HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS

JUNE 30, 2016 AND 2015 AND

REPORTS OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS



CLEARWATER, FLORIDA

INDEPENDENT AUDITOR'S REPORT1 - 2
Consolidated Financial Statements for the Years Ended June 30, 2016 and 2015:
Consolidated Statements of Financial Position3
Consolidated Statements of Activities4 - 5
Consolidated Statement of Functional Expenses6
Consolidated Statements of Cash Flows7 - 8
Notes to the Consolidated Financial Statements
SUPPLEMENTARY INFORMATION
Schedule of Expenditures of Federal Awards29
Notes to Schedule of Expenditures of Federal Awards30
INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS
INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE
Schedule of Findings and Questioned Costs35 - 36



29750 U.S. Hwy. 19 North, Suite 101 Clearwater, FL 33761

Phone (727) 785-4447 Fax (727) 784-5491 www.pdr-cpa.com

INDEPENDENT AUDITOR'S REPORT

Board of Directors Habitat for Humanity of Pinellas County, Inc. and Subsidiaries

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Habitat for Humanity of Pinellas County, Inc. and Subsidiaries (the Organization), which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities and cash flows for the years then ended, the related consolidated statement of functional expenses for the year ended June 30, 2016, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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.

CONTINUED

INDEPENDENT AUDITOR'S REPORT - CONTINUED

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Habitat for Humanity of Pinellas County, Inc. and Subsidiaries as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended, and its functional expenses for the year ended June 30, 2016, in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Report on Summarized Comparative Information

We have previously audited the Organization's 2015 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated October 13, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2015, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated October 10, 2016, on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Clearwater, Florida October 10, 2016

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION JUNE 30, 2016 AND 2015

ASSETS	ASSETS						
	<u>2016</u>	<u>2015</u>					
Cash and cash equivalents	\$ 2,368,624	\$ 2,970,984					
Assets held in escrow	481,920	349,354					
Accounts receivable	14,360	382,418					
Unconditional promises to give, net	18,428	51,436					
Habitat ReStore inventory	182,137	122,212					
Homes under construction	1,581,885	1,137,275					
Land held for development	1,338,357	1,424,660					
Land held for investment or resale	352,691	450,485					
Property and equipment, net	400,539	361,077					
Mortgages receivable, net	718,260	566,375					
Other receivables	1,064,891	1,068,888					
Beneficial interest in assets held by others	20,000	20,000					
Investment in joint venture	3,145,631	3,094,145					
Deferred affordable housing note receivable	350,000	350,000					
Other assets and intangibles, net	226,909	271,680					
Total Assets	\$ 12,264,632	\$ 12,620,989					
LIABILITIES AND NET ASSETS	<u>S</u>						
Liabilities Accounts payable and accrued expenses	\$ 387,041	\$ 288,751					
Deferred revenue - joint venture	114,540	164,977					
Escrow deposits	422,019	337,735					
Down payments and advance payments	25,600	16,000					
Capital lease payable	16,454	20,417					
Lines-of-credit and notes payable	6,512,737	6,871,652					
Deferred affordable housing note payable	350,000	350,000					
• . ,							
Total liabilities	7,828,391	8,049,532					
Net Assets							
Unrestricted	3,939,429	3,988,013					
Temporarily restricted	476,812	563,444					
Permanently restricted	20,000	20,000					
Total net assets	4,436,241	4,571,457					
Total Liabilities and Net Assets	\$ 12,264,632	\$ 12,620,989					

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

		Temporarily Permanently		To	Total		
Support and Revenue	Unrestricted	Restricted	Restricted	2016	2015		
Contributions							
Building materials and services	\$ 576,750	\$ 85,453	\$ -	\$ 662,203	\$ 612,001		
Donated lots	-	198,142	-	198,142	237,522		
Cash	1,563,714	99,508	-	1,663,222	931,928		
Habitat ReStore merchandise	953,627	-	-	953,627	807,177		
In-kind	54,900	-	-	54,900	25,602		
Transfers to homeowners	6,161,484	-	-	6,161,484	5,222,350		
Mortgage discount amortization	54,759	-	-	54,759	46,012		
Sales - Habitat ReStore	901,296	-	-	901,296	817,824		
Fundraising events, net of							
direct costs of \$167,576	231,758	-	-	231,758	113,305		
Foundations and grants	479,530	15,000	-	494,530	1,463,541		
Other	49,428	-	-	49,428	43,056		
Investment income from joint venture	81,132	-	-	81,132	81,073		
Net assets released from restrictions	484,735	(484,735)					
Total support and revenue	11,593,113	(86,632)	-	11,506,481	10,401,391		
Expenses							
Program							
Construction	8,784,747	-	-	8,784,747	8,017,635		
Mortgage discounts	292,579	-	-	292,579	101,224		
Habitat ReStore	1,893,161	-	-	1,893,161	1,505,061		
Supporting services	,,			, , .	,,		
General and administrative	208,620	_	-	208,620	181,105		
Fundraising	401,128			401,128	346,484		
Total expenses	11,580,235			11,580,235	10,151,509		
Change in Net Assets Before Other Changes	12,878	(86,632)	-	(73,754)	249,882		
Other Changes - Revenue (Expense)							
Interest expense	(29,784)	-	-	(29,784)	(29,905)		
Loss on sale of property	-	-	-	-	(8,014)		
Loss on sale of land	(46,024)	-	-	(46,024)	(10,040)		
Impairment on land and property	(22,412)	-	-	(22,412)	(192,459)		
Amortization of joint venture deferred revenue	36,758			36,758	36,758		
Total other changes	(61,462)			(61,462)	(203,660)		
Change in Net Assets	(48,584)	(86,632)	-	(135,216)	46,222		
Net Assets at Beginning of Year	3,988,013	563,444	20,000	4,571,457	4,525,235		
Net Assets at End of Year	\$ 3,939,429	\$ 476,812	\$ 20,000	\$ 4,436,241	\$ 4,571,457		

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF ACTIVITIES - CONTINUED YEAR ENDED JUNE 30, 2015

	Universal		Permanently	
Support and Revenue	Unrestricted	Restricted	Restricted	Total
Contributions				
Building materials and services	\$ 571,303	\$ 40,698	\$ -	\$ 612,001
Donated lots	-	237,522	-	237,522
Cash	853,879	78,049	-	931,928
Habitat ReStore merchandise	807,177	-	-	807,177
In-kind	25,602	-	-	25,602
Transfers to homeowners	5,222,350	-	-	5,222,350
Mortgage discount amortization	46,012	-	-	46,012
Sales - Habitat ReStore	817,824	-	-	817,824
Fundraising events, net of				
direct costs of \$88,983	113,305	-	-	113,305
Foundations and grants	1,393,541	70,000	-	1,463,541
Other	43,056	-	-	43,056
Investment income from joint venture	81,073	-	-	81,073
Net assets released from restrictions	1,112,635	(1,112,635)		
Total support and revenue	11,087,757	(686,366)	-	10,401,391
Expenses				
Program				
Construction	8,017,635	-	-	8,017,635
Mortgage discounts	101,224	-	-	101,224
Habitat ReStore	1,505,061	-	-	1,505,061
Supporting services				
General and administrative	181,105	-	-	181,105
Fundraising	346,484	<u> </u>		346,484
Total expenses	10,151,509			10,151,509
Change in Net Assets Before Other Changes	936,248	(686,366)	-	249,882
Other Changes - (Expense) Revenue				
Interest expense	(29,905)	-	-	(29,905)
Loss on sale of property	(8,014)	-	-	(8,014)
Loss on sale of land	(10,040)	-	-	(10,040)
Impairment on land and property	(192,459)	-	-	(192,459)
Amortization of joint venture deferred revenue	36,758			36,758
Total other changes	(203,660)			(203,660)
Change in Net Assets	732,588	(686,366)	-	46,222
Net Assets at Beginning of Year	3,255,425	1,249,810	20,000	4,525,235
Net Assets at End of Year	\$ 3,988,013	\$ 563,444	\$ 20,000	\$ 4,571,457

