

The Organization leases additional space, for its ReStore activities, of approximately 21,120 square feet as the lessor under a non-cancelable, operating lease agreement. The original lease term is for ten (10) years with two (2) five (5) year options.

Rent expense for the years ended June 30, 2017 and 2016 was \$319,350 and \$152,172, respectively.

As of June 30, 2017, future minimum lease payments are as follows:

2018	\$ 247,200
2019	\$ 301,200
2020	\$ 301,200
2021	\$ 295,680
2022	\$ 316,800

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 12. NMTC FINANCING

During 2014, the Organization embarked on a series of transactions with Citibank, HFHI, Habitat for Humanity of Costal Fairfield County, Inc. (HFHCFC) and Patterson Habitat for Humanity, Inc. (PHFH) to effectuate a NMTC structure to assist the construction of Habitat homes in certain low-income neighborhoods. NMTC allows for larger net proceeds than would otherwise be available under classic financing.

The Organization, HFHCFC and PHFH each invested in the LLC to leverage the capital contribution of the investor into a new entity set up for this purpose. The LLC then invested in the CDE. The CDE received allocations of NMTC pursuant to Section 45D of the Internal Revenue Code (IRC) in order to assist eligible businesses in making investments in certain low-income communities. The Organization's investment in the LLC effectively avails itself of \$2,454,146 in funds, net of fees and transaction costs, for the construction of Habitat homes in certain Boston neighborhoods.

As of June 30, 2017 and 2016, the membership interests in the LLC are owned .01% by Habitat NMTC LLC (Habitat NMTC) (managing member), 44.70% by PHFH, 33.93% by the Organization and 21.36% by HFHCFC.

As part of the NMTC transactions, the Organization received cash in the amount of \$538,771 which had to be spent within twelve months on construction costs for the NMTC properties. All funds were spent as of June 30, 2015.

On December 31, 2020, Citibank has a right and option, but not an obligation, for a period of six months, to require Habitat NMTC to purchase all the investor's interest for an exercise price of \$1,000. If the put is not exercised, then Habitat NMTC has the right to purchase the investor's interest for fair market value, as determined by an independent appraiser. Habitat NMTC is wholly owned by HFHI.

The value of the Organization's investment as of June 30, 2017 and 2016 amounted to \$1,925,054. The condensed unaudited financial statements of Habitat for Humanity Greater Boston, Inc.'s portion as of June 30, 2017 and 2016 are as follows:

Assets		<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$	11,516	\$ 19,664
Restricted cash		28,505	36,651
Unsold homes and lots under development		512,533	708,020
Mortgages receivable		2,438,895	1,602,504
Intangible assets, net		<u>33,939</u>	<u>156,163</u>
Total Assets	\$	<u>3,025,388</u>	<u>\$ 2,523,002</u>
Liabilities and Net Assets			
Due to affiliate	\$	540,946	\$ 357,647
Loan payable		<u>2,552,355</u>	<u>2,660,790</u>
Total Liabilities		3,093,301	3,018,437
Unrestricted net assets		<u>(67,913)</u>	<u>(495,435)</u>
Total liabilities and net assets	\$	<u>3,025,388</u>	<u>\$ 2,523,002</u>
Revenue	\$	1,161,000	\$ 440,000
Costs and Expenses		<u>733,478</u>	<u>565,806</u>
Net Income (Loss)	\$	<u>427,522</u>	<u>\$ (125,806)</u>

HABITAT FOR HUMANITY GREATER BOSTON, INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2017 AND 2016

Note 13. CONTRIBUTION TO HABITAT FOR HUMANITY INTERNATIONAL, INC.

Habitat for Humanity International, Inc. has a suggested 10% tithing based on internal calculations for unrestricted funds, however, there is no penalty for tithing less than this amount. This amount is used for Habitat for Humanity International's worldwide housing programs. For the years ended June 30, 2017 and 2016 contributions to Habitat for Humanity International, Inc. amounted to \$41,122 and \$26,115, respectively.

HFHI entered into a tax credit and indemnity agreement dated December 30, 2013 with Citibank, N.A. HFHI has guaranteed the delivery of the NMTC and the achievement of an annual internal rate of return of 8.79%. In addition, HFHI has entered into a servicing agreement with Citi NMTC Subsidiary CDE XVI, LLC dated December 30, 2013. In connection with these agreements, the Organization prepaid the service fee due to HFHI. For the years ending June 30, 2017 and 2016 \$9,697 was incurred.

As described in Note 10, the Organization has a note payable to HFHI. As of June 30, 2017 and 2016, the principal balance due amounted to \$178,677 and \$225,531, respectively.

Note 14. TAX DEFERRED ANNUITY PLAN

The Organization maintains a tax-deferred annuity plan qualified under Section 403(b) of the Internal Revenue Code (IRC). The plan covers any employees electing to participate and is entirely funded with employee contributions up to the maximum amount allowed by the IRC. During the years ended June 30, 2017 and 2016, expenses incurred in connection with the plan were immaterial.

Note 15. RESTORE PROGRAM

The Organization established its ReStore in the January 2011. The ReStore is set-up to receive donated goods such as building materials and household items that would otherwise be destined for landfills. The Organization stores and sells these goods to the public at discount prices. This raises money for the Organization's programs and makes discounted materials available for the public. The store received approximately \$667,925 and \$572,413 in donated materials and goods during the years ended June 30, 2017 and 2016. For the year ended June 30, 2017 the ReStore Program generated \$1,335,850 of revenues with associated costs of \$1,454,145. This resulted in a net loss of \$118,295 on ReStore activities. For the year ended June 30, 2016 the ReStore Program generated \$1,144,826 of revenues with associated costs of \$1,003,019. This resulted in net income of \$141,807 on ReStore activities.

Note 16. SUBSEQUENT EVENTS

Management has evaluated events and transactions for subsequent events that would impact the financial statements for the year ended June 30, 2017 through May 16, 2018, the date the financial statements were first available to be issued. There were no subsequent events that require recognition or disclosure in the financial statements.