

DuPage Habitat for Humanity, Inc. and Subsidiaries
Audit Report
For the Year Ended June 30, 2017

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
DuPage Habitat for Humanity, Inc.
and Subsidiaries
Wheaton, Illinois

We have audited the accompanying consolidated financial statements of **DuPage Habitat for Humanity, Inc. and Subsidiaries**, which comprise the consolidated statement of financial position as of June 30, 2017, and the related consolidated statements of activities, functional expenses, and cash flows for the year 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 consolidated 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 consolidated 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 consolidated financial statements based on our audit. We conducted our audit 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of **DuPage Habitat for Humanity, Inc. and Subsidiaries** as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited DuPage Habitat for Humanity, Inc. and Subsidiaries' 2016 consolidated financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 20, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Selden Fox, Ltd.

January 24, 2018

DuPage Habitat For Humanity, Inc. and Subsidiaries
Consolidated Statement of Financial Position
June 30, 2017
(With Comparative Totals for 2016)

Assets	<u>2017</u>	<u>2016</u>
Current assets:		
Cash and cash equivalents	\$ 579,919	\$ 596,053
Accounts receivable	47,107	29,659
Government grants receivable	348,423	650,399
Other grants receivable	123,365	155,385
Pledges receivable, current portion	96,085	178,771
Mortgages receivable, current	95,698	102,214
Inventories - land and construction in progress	1,676,530	1,078,162
Inventory - ReStore	107,093	58,338
Prepaid expenses	20,835	3,651
Deposits and other assets	50,344	45,376
Total current assets	3,145,399	2,898,008
Property and equipment:		
Office equipment and furniture	12,932	12,932
ReStore equipment	70,041	70,041
Software	57,840	57,840
Vehicle	17,884	12,938
	158,697	153,751
Less accumulated depreciation	(142,725)	(139,110)
Total property and equipment, net	15,972	14,641
Other assets:		
Investment in limited liability company	8,777	8,048
Mortgages receivable, noncurrent, net of present value discount	1,613,318	1,678,039
Pledges receivable, noncurrent	-	4,314
Total other assets	1,622,095	1,690,401
Total assets	\$ 4,783,466	\$ 4,603,050

Liabilities and Net Assets	<u>2017</u>	<u>2016</u>
Liabilities:		
Current liabilities:		
Accounts payable	\$ 121,058	\$ 228,774
Accrued expenses	85,409	103,075
Escrow and closing funds held	46,958	15,770
Deferred rent	7,163	2,039
Deferred income	-	3,099
Notes payable, current	193,622	294,995
Total current liabilities	454,210	647,752
Long-term liabilities - notes payable, net of current portion	334,607	368,229
Total liabilities	788,817	1,015,981
Net assets:		
Temporarily restricted	259,552	416,675
Unrestricted	3,735,097	3,170,394
Total net assets	3,994,649	3,587,069
Total liabilities and net assets	\$ 4,783,466	\$ 4,603,050

See accompanying notes and independent auditor's report.

DuPage Habitat For Humanity, Inc. and Subsidiaries
Consolidated Statement of Activities
For the Year Ended June 30, 2017
(With Comparative Totals for 2016)

	2017			2016 Total
	Unrestricted	Temporarily Restricted	Total	
Changes in net assets:				
Public support and revenue:				
Federal and local government grants	\$ 183,162	\$ -	\$ 183,162	\$ 287,488
Illinois affordable housing tax credits	(72)	-	(72)	400,303
Contributions	507,022	278,203	785,225	960,016
Net revenue from home sales	-	-	-	357,489
Mortgage loan discount amortization	149,674	-	149,674	127,346
ReStore operations	1,084,536	-	1,084,536	849,919
In-kind contributions and donated services	53,501	-	53,501	56,387
Special events:				
Contributions	89,194	14,745	103,939	145,879
Ticket sales	14,425	-	14,425	27,325
In-kind contributions and donated services	23,411	28,618	52,029	43,522
Less cost of direct benefit to donors	(17,130)	-	(17,130)	(19,005)
Miscellaneous income	12,828	-	12,828	2,135
Equity in income of limited liability company	729	-	729	1,399
Net assets released from restrictions	478,689	(478,689)	-	-
Total public support and revenue	2,579,969	(157,123)	2,422,846	3,240,203
Expenses:				
Program services:				
Homebuilding	789,992	-	789,992	1,582,300
ReStore	654,361	-	654,361	619,398
Management and general	257,323	-	257,323	259,985
Fund-raising	313,590	-	313,590	336,353
Total expenses	2,015,266	-	2,015,266	2,798,036
Change in net assets	564,703	(157,123)	407,580	442,167
Net assets, beginning of the year	3,170,394	416,675	3,587,069	3,144,902
Net assets, end of the year	\$ 3,735,097	\$ 259,552	\$ 3,994,649	\$ 3,587,069

See accompanying notes and independent auditor's report.