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

	Program Services			Sup	porting Service	Total Expenses			
	Construction	Mortgage Discounts	Habitat ReStore	Total Program Services	General and Administrative	Fundraising	Total Supporting Services	2016	2015
Salaries	\$ 1,160,723	\$ -	\$ 452,209	\$ 1,612,932	\$ 101,711	\$ 274,851	\$376,562	\$ 1,989,494	\$ 1,616,619
Employee benefits	117,947	-	71,355	189,302	11,379	27,510	38,889	228,191	190,183
Retirement plan	9,022	-	8,726	17,748	2,417	600	3,017	20,765	21,496
Building materials and supplies	6,601,943	-	-	6,601,943	-	-	-	6,601,943	6,274,861
Insurance and taxes	54,603	-	26,682	81,285	-	-	-	81,285	72,931
Repairs and maintenance	34,307	-	-	34,307	-	-	-	34,307	10,199
Depreciation and amortization	119,204	-	9,733	128,937	19,680	-	19,680	148,617	123,995
Mortgage discounts	-	292,579	-	292,579	-	-	-	292,579	101,224
Office supplies, equipment, and utilities	145,079	-	58,026	203,105	3,914	18,592	22,506	225,611	140,010
Printing and advertising	36,176	-	45,568	81,744	-	36,375	36,375	118,119	104,047
Travel	76,888	-	31,544	108,432	-	4,474	4,474	112,906	90,601
Professional services	62,782	-	5,070	67,852	43,704	7,179	50,883	118,735	80,769
Other	108,587	-	49,593	158,180	11,961	17,693	29,654	187,834	171,539
Merchandise sold	-	-	893,701	893,701	-	-	-	893,701	792,409
Rent	88,123	-	240,954	329,077	13,854	13,854	27,708	356,785	198,336
Bad debt expense	7,363	-	-	7,363	-	-	-	7,363	9,290
Support of Habitat for Humanity Interna	162,000	-	-	162,000		-	-	162,000	153,000
	\$ 8,784,747	\$ 292,579	\$ 1,893,161	\$ 10,970,487	\$ 208,620	\$ 401,128	\$609,748	\$11,580,235	\$ 10,151,509

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2016</u>	<u>2015</u>
Cash Flows from Operating Activities		
Change in net assets	\$ (135,216)	\$ 46,222
Adjustments to reconcile change in net assets to cash		
provided by operating activities		
Depreciation	88,844	60,505
Amortization of intangibles	59,773	63,490
Write off of unconditional promises to give	9,667	11,000
Investment income	(81,073)	(81,073)
Amortization of mortgage discounts	(54,759)	(46,012)
Net gain on sale of propety held for investment	(28,052)	-
Net donated materials and labor	(77,100)	-
New mortgages transferred to owners	292,579	1,224
Loss on sale of property and equipment	-	8,014
Loss on sale of land	46,024	10,040
Donated land for development	(198,142)	(237,522)
Impairment on land and property	22,412	192,459
Decrease (Increase) in:		
Escrow cash	(132,566)	21,843
Accounts receivable	368,058	(188,308)
Other receivables	3,997	32,798
Unconditional promises to give	23,341	(51,385)
Land held for development	(708,620)	(353,617)
Habitat ReStore inventory	(59,925)	(14,768)
Homes under construction	713,658	1,679,539
Homes awaiting closing	-	371,480
Other assets	(15,001)	186
Increase (Decrease) in:		
Accounts payable and accrued expenses	98,291	(27,499)
Deferred revenue in joint venture	(50,437)	(36,758)
Escrow deposits	84,284	(22,126)
Down payments and advance payments	9,600	 (3,000)
Net cash provided by operating activities	279,637	1,436,732

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2016</u>	<u>2015</u>
Cash Flows from Investing Activities		
Purchases on property held for investment	(130,694)	(6,236)
Sales of property held for investment	100,000	-
Purchases of equipment	(128,307)	(161,463)
Distributions from new market tax credit	29,587	29,587
Purchases of mortgages	(490,030)	(79,256)
Payments received on mortgages	100,325	78,646
Net cash used in investing activities	(519,119)	(138,722)
Cash Flows from Financing Activities		
Payments on notes payable	(608,383)	(576,203)
Proceeds from notes payable	249,468	42,578
Proceeds to purchase land for future construction	· -	53,750
Net change in capital lease obligations	(3,963)	3,650
Payments on lines-of-credit		(120,709)
Net cash used in financing activities	(362,878)	(596,934)
Net (Decrease) Increase in Cash	(602,360)	701,076
Cash and Cash Equivalents at Beginning of Year	2,970,984	2,269,908
Cash and Cash Equivalents at End of Year	\$ 2,368,624	\$ 2,970,984
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Transfers of Property to Homeowners	\$ 6,161,484	\$ 5,222,350
Cash Paid During the Year for Interest	\$ 29,784	\$ 29,905

NOTE A - NATURE OF ORGANIZATION

Habitat for Humanity of Pinellas County, Inc. (Habitat) was incorporated in January 1985. Habitat is an affiliate of Habitat for Humanity International, Inc. (Habitat International), a nondenominational Christian, not-for-profit organization, whose mission is to build and repair simple, decent, affordable houses with those who lack adequate shelter. Although Habitat International assists with information resources, training, publications, prayer support, and in other ways, Habitat is primarily and directly responsible for its own operations.

Pinellas Funding Company I, LLC (Pinellas Funding) was incorporated in July 2013 and is solely owned by Habitat. Pinellas Funding was formed to complete the sale of mortgages with PNC Bank (see **NOTE T**). Pinellas Funding purchases mortgages from Habitat and subsequently sells these the mortgages to PNC Bank.

On August 31, 2010, the Pinellas County Habitat for Humanity Community Development Organization (Pinellas CHDO) was incorporated as a not-for-profit organization in accordance with the laws of the State of Florida. The Pinellas CHDO is wholly owned by Habitat and has been certified by Pinellas County, Florida as a Community Housing Development Organization (CHDO).

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Consolidation and Presentation

The consolidated financial statements include the accounts of Habitat, Pinellas Funding, and Pinellas CHDO (the Organization). The consolidated financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (US GAAP). All material intercompany transactions and balances have been eliminated in consolidation.

