

Financial Statements and Independent Auditors' Report

Years Ended June 30, 2022 and 2021



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INDEPENDENT AUDITORS' REPORT

The Governing Body of Habitat for Humanity, San Bernardino Area, Inc.

REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

OPINION

We have audited the financial statements of Habitat for Humanity, San Bernardino Area, Inc. (Corporation), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, statements of functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

BASIS FOR OPINION

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS), issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Corporation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

RESPONSIBILITIES OF MANAGEMENT FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for one year after the date that the financial statements are issued.



AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

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(1) Exercise professional judgment and maintain professional skepticism throughout the audit; (2) Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements; (3) Obtain an understanding of internal control relevant to the audit 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 Corporation's internal control. Accordingly, no such opinion is expressed; (4) Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements; (5) Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Corporation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.

January 11, 2023 Redlands, CA

Statement of Financial Position June 30, 2022 and 2021

Assets	2	022	2021	2021		
Current assets:						
Cash and equivalents - operating	\$	180,291	\$ 3	51,174		
Restricted cash and equivalents		11,052		12,406		
Prepaids and deposits		47,915		46,398		
Other current assets		6,963		6,963		
Inventory		2,074		2,245		
Total current assets		248,295	4	19,186		
Mortgages receivable, net Notes and loans receivable		770,690 -	9	78,868 3,959		
Property and equipment, at cost						
Nondepreciable assets Land for development		131,038	1	21 020		
Construction in progress		675,243		31,038 60,946		
Depreciable assets		073,243		00,540		
Furniture and equipment		120,596	1	22,162		
Leas ehold improvements		73,439		71,939		
Total acquisition costs		1,000,316		86,085		
Less accumulated depreciation		(132,337)	(1	22,553)		
Property and equipment, net		867,979		63,532		
Total Assets	\$	1,886,964	\$ 1,6	65,545		

Statement of Financial Position June 30, 2022 and 2021

Liabilities and Net Assets	2022	2021		
Current liabilities:				
Accounts payable	\$ 10,284 \$	5,519		
Other current liabilities	2,947	7,011		
Accrued wages payable	5,246	3,427		
Accrued payroll tax and benefits payable	-	3,868		
Accrued vacations payable	11,745	24,247		
Deposits held in trust, contra	11,052	12,406		
Current portion of notes and loans payable	49,601	57,067		
Accrued Interest payable	 5,184			
Total current liabilities	96,059	113,545		
Other liabilities:	045 704	064.274		
Notes and loans payable less current portion	815,724	861,374		
Less unamortized loan discounts	 (149,480)	(197,404)		
Notes and loans payable, net	666,244	663,970		
Total other liabilities	 666,244	663,970		
Total liabilities	 762,303	777,515		
Net assets:				
Without donor restriction				
Undesignated	 1,110,809	847,983		
Total without donor restriction	1,110,809	847,983		
With donor restriction		_		
Purpose restrictions	 13,852	40,047		
Total with donor restriction	 13,852	40,047		
Total net assets	1,124,661	888,030		
Total Liabilities and Net Assets	\$ 1,886,964 \$	1,665,545		

Statement of Activities Year Ended June 30, 2022

Revenue, Support, and Gains	Without Donor Restriction	With Donor Restriction	Total
Contributions and grants	\$ 873,042	\$ -	\$ 873,042
In-kind contributions	-	-	-
Program service fees	4,965	-	4,965
Interest income	510	-	510
Other revenue	4,940	-	4,940
Loss on sale of assets	(202)	-	(202)
Amortization of discounts on mortgages receivable	16,132	-	16,132
Gross special events revenue	7,672	-	7,672
Less cost of direct benefits to donors	(10,220)	-	(10,220)
Net special events revenue	(2,548)	-	(2,548)
Restore sales	589,443	-	589,443
Less costs of goods sold	(11,067)	-	(11,067)
Net sales	578,376	-	578,376
Net assets released from restriction	26,195	(26,195)	
Total revenue, support, and gains	1,501,410	(26,195)	1,475,215
Expenses and Losses			
Program services expense	999,437	-	999,437
Supporting services expense			
Management and general	230,620	-	230,620
Fundraising	8,527	-	8 <i>,</i> 527
Total supporting services expense	239,147	-	239,147
Total expenses and losses	1,238,584	-	1,238,584
Change in net assets	262,826	(26,195)	236,631
Net assets, beginning of year	847,983	40,047	888,030
Net Assets, End of Year	\$ 1,110,809	\$ 13,852	\$ 1,124,661