DuPage Habitat For Humanity, Inc. and Subsidiaries
Consolidated Statement of Functional Expenses
For the Year Ended June 30, 2017
(With Comparative Totals for 2016)

	2017				Total	2016 Total
	Program Services		Management and General	Fund-raising		
	Homebuilding	ReStore				
Construction costs - houses sold	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 910,369
Salaries and wages	346,311	281,971	85,443	140,075	853,800	811,249
Payroll taxes and benefits	68,698	47,825	24,100	25,406	166,029	153,080
Professional fees	37,034	-	33,217	12,565	82,816	96,882
Home building related expenses	65,747	-	810	12,911	79,468	49,529
Tithing to Habitat International	-	-	-	-	-	4,400
Printing and publications	204	450	6,915	1,332	8,901	11,031
Postage and shipping	706	-	2,588	29,935	33,229	27,589
Supplies and software purchases	6,169	31,969	4,399	549	43,086	55,926
Repairs and maintenance	90,901	3,754	-	-	94,655	114,906
Rent	231	225,081	24,000	-	249,312	226,139
Telephone	177	3,499	5,519	-	9,195	7,308
Donor development	12,801	7	-	82,702	95,510	75,297
Insurance	58,259	17,674	11,017	1,673	88,623	86,507
Travel and entertainment	30,242	16,969	18,975	5,453	71,639	41,532
Bank charges and other fees	-	12,499	34,088	-	46,587	42,365
Education and conferences	7,215	-	4,554	-	11,769	5,645
Office equipment purchases	11,265	4,127	-	-	15,392	4,642
Real estate tax	23,286	-	-	-	23,286	23,456
Interest expense	25,732	-	119	-	25,851	17,310
Reduction of donations	-	-	-	-	-	8,750
Miscellaneous	927	7,210	1,553	963	10,653	10,000
Depreciation	4,087	1,326	26	26	5,465	14,124
	\$ 789,992	\$ 654,361	\$ 257,323	\$ 313,590	\$ 2,015,266	\$ 2,798,036

See accompanying notes and independent auditor's report.

DuPage Habitat For Humanity, Inc. and Subsidiaries
Consolidated Statement of Cash Flows
For the Year Ended June 30, 2017
(With Comparative Totals for 2016)

	<u>2017</u>	<u>2016</u>
Cash flows from operating activities:		
Change in net assets	\$ 407,580	\$ 442,167
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation	5,465	14,124
Gain on disposal of equipment	(2,941)	-
Mortgage loan discount amortization	(149,674)	(127,346)
Pledges received	(302,924)	(133,350)
Payments received on pledges	389,924	323,040
In-kind pledges received	-	(1,000)
Change in discount on pledges receivable	-	196
Reduction of donations - bad debt	-	8,750
Changes in ReStore inventory for sale	(48,755)	3,241
Equity in income of limited liability company	(729)	(1,399)
Present value on mortgages issued for home sales	-	(284,879)
Cash from other operating activities:		
Accounts receivable	(17,448)	(20,712)
Grants receivable	333,996	(725,987)
Home building related inventory	(598,368)	230,729
Prepays and other current assets	(22,152)	36,443
Accounts payable and accrued expenses	(125,382)	102,427
Escrow and closing funds held	31,188	4,366
Deferred rent	5,124	(5,014)
Deferred income	(3,099)	1,236
Net cash from operating activities	(98,195)	(132,968)
Cash flows from investing activities:		
Purchase of property and equipment	(17,884)	(12,938)
Proceeds on disposal of equipment	14,029	-
Improvements on real estate owned	-	(5,552)
Principal repayments on mortgage receivables	220,911	211,439
Net cash from investing activities	217,056	192,949
Cash flows from financing activities:		
Proceeds from notes payable	-	444,300
Payments on notes payable	(134,995)	(168,248)
Net cash from financing activities	(134,995)	276,052
Net change in cash and cash equivalents	(16,134)	336,033
Cash and cash equivalents, beginning of the year	596,053	260,020
Cash and cash equivalents, end of the year	\$ 579,919	\$ 596,053

See accompanying notes and independent auditor's report.

DuPage Habitat for Humanity, Inc. and Subsidiaries

Notes to the Consolidated Financial Statements

1. Organization and Purpose

The accompanying financial statements reflect the consolidated operations of DuPage Habitat for Humanity, Inc., Pioneer Prairie, LLC, Prairie Green Habitat, LLC, and DuPage Habitat for Humanity Neighborhood Revitalization Council (collectively referred to as the Organization). All significant intercompany transactions and balances have been eliminated in consolidation.

DuPage Habitat for Humanity, Inc. (Habitat), a not-for-profit corporation, was incorporated on February 3, 1995. The Organization is an affiliate of Habitat for Humanity International, Inc., a nondenominational Christian non-profit organization whose purpose is to provide home ownership opportunities to limited income families or individuals, and to put the reality of substandard housing in the minds and hearts of DuPage residents in such a powerful way that unattainable home ownership for these families or individuals becomes politically, socially and religiously unacceptable. Although Habitat for Humanity International, Inc. (HFHI) assists with informational resources, training, publications, prayer support, and in other ways, the Organization is primarily and directly responsible for its own operation.

During the year ended June 30, 2012, the Organization launched a new ReStore program. This program recycles used and surplus household and construction materials to reduce the tonnage of waste going into landfills and provide building supplies to the general public at greatly reduced prices. All profits from the sales go to funding the mission of the Organization.

During the year ended June 30, 2008, the Organization established Pioneer Prairie, LLC (Pioneer Prairie), a single member wholly-owned subsidiary. Pioneer Prairie was established for the purpose of purchasing land and constructing the Pioneer Prairie development. Pioneer Prairie, LLC ceased operations and is now considered inactive. All remaining balances were eliminated as of June 30, 2016, except for the balance of a note payable as discussed in Note 9, which was assumed by DuPage Habitat for Humanity, Inc. This note has since been paid off as of June 30, 2017. Articles of dissolution were filed in May 2015.