The Organization presents information regarding its consolidated financial position and activities according to three classes of net assets described as follows:

- Unrestricted Net Assets All resources over which the governing board has discretionary control. The governing board of the Organization may elect to designate such resources for specific purposes. This designation may be removed at the Board's discretion.
- Temporarily Restricted Net Assets Resources accumulated through donations or grants for specific operating or capital purpose. Such resources will become unrestricted when the requirements of the donor or grantee have been satisfied through expenditure for the specified purpose or program or through the passage of time.
- Permanently Restricted Net Assets Resources accumulated through donations or grants that are subject to the restriction in perpetuity that the principal be invested. These net assets include the original value of the gift, plus any subsequent additions.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Use of Estimates

The preparation of consolidated financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported revenues and expenses. Accordingly, actual results could differ from those estimates. Significant estimates included in the consolidated financial statements include allocation of expenses by function, useful lives of depreciable assets, the allowance on unconditional promises to give, and impairment of land held for development.

Fair Value Measurement

The consolidated financial statements are prepared in accordance with an accounting standard, for all financial assets and liabilities and for nonfinancial assets and liabilities recognized or disclosed at fair value in the consolidated financial statements or on a recurring basis (at least annually). Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on a measurement date. The standard also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. There are three levels of inputs that may be used to measure fair value:

- Level 1: Quoted market prices in active markets for identical assets or liabilities.
- Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.
- Level 3: Unobservable inputs that are not corroborated by market data.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on deposit with financial institutions and money market mutual fund accounts. The Organization considers all highly liquid assets with an initial maturity of three months or less as cash.

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash held in financial institutions in excess of federally-insured limits. From time to time throughout the years ended June 30, 2016 and 2015, the Organization's cash balance may have exceeded the federally insured limit. However, the Organization has not experienced and does not expect to incur any losses in such accounts.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Assets Held in Escrow

The Organization currently services the mortgages on the homes it sells. Included in assets held in escrow are cash amounts received for insurance and property taxes on such homes. These cash amounts are recorded as an asset and offset by escrow deposits, a related liability.

Accounts Receivable

Accounts receivable consist of amounts due from homeowners and mortgages receivable that are pending funding for transfer to a financial institution. Loans closed but not yet transferred at the end of the year are recorded in the consolidated statements of financial position as accounts receivable.

Unconditional Promises to Give

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Unconditional contributions that are restricted by the donor are reported as increases in unrestricted net assets, if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, or when a pledge becomes due, temporarily restricted net assets are reclassified to unrestricted net assets.

Unconditional promises to give that are expected to be collected within one year are recorded as contributions receivable at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated cash flows. Conditional promises to give are not included as support until the conditions are substantially met.

The Organization uses the allowance method to determine uncollectible unconditional promises. The allowance is based on prior years' experience and management's analysis of specific promises made.

Habitat ReStore Inventory

Habitat ReStore inventory includes donated and purchased household building materials, appliances, and furniture that are sold at the Habitat ReStores. Donated merchandise is recorded at its estimated fair market value, which is determined based on its future economic benefit. Purchased merchandise is recorded at lower of cost or market, with cost being determined by the first-in, first-out method.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Homes Under Construction

Homes under construction consist of labor, material, and lot costs using the specific identification method. It also includes indirect construction costs incurred during the construction period. Habitat transferred 37 homes to homeowners in 2016 and 32 homes in 2015. Homes under construction that are completed during the year but not transferred to a homeowner at year-end are moved to homes awaiting closing.

Land Held for Development

Land held for development includes the cost of land and land improvements or, if donated, the approximate fair value of the land at the date of the donation, held for future construction of homes.

Property and Equipment

Property and equipment are recorded at acquisition cost, including costs necessary to prepare the asset for its intended use. Depreciation expense is provided on a straight-line basis over the estimated useful lives of the assets ranging from 3 - 10 years.

Maintenance and repairs are charged to expense as incurred, while renewals and betterments in excess of \$1,000 are capitalized.

Impairment of Long-Lived Assets

The Organization's long-lived assets, such as land, building, and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized for the amount by which the carrying amount exceeds the fair value of the asset. The Organization recognized an impairment loss on land held for development and land held for investment or resale during the years ended June 30, 2016 and 2015 (see **Note N**).

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Mortgages Receivable

Mortgages receivable consist predominantly of non-interest bearing residential first mortgages secured by real estate and payable in monthly installments over the life of the mortgage, generally ranging from 10 to 35 years. All of the mortgages are related to new construction or the rehabilitation of existing homes rehabilitated by the Organization. These mortgages receivable are shown on the consolidated statements of financial position discounted by the prevailing interest rates for low income housing at the inception of each mortgage as calculated by Habitat International.

In addition to the mortgages receivable included in the consolidated statements of financial position, the Organization also enters into equity creation agreements with certain homebuyers. These equity creation agreements known as a "silent second mortgage" originate at the same time of the first mortgage and reflect the difference between the purchase price and the fair market value of the house. This equity creation agreement is part of the mortgage document and is executed for protection against homeowners who may sell their house for a profit before the mortgage is repaid and to protect the homeowner by preventing predatory lenders from paying off the first mortgage and saddling the homeowners with an onerous new mortgage. This amount is considered forgiven by the mortgagee over the life of the mortgage and the mortgagor agrees that the remaining balance is secured by the mortgage until forgiven in full. The Organization does not record a value for the equity creation agreements as it is unlikely that the amount will ever be collected.

The Organization uses established underwriting criteria to ensure that only families who meet the Organization's financial and credit criteria are approved to be partner families and receive a non-interest bearing mortgage loan from the Organization. This includes, but is not limited to, a thorough review of each prospective homeowner's credit report, sources of income, and financial history. The Organization regularly reviews its mortgages receivable and monitors the accounts for delinquencies. The Organization has documented delinquency procedures that are followed starting with 10-15 days after the payment due date. Once a payment is 120 days or more late, the Organization will turn the file over to its attorney who will send a letter or other notice as required by law. If the homeowner does not cure the default, foreclosure proceedings are initiated.

Non-interest bearing mortgages originated are discounted based on prevailing market rates at the time of the sale, which results in the net mortgage receivable balances being generally less than 50% of the home's fair market value. Therefore, the Organization believes that losses resulting from non-payment of mortgage notes receivable, given its collateral value, are not likely. Accordingly, the Organization has not recorded an allowance for mortgages receivable.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Beneficial Interest in Assets Held by Others

The beneficial interest in trust is recorded at fair value in the consolidated statements of financial position. The change in the fair value of the beneficial interest is adjusted at year-end and recorded in the permanently restricted asset class in the consolidated statements of activities.

Other Assets and Intangibles

Other assets consist mainly of other receivables, refundable deposits, and intangible assets. In accordance with US GAAP, if an intangible asset is determined to have an indefinite useful life, it shall not be amortized until its useful life is determined to be no longer indefinite. Substantially all of the intangible assets are costs associated with the investment in joint venture to take advantage of the New Market Tax Credit (see **Note I**), and are being amortized over the estimated life of this joint venture on a straight-line basis. Website and software costs are being amortized over three years.

Revenue Recognition

Contributions received are recorded as increases in unrestricted, temporarily restricted, or permanently restricted net assets, depending on the existence and/or nature of any donor restrictions.

