# LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY

FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017



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# INDEPENDENT AUDITORS' REPORT

To the Board of Directors Lincoln/Lancaster County Habitat for Humanity Lincoln, Nebraska

We have audited the accompanying financial statements of Lincoln/Lancaster County Habitat for Humanity (a nonprofit organization), which comprise the statement of financial position as of June 30, 2018, and the related 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 financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

# Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 Lincoln/Lancaster County Habitat for Humanity as of June 30, 2018, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

### Report on Summarized Comparative Information

We have previously audited Lincoln/Lancaster County Habitat for Humanity's 2017 financial statements, and in our report dated October 18, 2017, we expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Dana Flole+Company, LLP

Lincoln, Nebraska October 2, 2018

# LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY STATEMENTS OF FINANCIAL POSITION JUNE 30, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

ASSETS		
	2018	2017
ASSETS Cash and cash equivalents Restricted cash Prepaid expenses and other assets Notes receivable Mortgage loans receivable, net of discount Inventory - lots and homes Inventory - ReStore Property and equipment, net	227,424 142,694 43,383 75,510 1,973,448 498,963 17,649 481,673	504,140 167,186 14,729 74,346 1,789,669 357,968 13,398 415,050
TOTAL ASSETS	3,460,744	3,336,486
LIABILITIES AND NET ASSETS LIABILITIES Accounts payable and accrued expenses Funds held in escrow Lots to be transferred to homeowners Annuity payable Deferred revenue of transferred mortgages receivable Total liabilities	54,394 142,694 146,198 1,796 246,713 591,795	54,880 167,186 100,524 2,915 <u>269,420</u> 594,925
NET ASSETS Unrestricted	2,868,949	2,741,561
TOTAL LIABILITIES AND NET ASSETS	3,460,744	3,336,486

# LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY STATEMENTS OF ACTIVITIES YEAR ENDED JUNE 30, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

	2018	2017
REVENUES AND OTHER SUPPORT		
ReStore	392,865	327,327
Cash contributions	210,570	215,695
In-kind contributions - materials and services	75,782	61,711
In-kind contributions - ReStore	45,429	34,250
In-kind contributions - land and building		107,785
Grants	172,244	100,043
Sales to homeowners	961,283	388,832
Fundraising	24,037	21,032
Other revenue	68,596	66,981
Mortgage loan discount amortization	217,111	160,097
Gain on sale of assets		183,613
Total revenues and other support	2,167,917	1,667,366
EXPENSES		
Program services	1,713,043	1,103,149
Management and general	197,392	156,378
Fundraising	130,094	90,260
Total expenses	2,040,529	1,349,787
CHANGE IN NET ASSETS	127,388	317,579
NET ASSETS, beginning of year	2,741,561	2,423,982
NET ASSETS, end of year	2,868,949	2,741,561

## LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY STATEMENTS OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

			Program	Services		Supportin	g Services		
				Mortgage		Management and		Tot	als
		Construction	ReStore	Discount	Total	General	Fundraising	2018	2017
	Payroll and benefits	81,124	137,274		218,398	67,275	107,937	393,610	336,055
	Contract labor								5,603
	Cost of homes sold	781,241			781,241			781,241	439,346
	Mortgage discount			506,327	506,327			506,327	270,764
	Fundraising		20		20		18,656	18,676	12,230
	Tithe to HFHI	29,000	8,000		37,000			37,000	35,000
	Taxes and insurance	295	12,341		12,636	23,665		36,301	36,840
បា	Occupancy		89,712		89,712	8,333		98,045	101,194
	Vehicle expense	1,556	6,418		7,974			7,974	4,771
	Advertising		10,638		10,638	1,532		12,170	9,612
	SOSI					15,000		15,000	15,000
	Depreciation	1,802	7,212		9,014	16,652		25,666	12,695
	Equipment	6,149	190		6,339	2,292		8,631	1,787
	Training, travel, and meetings		1,471		1,471	3,674		5,145	4,892
	Telephone		3,101		3,101	5,500		8,601	
	Supplies	2,600	5,414		8,014	11,213		19,227	18,554
	Interest								222
	Printing and postage		668		668	5,268		5,936	6,760
	Repairs and maintenance	738			738	6,215		6,953	2,986
	Professional services		3,404		3,404	19,712		23,116	18,168
	Service charges		8,901		8,901	1,113		10,014	3,383
	Miscellaneous expenses	1,924	5,523		7,447	9,948	3,501	20,896	13,925
	TOTAL EXPENSES	906,429	300,287	506,327	1,713,043	197,392	130,094	2,040,529	1,349,787

# LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY STATEMENTS OF CASH FLOWS YEAR ENDED JUNE 30, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	127,388	317,579
Adjustments to reconcile change in net assets		
to net cash used in operating activities:		
In-kind contributions capitalized		(107,785)
Gain on sale of assets		(183,613)
Depreciation	25,666	12,695
Transfers to homeowners, net of discount		(157,785)
Amortization of discount	(217,111)	(160,097)
Change in value of annuity	1,119	673
(Increase) decrease in operating assets:		
Restricted cash	24,492	(40,255)
Prepaid expenses and other assets	(28,654)	,
Other notes receivable	(1,164)	
Inventory - lots and homes	(140,995)	
Inventory - ReStore	(4,251)	(2,987)
Increase (decrease) in operating liabilities:		
Accounts payable and accrued expenses	(486)	7,342
Funds held in escrow	(24,492)	40,255
Total adjustments	(549,655)	(648,521)
Net cash used in operating activities	(422,267)	(330,942)
CASH FLOWS FROM INVESTING ACTIVITIES		
Mortgage payments received	299,754	329,757
Payments on mortgage loans sold	(60,974)	(23,320)
Proceeds from sale of fixed assets		300,000
Purchases of fixed assets	(92,289)	(240,206)
Net cash provided by investing activities	_146,491	366,231
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from HOME program	(0.40)	75,260
Annuity payments	(940)	(940)
Net cash provided by (used in) financing		
activities	(940)	74,320

# LINCOLN/LANCASTER COUNTY HABITAT FOR HUMANITY STATEMENTS OF CASH FLOWS YEAR ENDED JUNE 30, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

	2018	2017
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(276,716)	109,609
CASH AND CASH EQUIVALENTS, beginning of year	504,140	394,531
CASH AND CASH EQUIVALENTS, end of year	227,424	504,140
SCHEDULE OF NONCASH INVESTING ACTIVITIES Property and equipment additions Less: in-kind contributions capitalized Less: property and equipment acquired through	92,289	375,652 (107,785)
accounts payable Cash paid for property and equipment	92,289	(27,661)

### NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES

The following is a summary of significant accounting policies of Lincoln/Lancaster County Habitat for Humanity.

#### Nature of Organization

Lincoln/Lancaster County Habitat for Humanity (Habitat) is a not-for-profit corporation incorporated on February 12, 1988. Habitat is an affiliate of Habitat for Humanity International, Inc., a nondenominational Christian not-for-profit organization whose purpose is to create decent, affordable housing for those in need and to make decent shelter a matter of conscience with people everywhere. Habitat's support comes primarily from donations and grants.

#### Basis of Accounting

The financial statements of Habitat have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables and payables.

#### Financial Statement Presentation

Habitat follows the recommendations of the FASB ASC 958-205, *Financial Statements of Not-for-Profit Organizations*. Under this standard, Habitat is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. A description of the net asset category utilized by Habitat follows:

#### Unrestricted Net Assets

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains or losses on investments and any other assets or liabilities are reported as increases in unrestricted net assets unless their use is limited by donor stipulation or by laws.

There were no temporarily restricted or permanently restricted net assets as of June 30, 2018 and 2017.

#### **Contributions**

Habitat utilizes FASB ASC 958-605, *Not-for-Profit Entities Revenue Recognition*. This standard requires that unconditional promises to give (pledges) be recorded as receivables and revenues and requires the organization to distinguish between contributions received for each net asset category in accordance with donor-imposed restrictions. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

# NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (Continued)

### Contributions (Continued)

#### **Contributed Materials and Services**

Habitat records various types of in-kind contributions. Contributed services are recognized at fair market value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair market value when received. The amounts reflected in the accompanying financial statements as in-kind contributions are offset by like amounts included in expenses or additions to inventory or property and equipment.

#### Volunteers

Many individuals volunteer their time and perform a variety of tasks that assist Habitat with its operations. The volunteer hours have not been recorded in the financial statements since those services do not meet the criteria for recognition.

#### Use of Estimates

The preparation of financial statements in accordance 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 disclosures 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

For the purposes of the statement of cash flows, Habitat considers all highly liquid investments purchased with an initial maturity of three months or less to be cash equivalents.

#### Restricted Cash

Habitat currently services the mortgages on the homes it sells. Included in restricted cash and funds held in escrow are amounts received for insurance and property taxes on such homes.

#### Notes Receivable

Notes receivable consists of non-interest-bearing notes which are secured by real estate. Repayment to Habitat shall occur by the homeowner at such time the resident sells the property, or discontinues use of the property as their permanent residence.

# NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (Continued)

### Notes Receivable (Continued)

Notes receivable also consists of unsecured non-interest-bearing notes which are payable in monthly installments over the life of the note. The discount on such notes is not material to the financial statements.