During the year ended June 30, 2012, the Organization established Prairie Green Habitat, LLC (Prairie Green Habitat), a single member wholly-owned subsidiary. Prairie Green Habitat was established for the purpose of purchasing land and constructing the Prairie Green development. Prairie Green Habitat, LLC ceased operations and is now considered inactive. All remaining balances were eliminated as of June 30, 2016, except for the balance of a note payable as discussed in Note 9, which was assumed by DuPage Habitat for Humanity, Inc. This note has since been paid off as of June 30, 2017. Articles of dissolution were filed in June 2016.

During the year ended June 30, 2015, the Organization established the DuPage Habitat for Humanity Neighborhood Revitalization Council (NRC), a single member wholly-owned subsidiary. The NRC was established for the purpose of developing a Community Housing Development Organization (CHDO), a community-based organization with staff and the capacity to develop affordable housing for the community it serves.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

2. Summary of Significant Accounting Policies

General – The accounts and consolidated financial statements are maintained on the accrual basis of accounting and, accordingly, reflect all significant accounts receivable, payable, and other liabilities.

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted (when applicable) net assets, as required by Generally Accepted Accounting Principles (GAAP).

Use of Estimates – The preparation of financial statements in conformity with accounting principles generally accepted 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 the revenues, expenses, gains, losses and other changes in net assets during the reporting period. Accordingly, actual results could differ from those estimates.

Income Tax Status – DuPage Habitat for Humanity, Inc. was granted an exemption from federal income taxes by the Internal Revenue Service pursuant to the provisions of Internal Revenue Code Section 501(c)(3). Habitat qualifies for the charitable construction deduction under Section 170(b)(1)(A)(vi) and has been classified as an organization that is not a private foundation under Section 509(a)(1). The tax exempt purpose of Habitat and the nature in which it operates is described above. The Organization continues to operate in compliance with its tax exempt purpose.

Pioneer Prairie and Prairie Green Habitat were wholly owned limited liability companies with Habitat being the sole member. The NRC is a wholly owned corporation with Habitat being the sole shareholder. For tax purposes, these entities are treated as disregarded entities. Their activities are included in Habitat's tax reporting.

The Organization's tax returns for the years ended June 30, 2014, 2015 and 2016, are open for purposes of Internal Revenue Service or Illinois Department of Revenue examinations.

Cash and Cash Equivalents – Cash and cash equivalents consist of bank deposits in federally insured accounts.

For purposes of the consolidated statement of cash flows, the Organization considers all highly liquid instruments, if any, purchased with an original maturity of three months or less to be cash equivalents.

Inventories – Land and Construction-in-Progress – Inventory is valued at the lower of cost or fair value. Inventory primarily consists of purchased and donated houses, construction materials, land and homes under construction issued in the Organization's programs. Inventory is initially capitalized at cost or fair value if donated. This includes all direct and indirect costs incurred to prepare it for sale or use. If it is determined that the capitalized costs of inventory exceed its fair value, the inventory is written down to its fair value. Construction materials are valued at cost using the first-in, first-out (FIFO) method.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

2. Summary of Significant Accounting Policies (cont'd)

Inventory ReStore – ReStore inventory is recognized as an asset at its estimated fair value determined at the time it is received. Changes in the Restore inventory balance at year end are recognized as an adjustment of ReStore operations revenue.

Inventory – Real Estate Owned – Reclaimed homes are recorded as real estate owned at the lesser of fair value or the outstanding mortgage balance at the date of reclamation. Added to these amounts are closing costs and additional costs necessary to ready the homes for resale. Any write-down based on the home's fair value at the date of foreclosure is charged to the allowance for loan losses. No homes were reclaimed for the year ended June 30, 2017. During the year ended June 30, 2016, the Organization reclaimed one home with a net mortgage balance of \$16,375 and incurred costs of \$5,552.

Property and Equipment – Expenditures for property and equipment and items which substantially increase the useful lives of existing assets are capitalized at cost or fair value if donated. The Organization provides for depreciation on the straight-line method at rates designed to depreciate the costs of assets over estimated useful lives of 5 or 7 years.

Investment in Limited Liability Company – The Organization is one of two equal members in Home Together, LLC, a nonprofit organization formed in 2010 to purchase and share the building used for operations (see Note 13). Due to the Organization's lack of a controlling interest in the subsidiary, its investment is accounted for under the equity method and consolidated financial statements are not presented. The investment account is increased for cash contributions made to the LLC and for the Organization's proportionate share of the LLC's other increase in net assets, and decreased for the cash distributions received from the LLC and the Organization's proportionate share of the LLC's other decreases in net assets.

Support and Revenue – The Organization reports gifts of cash and other assets as 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 consolidated statement of activities as net assets released from restrictions. If a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as unrestricted.

The Organization reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations regarding how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

2. Summary of Significant Accounting Policies (cont'd)

Government Contributions – Support funded by government contracts, which qualify as conditional promises to give, are recognized when the condition of performing the contracted services is met. Revenue is therefore recognized as earned as the condition of eligible expenses is incurred. These expenditures are subject to audit and acceptance by the respective granting agency and, because of such audit, adjustments could be required.