The Organization recognizes revenue from home sales when a closing occurs. A closing is considered to occur when title, possession, and other attributes of ownership have been transferred to the buyer; and the Organization is not obligated to perform significant activities after the sale. Revenue from the sale of homes is recorded on the consolidated statement of activities as transfers to homeowners. Transfers to homeowners are recorded at the gross mortgage amount plus down payment received. Non-interest bearing mortgages have been discounted based upon prevailing market rates for low income housing at the inception of the mortgages, as provided by Habitat International. Utilizing the effective interest method, this discount will be recognized as mortgage discount amortization income over the term of the mortgage.

Federal, state and local government and other grants are recognized as support when performance occurs pursuant to the contract agreement.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Donated Services and Materials

Donated services and materials are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. These are reflected in the accompanying consolidate statements of activities, at their estimated fair market values at the date of receipt. Contributions of services are recorded if the services received create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. During the years ended June 30, 2016 and 2015, Habitat recorded donation revenue of approximately \$662,000 and \$612,000 related to donations of building materials and services. During the years ended June 30, 2016 and 2015, Habitat received approximately \$198,000 and \$238,000 in donated lots from various financial institutions and donors recorded at their tax assessed just market value which approximates fair value.

Advertising Costs

Advertising costs are expensed as incurred and were approximately \$118,000 and \$104,000 for the years ended June 30, 2016 and 2015, respectively.

Income Tax Status

Habitat and Pinellas CHDO are not-for-profit organizations that are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and are exempt from federal income taxes on related income pursuant to Section 501(a) of the IRC. Pinellas Funding is a disregarded entity and therefore revenues and expenses flow through to Habitat for federal tax purposes. Accordingly, no provision for income taxes is reflected in the accompanying consolidated financial statements.

Uncertain Tax Positions

The Organization accounts for the effect of any uncertain tax positions based on a "more likely than not" threshold to the recognition of the tax positions being sustained based on the technical merits of the position under scrutiny by the applicable taxing authority. If a tax position or positions are deemed to result in uncertainties of those positions, the unrecognized tax benefit is estimated based on a "cumulative probability assessment" that aggregates the estimated tax liability for all uncertain tax positions. The Organization has identified its tax status as a tax-exempt entity as its only significant tax position; however, the Organization has determined that such tax position does not result in an uncertainty requiring recognition. The Organization is not currently under examination by any taxing jurisdiction. The Organization's federal returns are generally open for examination for three years following the date filed.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Functional Expense Allocation

The costs of providing the programs and supporting services have been reported on a functional basis in the statements of activities and functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefitted.

Program and supporting expenses, when specifically identifiable, are classified to the function which incurred the expense. Certain expenses are allocated to each function based on management's estimate of time spent within each category.

Comparative Financial Information

The accompanying consolidated financial statements include certain prior year summarized comparative total amounts. Such information does not include sufficient detail to constitute a presentation in conformity with US GAAP. Accordingly, such information should be read in conjunction with the Organization's consolidated financial statements for the year ended June 30, 2015, from which the summarized information was derived.

Certain reclassifications have been made to the 2015 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

NOTE C - UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give consist of the following at June 30:

	<u>2</u>	<u> 2016</u>	<u>2015</u>
Gross unconditional promises to give	\$	25,395	\$ 61,667
Less: Allowance for uncollectible promises Less: Unamortized discount		(5,395) (1,572)	(7,032) (3,199)
	\$	18,428	\$ 51,436
Amounts due in: Less than one year One to five years	\$	10,395 15,000	\$ 40,642 21,025
	\$	25,395	\$ 61,667

Promises to give with due dates extending beyond one year are discounted to present value using Treasury bill rates with similar term investments with an added amount for economic uncertainty. The applicable discount rate at June 30, 2016, was approximately 3%. For amounts due in more than one year, promises to give were discounted with rates ranging from 1% - 5%.

At June 30, 2016 and 2015, approximately \$9,700 and \$11,000 respectively, was deemed uncollectible and written off.

NOTE D - PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	<u>2016</u>	<u>2015</u>		
Vehicles	\$ 119,486	\$	118,166	
Furniture and fixtures	66,368		66,368	
Leasehold improvements	352,407		270,886	
Signage	39,101		26,129	
Construction equipment	87,921		78,436	
Office equipment	 130,071		107,061	
	795,354		667,046	
Less accumulated depreciation	 (394,815)		(305,969)	
	\$ 400,539	\$	361,077	

NOTE E - MORTGAGES RECEIVABLE

Mortgages receivable consist of the following:

	<u>2016</u>	<u>2015</u>
Non-interest bearing loans at par value Less: Unamortized discount based on	\$ 1,719,840	\$ 1,330,136
imputed interest	 (1,001,580)	(763,761)
	\$ 718,260	\$ 566,375

As of June 30, 2016, the balances due on the mortgages that are scheduled to be received for the next five years and thereafter are as follows:

Years Ending June 30,		Amount			
2017		\$	101,788		
2018		*	90,748		
2019			87,906		
2020			87,906		
2021			87,906		
Thereafter	_		1,263,586		
	•				
	<u>.</u>	\$	1,719,840		

NOTE E - MORTGAGES RECEIVABLE - CONTINUED

The initial amount of each mortgage loan approximates the Organization's cost to build the house, plus mortgage discount expense. The residential mortgage loans have been discounted to reflect their economic value. The interest rates used to determine the discount range from 7.0% - 10.0% and are based on prevailing market rates, as provided by Habitat International, in the year the mortgage originated. The discount rate used during both years ended June 30, 2016 and 2015 was 7.5%. The discount is calculated by computing the present value of each of the non-interest bearing notes using the applicable discount rate.

The Organization sells mortgages receivable to various financial institutions. During the year ended June 30, 2016, the Organization sold mortgages receivable with a book value of \$6,061,484. During the year ended June 30, 2015, the Organization sold mortgages receivable with a book value of \$4,472,950.

NOTE F - BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS

In 2006, the Organization established accounts with the Pinellas Community Foundation (PCF) in the amount of \$10,000 and Community Foundation of Tampa Bay (CFTB) in the amount of \$10,000. This total amount of \$20,000 is considered an asset (beneficial interest in assets held by others) of the Organization and is included in the accompanying consolidated statements of financial position as of June 30, 2016 and 2015 as both an asset and a permanently restricted net asset. Although the Organization does not have the right to receive the assets per the Trust Agreements, the contribution to these funds is considered an asset of the Organization as it has been named beneficiary. Earnings on the funds, net of any service fees, will be periodically distributed to the Organization in accordance with the agreement. The Organization has received approximately \$1,000 in earnings on these accounts for the years ending June 30, 2016 and 2015. The trust assets are composed of cash and cash equivalents, fixed income, equity securities, and real and tangible asset funds. The portfolio is managed by an investment company.

NOTE G - FAIR VALUE MEASUREMENT

The Organization's investments are reported at fair value in the accompanying consolidated statements of financial position. During the year ended June 30, 2014, the Organization transferred its beneficial interest in perpetual trust to Level 3 based on additional analysis performed by management. The analysis determined that these items should be reported at Level 3 because the fair values for these assets have unobservable inputs. Following is a description of valuation methodologies used for investments measured at fair value.