#### Mortgage Loans Receivable

Mortgage loans receivable consists of non-interest-bearing mortgages which are secured by real estate and payable in monthly installments over the life of the mortgage. Noninterest-bearing mortgages have been discounted based upon prevailing market rates for low-income housing at the inception of the mortgages. Utilizing a straight-line basis, this discount will be recognized as income over the term of the mortgage. Habitat considers all mortgage receivables to be fully collectible. Therefore, no allowance for uncollectible amounts has been established.

#### Transferred Mortgages Receivable

Transferred mortgages receivable are accounted for in accordance with FASB ASC 860, Accounting for Transfers and Servicing. Under this standard, the Habitat has maintained effective control over the assets transferred; accordingly, the transfer is accounted for as a secured borrowing. Related liabilities are included in deferred revenue on the statement of financial position. The proceeds from the borrowings were used to pay start up costs of their ReStore location, and to help build up cash reserves for future operations.

#### Inventory - Lots

Habitat's policy is to account for the purchase of lots at cost.

#### Inventory - Homes Under Construction

Costs incurred in conjunction with home constructions are capitalized until sold.

#### Inventory - ReStore

Inventory - ReStore consists of donated building supplies, appliances, furniture, and other home improvement items. Donated inventory is valued at its estimated fair value based on its expected selling price. Inventory - ReStore was \$17,649 and \$13,398 for the years ended June 30, 2018 and 2017, respectively.

### NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (Continued)

### Property and Equipment

Property and equipment are stated at cost, if purchased, or fair value, if donated. Major expenditures for property and those which substantially increase useful lives are capitalized. Maintenance, repairs, and minor renewals are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income.

#### Depreciation

Habitat provides for depreciation of property and equipment using annual rates which are sufficient to amortize the cost of depreciable assets using the straight-line method over their estimated useful lives, which range from 3 to 39 years.

#### Income Taxes

Habitat is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to Habitat's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Habitat qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

Habitat utilizes the provisions of FASB ASC 740-10, *Accounting for Uncertain Tax Positions*. Habitat continually evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law and new authoritative rulings. Habitat believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that would be material to the financial statements.

#### Transfers to Homeowners

Transfers to homeowners are recorded at the gross mortgage amount.

#### Compensated Absences

Full-time, year-round employees are entitled to paid vacation depending on the length of service and other factors. Accrued vacation pay was deemed immaterial and not accrued.

### Advertising

Advertising costs are expensed as incurred. Advertising expense was \$12,170 and \$9,612 for the years ended June 30, 2018 and 2017, respectively.

# NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICES (Continued)

### **Expense Allocation**

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

#### Program Services

Program services include construction, the discount on mortgage originations, support of families, education of the general public, and the cost of homes sold to homeowners.

#### **Comparative Totals**

The financial statements include certain prior-year summarized comparative information in total but not by functional expense class. 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 Habitat's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

### NOTE 2. DEPOSITS

Habitat maintains deposits in various financial institutions in accounts insured up by the Federal Deposit Insurance Corporation to the \$250,000 limit. At June 30, 2018 and 2017, the amounts of deposits not covered were \$-0 - and \$41,497, respectively.

Habitat maintains a short-term federal investment trust in the amount of \$210,724 and \$522,304 as of June 30, 2018 and 2017, respectively, at one financial institution located in Nebraska. The account is guaranteed by student loans and U.S. government and agency securities that Habitat has a beneficial interest in.

# NOTE 3. MORTGAGE LOANS RECEIVABLE

Habitat sells homes to low-income families in exchange for mortgage loans with no interest. These loans are payable to Habitat and are presented in the statements of financial position discounted at various rates, as dictated by Habitat for Humanity International. The gross balance and discount on mortgage loans as of June 30, 2018 and 2017, are as follows:

	2018	2017
Mortgage loans	4,754,145	4,272,474
Mortgage discount	(2,886,336)	(2,588,444)
	1,867,809	1,684,030

# NOTE 4. TRANSFERRED MORTGAGES RECEIVABLE

During fiscal year 2014, Habitat sold mortgages with an outstanding balance of \$247,145 with full recourse to a financial institution. Habitat continues to service and guarantee the mortgage loans and retains the right to substitute similar mortgage loans in case of default by the homeowners. These are included in the mortgage loans receivable, net of discount balance, on the statements of financial position. At June 30, 2018 and 2017, the outstanding balance of loans sold was as follows:

	2018	2017
Face value Less: unamortized discount Net present value	201,243 (95,604) 105,639	209,919 (104,280) 105,639
INVENTORY - LOTS AND HOMES		
Inventory consists of the following at June 30:		
	2018	2017
Lots	245,624	183,615
Homes under construction	253,339	174,353
	498,963	357,968

## NOTE 6. PROPERTY AND EQUIPMENT

NOTE 5.