In-Kind Contributions and Donated Services – In addition to receiving cash contributions, the Organization receives in-kind contributions and donated services from various donors. In accordance with generally accepted accounting principles, contribution of services are required to be recognized if the services received (a) create or enhance non-financial assets, or (b) require specialized skills which are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. In-kind contributions are also required to be recorded at fair value. The Organization recognizes the estimated fair value of these in-kind donations and donated services as an expense or asset if appropriate in its consolidated financial statements, and similarly records a corresponding donation by a like amount.

During the years ended June 30, 2017 and 2016, the Organization received the following unconditional in-kind contributions and donated services:

	2017	2016
Land and building	\$ -	\$ 35,000
Building materials and labor	47,866	7,848
Mortgage services	4,220	11,539
Miscellaneous	1,415	2,000
	\$ 53,501	\$ 56,387

Effective with the opening of the ReStore in July 2011, changes in the year-end ReStore inventory balance are recognized as an adjustment of ReStore operations revenue. ReStore inventory is recognized as an asset at its estimated fair value for the inventory remaining at June 30, 2017 and 2016.

During the year ended June 30, 2017, the Organization received \$52,029 of donated supplies for special events and fund-raisers, including \$28,618 related to an event held in the next fiscal year reported as temporarily restricted at June 30, 2017, of which \$17,130 was included in direct benefits to donors. During the year ended June 30, 2016, the Organization received \$43,522 of donated supplies for special events and fund-raisers, including \$34,610 related to an event held in the 2017 fiscal year reported as temporarily restricted at June 30, 2016, of which \$19,005 was included in direct benefits to donors.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

2. Summary of Significant Accounting Policies (cont'd)

In-Kind Contributions and Donated Services (cont'd) – There were also a substantial number of volunteers who donated a significant amount of their time towards the activities of the Organization for the years ended June 30, 2017 and 2016, the value of which has not been recognized in the consolidated financial statements as they do not meet the criteria for recognition.

Functional Allocation of Expenses – The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities, and the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Concentration of Risk – During the fiscal year ended June 30, 2016, the Organization received approximately 12% of its funding from the Illinois Housing Development Authority awarded through the Affordable Housing Tax Credit Program which encourages private investment in affordable housing. There was no such funding received during the fiscal year ended June 30, 2017.

Warranties – The Organization provides a limited one-year warranty in the deed of trust on the sale of a home which is generally for defects in materials and workmanship. Warranty costs are accrued when obligations under the warranty period become probable and can be reasonably estimated. The Organization incurred warranty costs of \$2,025 during the fiscal year 2017, and \$4,351 during fiscal year 2016. There were no warranty costs accrued at June 30, 2017 and 2016.

Advertising and Promotion – The Organization maintains a small supply of promotional books, pamphlets and other merchandise available for public distribution and ministry purposes. Costs related to these materials, including advertising and promotion, are expensed as incurred.

Compensated Absences – The Organization's vacation policy allows employees to accumulate and carry forward a maximum of ten vacation days. As of June 30, 2017 and 2016, the Organization has recognized a liability of \$36,505 and \$31,934, respectively, for compensated absences.

Comparative Information – The consolidated financial statements include certain prior-year comparative information. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended June 30, 2016, from which the summarized information was derived.

Subsequent Events – Subsequent events have been evaluated through January 24, 2018, which is the date the consolidated financial statements were available to be issued.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

3. Federal and Local Government Grants

Neighborhood Stabilization Program – The Organization had been selected by the County of DuPage (County) to act as a developer to acquire and rehabilitate eligible abandoned and foreclosed single family homes under a Neighborhood Stabilization Program (NSP) funded by the Department of Housing and Urban Development (HUD). Homes acquired and rehabilitated under the NSP are then sold by the Organization to qualifying low income individuals under the Organization's normal terms and conditions. The Organization received NSP funds from the County as it incurred eligible costs. The Organization executes notes to the County as the NSP funds are received from the County. The County releases the Organization from these notes when the related homes are sold by the Organization to eligible individuals. The homeowners execute non-interest bearing first mortgages to the Organization at the time they purchase the homes. The amount of the first mortgage is determined by the Organization such that, when considering real estate taxes and insurance, the required mortgage payment is affordable to the homeowners in accordance with the Organization's mission. The homeowners also execute a second mortgage to the Organization that equals the difference between the actual costs of the home and the sum of the first mortgage. The homeowners may have a third mortgage if assistance from the County is received. The second and third mortgages are also non-interest bearing and are payable only if certain events occur in the future.

Revenue recognized upon the sale of homes is considered unrestricted income based on an amended agreement entered into with the County in the year ended June 30, 2014.

The Organization received a developer fee of ten percent of eligible costs for its services under the NSP. The developer fee was recognized as unrestricted revenue as the eligible costs were incurred. Revenues were also recognized for direct construction and rehabilitation costs incurred. Total grant revenues recognized under the NSP were \$41,997 and \$92,225 for the years ended June 30, 2017 and 2016, respectively.