Beneficial interest in a perpetual trust - the investments are managed by a third party which is unrelated to this Organization. The trust assets are valued based upon the third party information without adjustment. The Organization does not develop nor are they provided with the quantitative inputs used to develop the fair market values.

NOTE G - FAIR VALUE MEASUREMENT - CONTINUED

Fair value of assets measured on a recurring basis at June 30, 2016 is as follows:

Description	Fair Value Measurements at Reporting Date Using							
	Quoted Prices In Active Markets for Identical Assets Level 1		Significant Other Observable Inputs Level 2		Significant Other Unobservable Inputs Level 3		Total Fair Value	
Beneficial interest in perpetual trust	\$ -	\$_	<u>-</u>	\$	20,000	\$	20,000	
Total assets at fair value	\$ -	- \$	-	\$	20,000	\$	20,000	

Fair value of assets measured on a recurring basis at June 30, 2015 is as follows:

	Fair Value Measurements at Reporting Date Using					
<u>Description</u>	Quoted Prices In Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Signific Othe Unobser Inpu Leve	er vable ts		Total Fair Value
Beneficial interest in perpetual trust	\$ -	\$ -	\$ 2	20,000	\$	20,000
Total assets at fair value	\$ -	\$ -	\$ 2	20,000	\$	20,000

NOTE H - INTANGIBLE ASSETS

Intangible assets subject to amortization at June 30, 2016 and 2015 are as follows:

	<u>2016</u>	<u>2015</u>
Website/Software Costs Costs associated with HFHI-SA	\$ 21,958	\$ 21,958
Leverage IX, LLC (see Note I)	214,860	214,860
Costs associated with CCM (see Note I)	231,908	231,908
	468,726	468,726
Less accumulated amortization	(276,097)	 (216,326)
	\$ 192,629	\$ 252,400

Annual amortization expense is estimated as follows:

Years Ending June 30,	_	Amount		
2017		\$	58,277	
2018		·	58,277	
2019			34,595	
2020			9,189	
2021			9,189	
Thereafter	_		23,102	
	_		_	
	_	\$	192,629	

NOTE I - INVESTMENT IN JOINT VENTURE

The Organization invested, along with four other Habitat affiliates, in a joint venture (HFHI-SA Leverage IX, LLC) to take advantage of New Market Tax Credit (NMTC) financing. NMTC financing allows an entity to receive a loan or investment capital from outside investors, who will receive new markets tax credits to be applied against their federal tax liability. As a result, the Organization has invested approximately \$1,530,000 and was able to secure a 15-year loan in the amount of \$2,023,656 payable to a community development entity. The loan proceeds are to be used solely for the purpose of constructing and selling qualified housing properties to low income residents. The loan accrues interest only for years one through seven at a reduced rate of .755%. Beginning in year eight through year fifteen, the principal balance of the loan is reduced by an eight-year amortization at the same rate of .755% (see **NOTE K**).

NOTE I - INVESTMENT IN JOINT VENTURE - CONTINUED

In August 2012, the Organization invested, along with other Habitat affiliates, in a joint venture to take advantage of NMTC financing. As a result, the Organization has invested \$100,000 of cash plus a leverage amount of construction in process value of \$1,330,132. With this initial investment, the Organization was able to secure a 16-year loan in the amount of \$1,880,000 payable to CCM Community Development XXVII (CCM), an affiliate of the joint venture. The entire loan amount must be spent within the 12 months of the closing of the NMTC transaction. The debt requires interest only payments until November 10, 2020 at 0.7608%. The Organization makes semi-annual interest only payments to CCM. The loan is secured by substantially all the assets acquired by the affiliate from the project loan proceeds (see **Note K**).

Investments in joint ventures are accounted for under the equity method, with the Organization's share of the operating results of the joint venture reflected in interest income and investment income. During each of the years ended June 30, 2016 and 2015, investment income from joint ventures was approximately \$81,000.

Deferred revenue was recorded as a result of the investment in joint ventures. Deferred revenue recorded on the statements of financial position totaled \$114,540 and \$164,977 for the years ended June 30, 2016 and 2015, respectively. This amount is being amortized over the life of the underlying agreement and is reflected in the statements of activities as amortization of joint venture deferred revenue. Revenue of \$36,758 was recognized for each of the years ending June 30, 2016 and 2015.

NOTE J - CAPITAL LEASE PAYABLE

Equipment under capital leases consist of three copiers and one telephone system with a combined capitalized cost of \$41,305. Accumulated depreciation at June 30, 2016 and 2015 was \$25,143 and \$17,359, respectively. Depreciation expense reported in the consolidated statements of activities for each of the years ended June 30, 2016 and 2015 was \$7,783 and \$5,469, respectively. Minimum payments required under the capital lease during the following fiscal years ending June 30, are as follows:

Years EndingJune 30,	 mount
2017	\$ 5,533
2018	4,905
2019	3,652
2020	2,757
2021	1,059
Total minimum lease payments	17,906
Less interest portion included in payments	 (1,452)
Present value of lease obligation	\$ 16,454

NOTE K - LINES-OF-CREDIT AND NOTES PAYABLE	2016	<u> 2015</u>
Lines-of-credit	2010	2013
Line-of-credit from the City of Clearwater as part of the Neighborhood Stabilization Program (NSP3) secured in January 2013, due in September 2017, interest is 0%. Credit is limited to \$327,500. The amount of unused line-of-credit at June 30, 2016 and 2015, was \$74,643 (see Note R)	\$ 252,857	\$ 252,857
Total lines-of-credit	252,857	252,857
Notes payable		
Mortgage payable of \$273,000 to a bank with monthly payments of \$4,045 at 5.54% interest until maturity of March of 2019, collateralized by unimproved real estate for the Lake Butler property	119,639	160,169
Loans payable to Habitat International as part of the SHOP 2010 grant, monthly payments ranging from \$518 to \$1,024 at 0% interest, maturing between July 2018 and January 2021	35,080	41,620
Loans payable to Habitat International as part of the SHOP 2011 grant, monthly payments ranging from \$152 to \$975 at 0% interest, maturing between January 2019 and January 2021	40,737	46,209
Loans payable to Habitat International as part of the SHOP 2012 grant, monthly payments ranging from \$145 to \$402 at 0% interest, maturing between July 2019 and July 2020	17,770	17,501
Loans payable to Habitat International as part of the SHOP 2013 grant, monthly payments ranging from \$74 to \$546 at 0% interest, maturing between July 2020 and June 2022	47,626	21,376