The changes in fixed assets designated for the operation of Habitat are as follows:

	Balance July 1, 2017	Addi- tions	Dele- tions	Balance June 30, 2018
Land	93,728	4,719		98,447
Buildings and improvements	254,420	4,967		259,387
Leasehold improvements	19,902	14,832		34,734
Construction equipment	26,262	3,026		29,288
Vehicles	9,924	59,631		69,555
ReStore equipment	15,953	2,718		18,671
Furniture and equipment	42,607	2,396		45,003
	462,796	92,289		555,085
Less accumulated depreciation	(47,746)	(25,666)		(73,412)
	415,050	66,623		481,673

### NOTE 6. PROPERTY AND EQUIPMENT (Continued)

	Balance July 1, 2016	Addi- tions	Dele- tions	Balance June 30, 2017
Land		93,728		93,728
Buildings and improvements	193,054	254,420	(193,054)	254,420
Leasehold improvements	18,939	963		19,902
Construction equipment	26,262			26,262
Vehicles	3,949	5,975		9,924
ReStore equipment	15,953			15,953
Furniture and equipment	22,041	20,566		42,607
	280,198	375,652	(193,054)	462,796
Less accumulated depreciation	(111,718)	(12,695)	76,667	(47,746)
	168,480	362,957	(116,387)	415,050

Depreciation expense for the years ended June 30, 2018 and 2017, was \$25,666 and \$12,695, respectively.

### NOTE 7. LINE OF CREDIT

Habitat has a demand line of credit agreement (the Agreement) with a bank for borrowings not to exceed \$100,000 in the aggregate. The outstanding balance under the Agreement was \$- 0 - at June 30, 2018 and 2017. Interest is payable monthly at an annual rate equal to 0.50% plus the prime rate announced by the bank. Interest expense incurred under the Agreement was \$ - 0 - and \$222 for the years ended June 30, 2018 and 2017, respectively.

# NOTE 8. LOTS TO BE TRANSFERRED TO HOMEOWNERS

Habitat receives funds from the City of Lincoln's Housing Development Loan Program (HOME) to purchase lots for the purpose of constructing homes for low-income families.

Under the HOME program, Habitat agrees to begin construction of single-family homes within one year from the date Habitat takes title to each lot, and complete construction within one year from the start of construction. Each home must then be transferred to a low-income family, at which time the obligation to repay the loan to the city for the lot purchase is also transferred to the homeowner. Repayment to the city shall occur by homeowners at such time they sell the property or discontinue use of the property as their permanent residence.

At June 30, 2018 and 2017, Habitat held lots purchased with HOME funds with a total value of \$146,198 and \$100,524, respectively.

### NOTE 9. ANNUITY PAYABLE

Habitat received \$10,000 cash under a charitable gift annuity arrangement and makes quarterly payments of \$235 to the donor for the remainder of her life. Life expectancy has been determined using actuarial tables. The annuity payable of \$1,796 and \$2,915 at June 30, 2018 and 2017, respectively, represents the present value of estimated future payments to the donor.

#### NOTE 10. OPERATING LEASES

Habitat has noncancellable operating leases for office equipment that expires on August 30, 2020; October 31, 2021; March 31, 2022; and July 22, 2019. The leases require Habitat to pay some executory costs such as insurance and property taxes. Rental expense for the leases totaled \$5,873 and \$3,909 for the years ended June 30, 2018 and 2017, respectively.

On April 7, 2014, Habitat entered into a noncancellable operating lease for its ReStore building. The base term of the lease is five years, expiring September 19, 2019, with an option to renew for three consecutive three-year terms. The lease requires Habitat to pay assessed property taxes and insurance coverage on the buildings. Rent expense for the lease totaled \$75,011 and \$75,005 for the years ended June 30, 2018 and 2017, respectively.

A schedule of the future minimum lease payments required under the above are as follows:

Year Ending June 30,	
2019	86,004
2020	16,141
2021	2,032
2022	480
	104,657

### NOTE 11. PAYMENTS TO INTERNATIONAL AFFILIATE

Habitat annually remits a portion of its cash contributions to Habitat for Humanity International, Inc. These funds are used to construct homes in economically depressed areas around the world. For the years ended June 30, 2018 and 2017, Habitat contributed \$37,000 and \$35,000, respectively. These amounts are included in program services expense in the statements of activities.

### NOTE 12. RETIREMENT PLAN

Habitat maintains a SIMPLE IRA plan for all eligible employees, whereby employees elect to make voluntary contributions pursuant to a salary reduction agreement. It is available to all employees who have met the service requirements. Habitat contributes to each eligible employee's SIMPLE IRA equal to the employee's salary reduction contributions up to a limit of 3% of the employee's compensation for the year. Habitat's expense totaled \$6,951 and \$7,019 for the years ended June 30, 2018 and 2017, respectively.

#### NOTE 13. SUBSEQUENT EVENTS

In preparing the financial statements, Habitat has evaluated events and transactions for potential recognition or disclosure through October 2, 2018, the date the financial statements were available to be issued.