Community Development Block Grants – The Organization had been awarded grants by the County from its Housing Development Fund to be used to fund, in part, the Organization's development of 11 homes in its Pioneer Prairie subdivision. These grants were funded through Community Development Block Grants (CDBG) from HUD. The Organization received CDBG funds from the County as it incurred eligible costs. For the portion of the funds used to build homes, the Organization executed notes to the County as the CDBG funds were received from the County. The homeowners executed non-interest bearing first mortgages to the Organization at the time they purchased the homes. The amount of the first mortgage was determined by the Organization such that, when considering real estate taxes and insurance, the required mortgage payment was affordable to the homeowner in accordance with the Organization's policies.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

3. Federal and Local Government Grants (cont'd)

Community Development Block Grants (cont'd)

In addition, the homeowners assumed a pro rata portion of the Organization's note to the County in the form of a third mortgage. The homeowners also executed a second mortgage to the Organization that equaled the difference between (a) the market value of the home and (b) the sum of the sales price (which is the sum of the first mortgage and the down payment) and the third mortgage. The second and third mortgages were also non-interest bearing and are payable only if certain events occur in the future.

The Organization recognized the portion of the CDBG grant designated to fund a portion of the infrastructure costs as unrestricted revenue in the period it incurred the eligible infrastructure costs. The Organization recognized the portion of the CDBG grant designated to fund a portion of the cost of building the homes as temporarily restricted revenue in the period it incurred the eligible costs and released the restriction at the time of the sale of the home. The Organization does not receive a developer's fee under the CDBG grant agreement.

The Organization did not sell any homes during the years ended June 30, 2017 or 2016, in its Pioneer Prairie subdivision. No revenue was recognized as it relates to the CDBG grant during the years ended June 30, 2017 and 2016.

HOME – The Organization has been awarded grants by the County from its Housing Development Fund to be used to fund, in part, the Organization's development of 12 townhomes in its Prairie Green subdivision. These grants are funded through HOME Investment Partnerships Act Funds (HOME) from HUD. The Organization receives HOME funds from the County as it incurs eligible costs. The Organization executes notes to the County when the HOME grant is executed with the County. The future homeowners will execute non-interest bearing first mortgages to the Organization at the time they purchase the townhomes. The amount of the first mortgage will be determined by the Organization such that, when considering real estate taxes and insurance, the required mortgage payment is affordable to the homeowner in accordance with the Organization's policies. The homeowners will also execute a second mortgage to the Organization that equals the difference between (a) the market value of the townhome and (b) the sum of the sale price (which is the sum of the first mortgage and the down payment) not to exceed \$275,200. The second mortgage will also be non-interest bearing and payable only if certain events occur in the future.

The County will release the Organization from 1/12th of the County's mortgage at the time each townhouse is sold to an eligible homeowner. Each townhouse will be subject to a Regulatory Land Use Restriction Agreement (RLURA) that will impose resale restrictions on the townhomes for a period of 15 years. The RLURA is intended to ensure that any townhomes resold during that 15-year period will be sold to individuals whose income does not exceed specified levels at a price affordable to such individuals.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

3. Federal and Local Government Grants (cont'd)

HOME – (cont'd)

The Organization will recognize the HOME grant as temporarily restricted revenue in the period it incurred the eligible costs. A portion of the HOME grant, equal to costs incurred for the construction of the home plus a pro rata share of land and general infrastructure costs, will be transferred to unrestricted net assets at the time of the sale of the home. There was no revenue recognized related to the HOME grant award for the Prairie Green subdivision for the years ended June 30, 2017 and 2016.

The Organization receives a developer fee of fifteen percent of eligible costs for its services under the HOME agreement. The developer fee is recognized as restricted revenue as the eligible costs are incurred with a pro rata portion being transferred to unrestricted net assets at the time of the sale of the home.

During fiscal year 2015, the Organization received an additional HOME grant of \$225,000 to fund eligible costs related to the construction of one vacant single-family home. A portion of eligible costs were incurred during the current year. Total unrestricted revenue recognized under the grant was \$91,383 and \$150,371 for the years ended June 30, 2017 and 2016, respectively.

Capacity Building for Community Development and Affordable Housing – The Organization was awarded a \$100,000 conditional grant by Habitat for Humanity International, which is a re-granting entity for HUD for the Section 4 Capacity Building for Community Development and Affordable Housing Grant (CB grant) for the period of April 1, 2015 to March 31, 2018. The funds are to be used to increase the home building capacity of the Organization through additional staffing positions. The Organization is required to demonstrate a five-to-one match for the grant funds as they are received and progress towards its housing goals until they are met. The Organization is also required to demonstrate a ten-to-one leverage ratio to perform eligible activities and sustain the project. Total revenue recognized related to the CB grant was \$41,740 and \$10,885 for the years ended June 30, 2017 and 2016, respectively.

Federal and local government grants recognized as revenue as of June 30, are as follows:

	2017	2016
NSP	\$ 41,997	\$ 92,225
HOME	91,383	150,371
CB	41,740	10,885
Other	8,042	34,007
	\$ 183,162	\$ 287,488

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

4. Home Sales

The Organization recognizes revenue from the sale of its homes at the fair value of the first mortgages it receives plus the required down payments. The first mortgages are non-interest bearing and require monthly payments, typically over a 30-year period. The amount of a first mortgage is determined by the Organization such that, when considering real estate taxes and insurance, the required mortgage payment is affordable to the homeowner in accordance with the Organization's policies. The fair value of the first mortgage is determined by discounting the mortgage payments using an interest rate that approximates a current market rate of interest for such a mortgage instrument.