NOTE K - LINES-OF-CREDIT AND NOTES PAYABLE - CONTINUED

Notes payable - Continued

	<u>2016</u>	<u>2015</u>
Loans payable to Habitat International as part of the SHOP 2014 grant, monthly payments ranging from \$520 to \$560 at 0% interest, maturing December 2021	19,906	-
Mortgage payable of \$1,425,000 for the land purchase on the Stevens Creek property to Pinellas County Board of Commissioners with 0% interest and payment deferred until December 31, 2015, with interest thereon at 3% per year for the remainder of the thirty (30) year term, interest and principal payments of \$6,310 per month beginning January 2015 continuing until maturity at October 1, 2043, collateralized by Stevens Creek property. Outstanding balance is the amount of draw downs to date	248,751	360,515
Mortgage payable of \$600,000 to City of Clearwater for the land purchase of Stevens Creek with 0% interest and payment deferred until December 31, 2015, with interest thereon at 3% per year for the remainder of the thirty (30) year term, to pay \$12,000 each time a house is sold, with any remaining balance including principal and interest due and payable upon maturity at September 29, 2038	104,377	151,512
Mortgage payable to the Pinellas County Board of Commissioners of \$640,000 was modified on September 24, 2009 increasing the original principal balance of \$277,000 by \$363,000 for a total loan amount of \$640,000. This loan is for infrastructure on the Shady Grove property with 0% interest and payment deferred until October 1, 2014, with interest thereon at 3% per year for the remainder of the thirty (30) year term, interest and principal payments of \$2,760 per month beginning October 31, 2014 continuing until maturity at October 1, 2043, collateralized by Shady Grove property. Outstanding balance is the amount of draw downs less payments to date	192,608	259,341

NOTE K - LINES-OF-CREDIT AND NOTES PAYABLE - CONTINUED

Notes payable - Continued

	<u>2016</u>	<u>2015</u>
Note payable to Pinellas County Board of Commissioners for the land purchase of Havens Ridge with 0% interest and a balloon payment of remaining balance upon extended maturity at September 30, 2018, collateralized by Havens Ridge property. Upon the sale of units a portion of the loan is paid down resulting in a partial release of the lien on the sold property	411,908	411,908
partial release of the lieff of the sold property	411,500	411,500
Note payable of \$175,000 due to JTG Enterprises, Inc., monthly payments of \$3,383 with a maturity date of September 2016, for tenant improvements of both office area and warehouse retail space with interest thereon at 6% over the life of the initial five-year lease term	4,881	39,881
Note payable from Pinellas Funding to PNC Community Development Company, LLC monthly payments of \$2,843 at 0% interest until maturity at June 2043, collateralized by assignment of notes. Imputed interest at 3% is eliminated at the consolidated level (see Note T)	907,574	941,690
,	001,071	011,000
Note payable to Pinellas County Board of Commissioners for the purchase of 46th Ave Subdivision with 0% interest and a maturity date at the earlier of the borrowers' sale of property or December 2016, collateralized by land	205,000	205,000
	200,000	200,000
Note payable of \$19,750 due to Northern Trust for a company vehicle, principal and interest payments of \$369 paid monthly at 4.5% interest until maturity at July 2016, collateralized by a vehicle	367	4,667
Note payable to City of Clearwater for the purchase of property with 0% interest and a maturity date at the earlier of the borrowers' sale of the property or		
September 2016, collateralized by land	-	53,750

NOTE K - LINES-OF-CREDIT AND NOTES PAYABLE - CONTINUED

Notes payable - Continued

	<u>2016</u>	<u>2015</u>
Note payable to CCM (see Note I), debt requires interest only payments until November 2020 at .7608% until maturity in November 2028, secured by substantially all the assets acquired by Habitat from the project loan proceeds, put option feature that is exercisable July 2028	1,880,000	1,880,000
Note payable to HFHI-SA Leverage IX, LLC (see Note I), debt requires interest only payments until November 2020 at .755% until maturity in November 2028, secured by substantially all the assets acquired by Habitat from the project loan proceeds, put option feature that is		
exercisable July 2028	2,023,656	2,023,656
Total notes payable	6,259,880	6,618,795
Total lines-of-credit and notes payable	\$ 6,512,737	\$ 6,871,652

Interest rate used to discount the PNC note payable was determined based on the market rates for similar type of notes on the origination dates. Management determined 3% to be reasonable.

The following is a summary of future debt maturities as of June 30, 2016.

Years EndingJune 30,	Amount
2017	\$ 848,982
2018	138,711
2019	143,578
2020	138,410
2021	132,199
Thereafter	4,858,000
	\$ 6,259,880

NOTE L - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at June 30, 2016 and 2015 were as follows:

		<u>2016</u>		<u>2015</u>
Unconditional promises to give, net of	•	00.000	•	50.400
unamortized discount	\$	23,823	\$	58,469
Use restriction		185,000		175,429
Donated labor and materials		77,100		40,698
Donated land		190,889		288,848
	\$	476,812	\$	563,444

Net assets released from restrictions were comprised of the following:

		<u>2016</u>		<u>2015</u>
Unconditional promises to give, net of unamortized discount	\$	44,154	\$	17,409
Use restriction	Ψ	95,428	Ψ	181,745
Donated labor and materials		49,051		146,235
Donated land		296,102		767,246
	\$	484,735	\$	1,112,635

NOTE M - LEASES

The Organization leases its office and two ReStore locations under non-cancelable operating lease agreements with expiration dates through June 2022. Total rent expense was approximately \$357,000 and \$198,000 for the years ended June 30, 2016 and 2015, respectively.

Based on the terms of the agreements, the minimum payments, excluding the percentage of Habitat ReStore's gross sales, due on all leases are as follows:

Years Ending June 30,	Amount
2017	\$ 130,259
2018	107,625
2019	110,700
2020	123,000
2021	 246,000
	\$ 717,584

NOTE N - IMPAIRMENT ON LAND

During the years ended June 30, 2016 and 2015, the Organization recorded \$22,412 and \$192,459 respectively, for impairment on multiple parcels of land held for development and land held for investment. These properties were donated and purchased in prior years and recorded at the fair market value at the time of acquisition. Based on current appraisals and comparable sales it was determined these properties were impaired. The loss is reported as a separate line item in the consolidated statements of activities. This land will be used for eligible homeowners in the future.

NOTE O - COMMITMENTS AND CONTINGENCIES

The Organization is exposed to various asserted and unasserted potential claims encountered in the normal course of business. In the opinion of management, the resolution of these matters will not have a material effect on the Organization's consolidated financial position or the results of its operations.

NOTE P - TRANSACTIONS WITH HABITAT INTERNATIONAL

The Organization remits a portion of its unrestricted contributions to Habitat International as tithe to support its operations. The Organization contributed approximately \$162,000 and \$153,000 to Habitat International during the years ended June 30, 2016 and 2015, respectively. These amounts are included in program services expense in the consolidated statements of activities.

NOTE Q - TRANSACTIONS WITH CHDO

Pinellas CHDO is a wholly-owned subsidiary and has met the requirements specified by the U.S. Department of Housing and Urban Development (HUD) to act in the capacity of a CHDO. As a result, Pinellas CHDO is eligible to participate in government programs that provide special set-aside funds that can be used to provide affordable housing to low income families within Pinellas County. For the year ending June 30, 2016, there were no transactions with Pinellas CHDO. For the year ended June 30, 2015, approximately \$56,000 was expended by Pinellas CHDO.

NOTE R - NEIGHBORHOOD STABILIZATION PROGRAM

In 2012, the Organization entered into a loan agreement with the City of Clearwater to build new affordable homes on its Stevens Creek lots. The City of Clearwater received funding for this agreement from the Federal government under the Neighborhood Stabilization Program 2 (NSP2) of the Housing and Economic Recovery Act of 2008. Under this agreement, Habitat is to receive reimbursement of its costs up to \$32,500 per property from the City of Clearwater. This loan was paid in full during the year ended June 30, 2015.

In January 2013, the Organization entered into another loan agreement with the City of Clearwater to build additional homes on its Stevens Creek lots. The City of Clearwater received funding for this agreement from the Federal government under the Neighborhood Stabilization Program 3 (NSP3) of the Housing and Economic Recovery Act of 2008. There were no loan proceeds or principle payments made on the NSP3 loan in either of the years ended June 30, 2016 and 2015. The NSP3 loan balance at June 30, 2016 and 2015 was \$252.857 (see **NOTE K**).

NOTE S - COMMUNITY DEVELOPMENT BLOCK GRANT

On June 15, 2006, the Organization was awarded a Community Development Block Grant (Grant) from Pinellas County, Florida in the amount of \$350,000. Under the Grant, the Organization shall acquire 2.5 acres of land in Dunedin, Florida for the future construction of at least eighteen affordable home ownership housing units. Both an asset and a corresponding liability of \$350,000, as a deferred affordable housing note, are reflected in the June 30, 2016 and 2015 consolidated statements of financial position.

NOTE T - SALE OF MORTGAGES WITH PNC BANK

In August 2013, Pinellas Funding Company I, LLC was formed as a single member LLC with Habitat as the member. During 2014, Pinellas Funding acquired seven mortgages from Habitat for a total of \$1,004,236, resulting in Habitat recognizing a gain of \$337,814 to remove the unamortized discount on each original mortgage. Pinellas Funding then entered into a note purchase agreement with PNC Bank. Pinellas Funding authorized the issuance and sale of a secured note in the amount of \$1,004,236 to PNC Bank for \$666,422 on August 29, 2013. As a result of these transactions, there is an offsetting receivable and note payable recorded on the consolidated financial statements. The receivable from this transaction is recorded within other receivables on the accompanying consolidated statements of financial position. See **NOTE K** for the terms and outstanding balance of the offsetting PNC note payable at June 30, 2016 and 2015, respectively.

These two entities are consolidated and all intercompany amounts are eliminated including the interest income on the unamortized discount of the mortgages receivable and the interest expense related to the imputed interest of the PNC note payable.

NOTE U - MORTGAGE LOAN SERVICE AGREEMENT

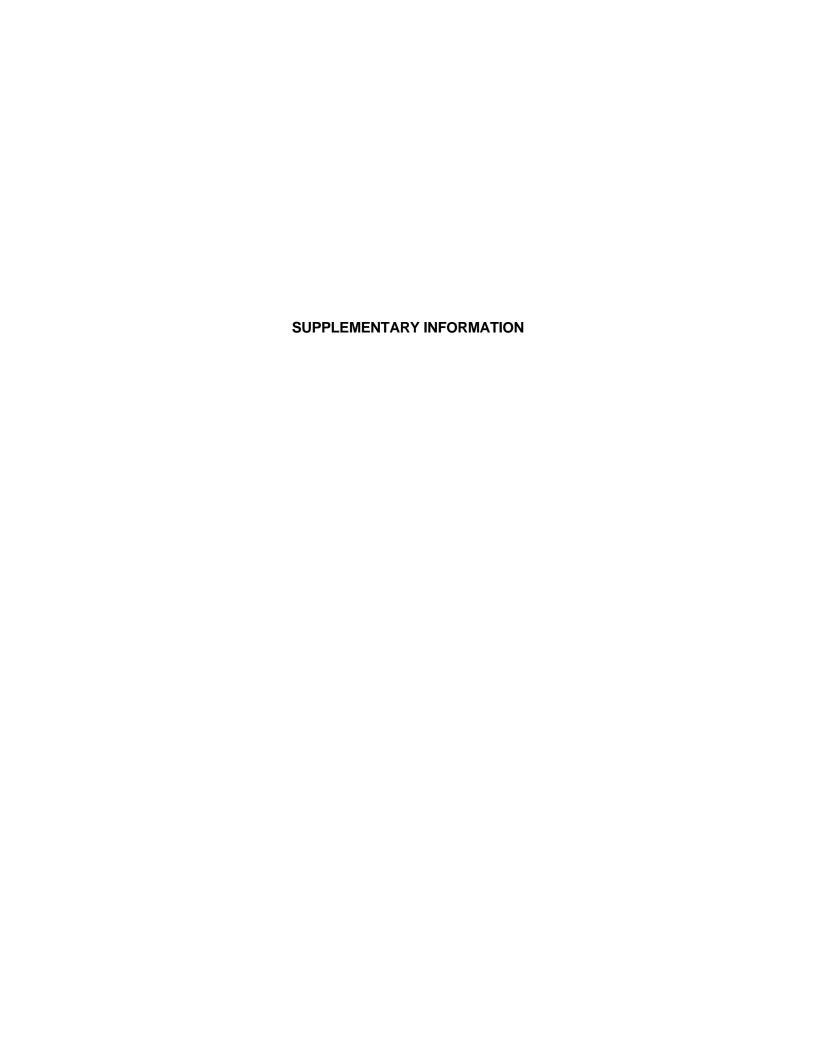
The Organization services the mortgages it holds, handling the processing of mortgage payments and the escrow accounts for the mortgages. In addition, the Organization also services mortgages sold to outside investors. These mortgages are not owned by the Organization and, therefore, are not reflected in the consolidated financial statements.

NOTE V - RETIREMENT PLAN

The Organization has a 401(k) profit sharing plan that provides for a discretionary matching contribution. For the years ended June 30, 2016 and 2015, the Organization made contributions of \$20,765 and \$21,497, respectively.

NOTE W - SUBSEQUENT EVENTS

The Organization evaluated subsequent events through October 10, 2016, the date the consolidated financial statements were available and issued. The Organization is not aware of any subsequent events which would require recognition or disclosures in the consolidated financial statements.



HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED JUNE 30, 2016

Federal Agency Pass-through Entity <u>Federal Program</u>	CFDA <u>Number</u>	Contract <u>Number</u>	Expenditures
U.S. Department of Housing and Urban Development (HUD)			
Passed through Pinellas County, Florida			
Community Development Block Grant - Shady Grove	14.218	N/A	\$ 350,000 *
Community Development Block Grant - Martins Glen	14.218	N/A	205,000 *
Passed through the City of St. Petersburg, Florida			
Community Development Block Grant	14.218	N/A	16,974
Passed through the City of Clearwater, Florida			
Community Development Block Grant - Milton	14.218	N/A	53,750 *
Community Development Block Grant			
Neighborhood Stabilization Program 3 (NSP3)	14.218	N/A	252,857 *
			878,581
Passed through Pinellas County, Florida			
HOME Investment Partnerships Program - Shady Grove	14.239	N/A	259,341 *
HOME Investment Partnerships Program - Stevens Creek	14.239	N/A	360,515 *
Passed through the City of Clearwater, Florida			
HOME Investment Partnerships Program - Milton	14.239	N/A	150,000
Passed through the City of St. Petersburg, Florida			
HOME Investment Partnerships Program	14.239	M-15-MC-12-0220	45,000
			814,856
Capacity Building for Community Development			
and Affordable Housing	14.252	N/A	44,874
Passed through Habitat for Humanity International, Inc. (see NOTE D)			
Self-Help Homeownership Opportunity Program	14.247	N/A	126,706 *
Self-Help Homeownership Opportunity Program	14.247	N/A	49,467
Self-Help Homeownership Opportunity Program	14.247	N/A	148,402
			324,575
Total Expenditures of Federal Awards			\$ 2,062,886

^{*} This represents the balance of a loan from a previous year which the federal government imposes the continuing compliance requirements.