The sales price is the lower of appraised value or cost of construction. The Organization determines the amount of the first mortgage based on the partner family's ability to pay, and a second mortgage is entered into for the difference. The following is a reconciliation of the market value of homes sold and the revenue recognized on the sale of those homes for the years ended June 30:

	<u>2017</u>	<u>2016</u>
Market value of homes sold	\$ -	\$ 900,000
Excess of market value over sales price of home sold	-	(129,385)
Homeowners' down payments	-	19,119
Present value discount on first mortgages (non-interest)	-	(432,245)
Net revenue from the sale of homes	<u>\$ -</u>	<u>\$ 357,489</u>

The Organization can recover a portion of these subsidies if a homeowner disposes of a home or otherwise prepays the first mortgage prior to the end of the term of the first mortgage.

5. Mortgages Receivable

Applicants purchasing homes from the Organization agree to a first mortgage secured by the purchased home. The mortgages are non-interest bearing and require monthly payments, typically over a 30-year period. To appropriately reflect the economics of the non-interest bearing mortgage, the Organization discounts the mortgages for financial reporting purposes at the time they are originated using an interest rate that approximates a current market rate of interest for such a mortgage instrument. The discount rate was 7.5% for the years ended June 30, 2017 and 2016. That discount is then amortized to income over the term of the mortgage. The Organization recognized \$149,674 and \$127,346 of income from the mortgage loan discount amortization for fiscal years ended June 30, 2017 and 2016, respectively.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

5. Mortgages Receivable (cont'd)

The Organization did not originate any mortgages during the year ended June 30, 2017. For the year ended June 30, 2016, the Organization originated mortgages, net of related discounts, in the amount of \$284,879. The Organization does not charge homeowners any fees in connection with originating the mortgages and does not defer any costs related to originating the mortgages.

Mortgage receivables at June 30, are presented net of unamortized discounts as follows:

	2017	2016
Gross mortgage receivable at face value	\$ 4,541,677	\$ 4,762,589
Less – unamortized discount based on imputed interest rates of 7.5% to 8.8%	(2,832,661)	(2,982,336)
Net mortgage receivable	\$ 1,709,016	\$ 1,780,253
Current portion	\$ 95,698	\$ 102,214
Long-term	1,613,318	1,678,039
	\$ 1,709,016	\$ 1,780,253

Anticipated future principal collections on the discounted first mortgages are estimated as:

2018	\$ 97,488
2019	82,647
2020	81,684
2021	81,684
2022	81,684
Thereafter	1,283,829
Total	\$ 1,709,016

In addition, “silent” second mortgages exist on nearly all homes sold by the Organization. In general, the “silent” second mortgages are established for the difference between (a) the estimated market value of the home at date of sale (or, in the case of homes funded through certain grants, the cost of the home) and (b) the sales price of the home (the sum of the undiscounted amount of the first mortgage and the down payment made by the homeowner). The “silent” second mortgages are non-interest bearing and are forgiven ratably beginning in the 83rd month after sale of the home over the remainder of the first mortgage term (beginning with the 61st month after sale for mortgages originated prior to 2009). All second mortgages are forgiven after 30 years. Pursuant to some grant arrangements, the grantor may hold a portion of the “silent” second mortgage or may hold a “silent” third mortgage. The Organization does not record its share of the “silent” second mortgages in the consolidated financial statements. Second mortgages totaled \$3,461,578 which is net of \$1,060,011 in mortgage forgiveness as of June 30, 2017, and \$3,552,723 which is net of \$968,867 in mortgage forgiveness as of June 30, 2016.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

5. Mortgages Receivable (cont'd)

Finally, a profit sharing agreement exists on all homes sold by the Organization. The amount is based on a percentage of the appreciation in value and the length of time the homeowner has owned the house so that the longer the homeowner has owned the home, the lower the percentage of profit due to the Organization.

Events which trigger payments to be made on second mortgages are as follows:

1. Sale of property to a third-party.
2. Transfer of property to someone other than the buyer's spouse.
3. Rental of property to a third-party.
4. Creation of certain trusts which affects the title to the property.
5. Failure to occupy property as main residence.
6. Refinance property without paying off the amount due under the first mortgage note plus the amount for which the buyer has not received credit under the second mortgage noted as of the date of the payoff.
7. Failure to make three payments in a row.
8. Third-party forecloses on the property or files mechanics lien on the property.
9. Use of property to carry on a business, trade, or profession except as permitted by applicable law or ordinance.
10. Attempt to prepay one of the mortgage notes before maturity of the first mortgage note and the second mortgage note without prepaying both the first mortgage note and the second mortgage note.
11. Failure to perform the terms of either of the first mortgage note or the second mortgage note or either of the first mortgage or the second mortgage and do not cure such failure within any applicable notice or cure period.

In the event that a homeowner disposes of a home or otherwise prepays the first mortgage prior to the end of the term of the first mortgage, the balance of the "silent" second mortgage and any sharing of appreciation in the value of the home between the homeowner and the Organization becomes due. Finally, the first mortgage provides the Organization with the right of first refusal, at the then current market value, to purchase any home that a homeowner has decided to sell. There was no income from partner families selling homes in 2017 or 2016.

The Organization has not established an allowance for loan losses for its mortgage receivables as there are no probable and reasonably estimable losses related to the mortgage receivables as of June 30, 2017 and 2016. This conclusion is based in part on the fact that the estimated value of the properties securing the mortgage receivables significantly exceeds the amount recognized as mortgage receivables.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

6. Mortgages Receivable Servicing

DuPage Habitat for Humanity mortgage receivables are serviced by Harris Bank at no charge. The Organization received \$4,220 and \$11,539 of donated services for the years ended June 30, 2017 and 2016, respectively, which are recorded at fair value in the consolidated financial statements.

7. Related Party Transactions

The Organization annually remits a portion of its contributions (excluding in-kind contributions) to Habitat for Humanity International, Inc. (HFHI). These funds are used to construct homes in economically depressed areas around the world. For the year ended June 30, 2017, the Organization did not make any contributions (\$4,400 for the year ended June 30, 2016).

During the year ended June 30, 2017, the Organization received grant funds, contributions and pass-through funds from HFHI for unrestricted support, build days support, Stewardship and Organizational Sustainability Initiative (SOSI) fee support, and ReStore marketing support totaling \$130,193 (\$91,130 during the year ended June 30, 2016).

The Organization received grant funds from HFHI, which are sponsored by other organizations, totaling \$58,367 and \$121,000 for the years ended June 30, 2017 and 2016, respectively.

During the years ended June 30, 2017 and 2016, the Organization received net proceeds from HFHI through the Cars for Homes program totaling \$15,923 and \$11,332, respectively.

As described in Note 3, HFHI, acting as a re-granting entity for HUD, awarded a capacity building grant to the Organization. The Organization recognized grant revenue of \$41,740 and \$10,885 related to this grant during the years ended June 30, 2017 and 2016, respectively.

During 2011, the Organization borrowed \$249,900 from HFHI, securing the loan by pledging mortgage receivables. The loan was refinanced through proceeds from an additional note through HFHI totaling \$400,300 during the year ended June 30, 2016. Refer to Note 9 for further information.

On March 1, 2011, the Organization commenced a lease for office space located at 1600 East Roosevelt in Wheaton, Illinois, with Home Together, LLC. Refer to Note 8 for more information.

Chicagoland Habitat for Humanity (CHF), an organization which DuPage Habitat for Humanity has a representative on their Board of Directors, awarded a capacity building grant to the Organization. The Organization recognized grant revenue of \$45,000 related to this grant during the year ended June 30, 2017. No such grant funds were awarded or received during the year ended June 30, 2016.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

8. Operating Leases

On March 1, 2011, the Organization commenced a lease for its office space located at 1600 East Roosevelt in Wheaton, Illinois, with a related party, Home Together, LLC. See Note 13 for information about the formation and mission of Home Together, LLC. The Organization's monthly rent is set annually by the Board of Managers of Home Together, LLC at an amount that approximates 50% of the projected operating costs of Home Together, LLC. The rent payment per month was \$2,000 for the years ended June 30, 2017 and 2016. It is anticipated that the rent will be approximately this same amount in future years. For financial reporting purposes, the Organization is treating the lease with Home Together, LLC as a five-year operating lease, which corresponds to the term of Home Together, LLC's bank financing used to purchase the property.

Office space rent expense was \$24,000 for both years ended June 30, 2017 and 2016.

The Organization leases retail space for its ReStore operations at 869 South Route 53 in Addison, Illinois, under an operating lease with an original expiration date of February 28, 2016, that was extended in the prior year for five additional years through February 28, 2021. Rent, common area maintenance, and utilities for the years ended June 30, 2017 and 2016, were \$225,081 and \$201,832, respectively.

The Organization leases a copy machine under an operating lease, expiring in December 2018. Rent expense for the years ended June 30, 2017 and 2016 was \$6,862 and \$3,904, respectively.

Minimum future lease payments are as follows at June 30:

	<u>Retail Space</u>	<u>Other</u>	<u>Total</u>
2018	\$ 123,352	\$ 2,581	\$ 125,933
2019	126,436	1,291	127,727
2020	129,597	-	129,597
2021	87,826	-	87,826
	<u>\$ 467,211</u>	<u>\$ 3,872</u>	<u>\$ 471,083</u>

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

9. Notes Payable and Lines of Credit

	2017	2016
<u>DuPage Habitat for Humanity, Inc.</u>		
The Organization maintains a line of credit with Wheaton Bank and Trust Company dated December 20, 2011, and maturing December 20, 2012, with borrowings up to \$200,000; subsequently renewed through March 31, 2018, with borrowings up to \$200,000; interest due monthly at the lender's prime rate but not less than 4%.	\$ 160,000	\$ 160,000
On June 28, 2016, the Organization obtained a promissory note with HFHI in the amount of \$400,300 with a maturity date of June 30, 2026. Original principal of \$400,300 payable in quarterly installments of \$12,630 which includes interest at 4.75%. Proceeds used to refinance all debt except Wheaton Bank and Trust Company line of credit.	368,229	400,300
	528,229	560,300
Less current portion	(193,622)	(192,071)
Net long-term debt	\$ 334,607	\$ 368,229
<u>Prairie Green Habitat, LLC</u>		
Promissory note with West Suburban Bank dated April 30, 2012, and maturing May 1, 2015; original principal of \$210,000 due at maturity; interest at 2.25%. Note was subsequently renewed on November 1, 2015, with a maturity of November 1, 2016. Interest is due at a fixed rate of 4.25%. Principal is allocated equally over the 12 lots on Prairie Green. As lots are sold, the portion of the debt is repaid so that homes can be sold free of liens. The note was repaid in full with proceeds of HFHI promissory note in August 2016.	\$ -	\$ 71,200
Less current portion	-	(71,200)
Net long-term debt	\$ -	\$ -