Federal Loan Programs Program Name	CFDA Number	Outstanding Balance at June 30, 2016	
Community Development Block Grant - Shady Grove	14.218	\$ 350,000	
Community Development Block Grant - Martins Glen	14.218	205,000	
Community Development Block Grant - Milton	14.218	-	
Community Development Block Grant - NSP3	14.218	252,857	
HOME Investment Partnerships Program - Shady Grove	14.239	192,610	
HOME Investment Partnerships Program - Stevens Creek	14.239	248,751	
HOME Investment Partnerships Prgoram - Milton	14.239	-	
Self-Help Homeownership Opportunity Program	14.247	161,119	

See notes to schedule of expenditures of federal awards

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS JUNE 30, 2016

NOTE A - BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (Schedule) includes the federal grant activity of Habitat for Humanity of Pinellas County, Inc. (Habitat) and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Habitat, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Habitat.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. such expenditures are recognized following the cost principles contained in the Uniform Guidance wherein certain types of expenditures are not allowable or are limited as to reimbursement. Habitat for Humanity of Pinellas County, Inc. has elected not to use the 10-percent de minimis indirect cost rate allowed under the Uniform Guidance.

NOTE C - CONTINGENCIES

Expenditures incurred by Habitat are subject to audit and possible disallowance by the grantor agency. Management believes that if audited, any adjustments for disallowed expenses would be immaterial in amount.

NOTE D - SELF-HELP HOMEOWNERSHIP OPPORTUNITY PROGRAM

HUD's Self-Help Homeownership Opportunity Program (SHOP) grants and loans were passed through to Habitat by Habitat for Humanity International, Inc. (Habitat International). The SHOP Agreement stipulates that 75% of each sub-grant from Habitat International to the affiliate is in the form of a grant and 25% is in the form of a loan. The awards provided under CFDA 14.247 for SHOP were as follows for the year ended June 30, 2016:

	Identifying	Fede	ral	
Pass-Through Grantor	<u>Number</u>	Expend	<u>itures</u>	
Habitat International	SHOP 2010 - Existing Loans	\$	41,620	*
Habitat International	SHOP 2011 - Existing Loans		46,209	*
Habitat International	SHOP 2012 - Existing Loans		17,501	*
Habitat International	SHOP 2012 - New Loans (25%)		3,311	
Habitat International	SHOP 2013 - Existing Loans		21,376	*
Habitat International	SHOP 2013 - New Loans (25%)		26,250	
Habitat International	SHOP 2014 - New Loans (25%)		19,906	
			176,173	•
Habitat International	SHOP 2012 - New Grant (75%)		9,933	
Habitat International	SHOP 2013 - New Grant (75%)		78,750	
Habitat International	SHOP 2014 - New Grant (75%)		59,719	
			148,402	_
* This represents the balance of a	a loan from a previous year which the federal			
government imposes the continui	ng compliance requirements = \$126,706.	\$	324,575	-



29750 U.S. Hwy. 19 North, Suite 101 Clearwater, FL 33761

Phone (727) 785-4447 Fax (727) 784-5491 www.pdr-cpa.com

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors Habitat for Humanity of Pinellas County, Inc. and Subsidiaries

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Habitat for Humanity of Pinellas County, Inc. and Subsidiaries (the Organization), which comprise the consolidated statement of financial position as of June 30, 2016, and the related consolidated statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated October 10, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Organization's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

CONTINUED

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS - CONTINUED

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Organization's consolidated financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Clearwater, Florida October 10, 2016

PDR Certified Public Accountants



29750 U.S. Hwy. 19 North, Suite 101 Clearwater, FL 33761

Phone (727) 785-4447 Fax (727) 784-5491 www.pdr-cpa.com

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

Board of Directors Habitat for Humanity of Pinellas County, Inc.

Report on Compliance for Each Major Federal Program

We have audited Habitat for Humanity of Pinellas County, Inc. (Habitat) compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Habitat's major federal programs for the year ended June 30, 2016. Habitat's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Habitat's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Habitat's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Habitat's compliance.

Opinion on Each Major Federal Program

In our opinion, Habitat for Humanity of Pinellas County, Inc. complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

CONTINUED

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE -CONTINUED

Report on Internal Control over Compliance

Management of Habitat is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Habitat's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Habitat's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Clearwater, Florida October 10, 2016

PDR Certified Public Accountants

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES SCHEDULE OF FINDINGS AND QUESTIONED COSTS FEDERAL PROGRAMS JUNE 30, 2016

Part I - Summary of Auditor's Results

Financial Statements Section

Type of auditor's report issued:	Unmodified
Internal control over financial reporting:	
Material weakness(es) identified?	yes <u>X</u> no
Significant deficiency(ies) identified not considered to be material weakness(es)?yes _X_none reported
Noncompliance material to financial statements noted?	yes _X_no
Federal Awards Section	
Internal control over major programs and proj	ects:
Material weakness(es) identified?	yes <u>X</u> no
Significant deficiency(ies) identified not considered to be material weakness(es)?yes _X_none reported
Type of auditor's report on compliance for major federal programs:	Unmodified
Any audit findings disclosed that are required reported in accordance with 2 CFR part 20 of the Uniform Guidance?	
Identification of major federal programs:	
Federal Programs:	
CFDA Numbers	Name of Program
14.218	U.S. Department of Housing and Urban Development Community Development Block Grant Neighborhood Stabilization Program 3 (NSP3)
Dollar threshold used to determine Type A programs and projects: Federal programs	\$ 750,000
Auditee qualified as low-risk auditee for federal and state purposes?	X yesno

HABITAT FOR HUMANITY OF PINELLAS COUNTY, INC. AND SUBSIDIARIES SCHEDULE OF FINDINGS AND QUESTIONED COSTS - CONTINUED FEDERAL PROGRAMS JUNE 30. 2016

Part II - Schedule of Financial Statement Findings

This section identifies the significant deficiencies, material weakness, and instances of noncompliance related to the consolidated financial statements that are required to be reported in accordance with *Government Auditing Standards*.

There were no consolidated financial statement findings required to be reported in accordance with *Government Auditing Standards*.

Part III - Federal Award Findings and Questioned Costs

This section identifies the significant deficiencies, material weakness, and instances of noncompliance, including questioned costs, related to the audit of major federal programs, as required to be reported by the Uniform Guidance.

There were no findings required to be reported.

Summary Schedule of Prior Audit Findings

A Summary Schedule of Prior Audit Findings is not necessary since there were no prior audit findings.