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

9. Notes Payable and Lines of Credit (cont'd)

<u>Pioneer Prairie, LLC</u>	2017	2016
Note payable to Hinsdale Bank & Trust dated April 6, 2015, with a maturity date of April 6, 2017. Original principal of \$163,727.28 on note dated March 1, 2011, subsequently renewed. Interest due monthly at the lender's prime rate but not less than 5%. The note was repaid in full with proceeds of HFHI promissory note in August 2016.	\$ -	\$ 31,724
Less current portion	-	(31,724)
Net long-term debt	\$ -	\$ -

Minimum future principal payments are as follows at June 30:

2018	\$ 193,622
2019	35,248
2020	36,952
2021	38,739
2022	40,612
2023-2026	183,056
Total	\$ 528,229

Interest expense and interest paid totaled \$25,732 for the year ended June 30, 2017 (\$17,310 for the year ended June 30, 2016).

On June 25, 2012, DuPage Habitat for Humanity obtained an Irrevocable Letter of Credit of \$196,000 which matured on June 25, 2017, with West Suburban Bank in favor of Milton Township for public improvements. No advances were drawn on the letter of credit. If Milton Township had made draws on the letter of credit, the Organization would have been obligated to make payment on demand to West Suburban Bank.

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

10. Inventories – Land and Construction in Progress

Land and construction in progress inventory consists of the following at June 30:

	<u>2017</u>	<u>2016</u>
Homes under construction (9 properties in 2017 and 6 properties in 2016)	\$ 1,664,566	\$ 961,120
Land held for future development	10,000	114,964
Building supplies	<u>1,964</u>	<u>2,078</u>
Total	\$ 1,676,530	\$ 1,078,162

11. Contributions Receivable

Unconditional promises to give cash, in-kind contributions and certain qualified donated services are recognized in the consolidated financial statements at the time of commitment based on written documentation or strong verbal assurances from the donor. At June 30, 2017 and 2016, contributions receivables are restricted to construction and rehabilitation of homes in the home ownership program.

Contributions receivable are presented in the statement of financial position as follows at June 30:

	<u>2017</u>	<u>2016</u>
Pledges receivable:		
Current	\$ 96,085	\$ 178,771
Long-term, net of discount of 3.25% per annum	<u>-</u>	<u>4,314</u>
Total	\$ 96,085	\$ 183,085

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

11. Contributions Receivable (cont'd)

Contributions receivable are composed of:

	2017	2016
Unconditional promises to give cash	\$ 96,085	\$ 148,671
In-kind and donated services - project management services	-	35,100
Total contributions receivable	96,085	183,771
Less present value discount	-	(686)
Net contributions receivable	\$ 96,085	\$ 183,085

When a contribution receivable is deemed uncollectible, it is written off as a reduction of donation expense (contributions unrealized). For the year ended June 30, 2017, the Organization did not deem any contributions receivable as uncollectible, and did not write any off. For the year ended June 30, 2016, the Organization wrote off \$8,750 of contributions receivable.

12. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at June 30:

	2017	2016
Unconditional promises to give cash and donate materials and labor for the construction and rehabilitation of homes in the home ownership program.	\$ 95,324	\$ 190,147
Grants for homebuilding costs and Neighborhood Revitalization Programs	120,865	168,654
Donations for future fund-raising events	43,363	56,730
Grants for ReStore	-	1,144
	\$ 259,552	\$ 416,675

DuPage Habitat for Humanity, Inc. and Subsidiaries
Notes to the Consolidated Financial Statements (cont'd)

13. Home Together LLC

During the year ended June 30, 2011, Habitat and DuPage Home Ownership Center (DHOC) formed Home Together, LLC to jointly acquire office space for themselves in DuPage County, Illinois. On February 13, 2012, Home Together, LLC received a notice from the Internal Revenue Service that it is a 501(c)(3) organization.

Home Together, LLC has acquired the property located at 1600 East Roosevelt Road in Wheaton, Illinois, for \$625,000. This purchase was funded through a CDBG grant received from HUD in the amount of \$566,888 and a loan from West Suburban Bank in the amount of \$70,000. The grant is in the form of a 20-year non-interest bearing loan that will be forgiven after 20 years as long as the Organization, Home Together, LLC, and DHOC have complied with the terms of the grant. Specifically, the grant requires that any real property acquired using the grant funds be used to benefit low and moderate income persons for the 20-year term of the forgivable loan. The Organization, DHOC, and Home Together, LLC are jointly obligated for the forgivable loan.

The promissory note with West Suburban Bank has a term of 5 years, a maturity date of March 2016, and a fixed interest rate at 4.25%. Principal is being paid monthly as if the loan was amortized over 20 years, with the balance of the loan due in March of 2016. Effective November 1, 2015, the note was amended increasing the interest rate to 5.25% and extending the maturity date to October 1, 2025.

Home Together, LLC will administer, operate and oversee the use and management of the property, including, without limitation, leasing office space to member organizations, repairing, and maintaining the property. Each member has equal membership interest and is entitled to appoint three managers of the Company.