Statement of Activities Year Ended June 30, 2021

Revenue, Support, and Gains	Without Donor Restriction		ith Donor estriction		Total	
Contributions and grants	\$ 211,09	7 \$	60,000	\$	271,097	
In-kind contributions	7,24	3	-		7,243	
Program service fees	19,25	5	-		19,255	
Interest income	2,87	9	-		2,879	
Other revenue	23,01	1	-		23,011	
Gain on sale of asset	165,75	8	-		165,758	
Amortization of discounts on mortgages receivable	69,28	2	-		69,282	
Gross special events revenue	2,80	2	-		2,802	
Less cost of direct benefits to donors	(3,47	5)	-		(3,475)	
Net special events revenue	(67	3)	-		(673)	
Restore sales	552,07	8	-		552,078	
Less costs of goods sold	(15,30	5)	-		(15,305)	
Net sales	536,77	3	-		536,773	
Net assets released from restriction	25,08	9	(25,089)		-	
Total revenue, support, and gains	1,059,71	4	34,911		1,094,625	
Expenses and Losses						
Program services expense	696,59	9	-		696,599	
Supporting services expense						
Management and general	207,32	9	-		207,329	
Fundraising	2,97				2,979	
Total supporting services expense	210,30		-		210,308	
Total expenses and losses	906,90	7	-		906,907	
Change in net assets	152,80	7	34,911		187,718	
Net assets, beginning of year	695,17	6	5,136		700,312	
Net Assets, End of Year	\$ 847,98	3 \$	40,047	\$	888,030	

Statement of Functional Expenses Year Ended June 30, 2022

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		Program Services	Management and General		Fundraising	draising Total	
Salaries, wages, and burden	\$	294,507	\$	172,689	\$ -	\$	467,196
Fees for professional services		56,045		15,100	-		71,145
Training and development		4,717		543	-		5,260
Advertising and promotion		5,750		-	-		5,750
Office expenses		47,860		3,296	2,780		53,936
Occupancy		247,553		13,660	1,500		262,713
Travel		-		-	13		13
Interest		-		5,301	-		5,301
Insurance		45,956		6,548	-		52,504
Depreciation		10,485		8,936	-		19,421
Other		15,678		4,093	4,234		24,005
Maintenance and repairs		32,389		454	-		32,843
Discounts on mortgages issued		179,636		-	-		179,636
Habitat affiliate fees		25,000		-	-		25,000
Property taxes and fees		7,666		-	-		7,666
Brush with kindness program expenses		26,195		-	-		26,195
Gift shop cost of goods sold		11,067		-	-		11,067
Cost of direct benefits to donors		-		-	10,220		10,220
Total Expenses by Function		1,010,504		230,620	18,747		1,259,871
Less expenses included with revenues							
on the statement of activities							
Gift shop cost of goods sold		(11,067)		-	-		(11,067)
Cost of direct benefits to donors		-		-	(10,220)		(10,220)
Total Expenses Included in the							
Expense Section on the Statement							
of Activities	\$	999,437	\$	230,620	\$ 8,527	\$	1,238,584

Statement of Functional Expenses Year Ended June 30, 2021

	Program Services	Management and General	Fundraising	Total
Salaries, wages, and burden	\$ 244,440	\$ 168,777	\$ -	\$ 413,217
Fees for professional services	26,298	11,013	-	37,311
Training and development	968	647	-	1,615
Advertising and promotion	8,957	-	-	8,957
Office expenses	20,993	3,396	1,147	25,536
Occupancy	239,900	12,851	1,500	254,251
Interest	-	244	-	244
Insurance	40,444	5,048	-	45,492
Depreciation	11,130	2,326	-	13,456
Other	35,709	1,704	332	37,745
Maintenance and repairs	27,883	1,323	-	29,206
Habitat affiliate fees	22,493	-	-	22,493
Property taxes and fees	8,060	-	-	8,060
Brush with kindness program expenses	9,324	-	-	9,324
Gift shop cost of goods sold	15,305	-	-	15,305
Cost of direct benefits to donors	 -	-	3,475	3,475
Total Expenses by Function	711,904	207,329	6,454	925,687
Less expenses included with revenues				
on the statement of activities				
Gift shop cost of goods sold	(15,305)	-	-	(15,305)
Cost of direct benefits to donors	-	-	(3,475)	(3,475)
Total Expenses Included in the				
Expense Section on the Statement				
of Activities	\$ 696,599	\$ 207,329	\$ 2,979	\$ 906,907

Statement of Cash Flows Years Ended June 30, 2022 and 2021

	2022	2021
Cash flows from operating activities		
Change in net assets	\$ 236,631 \$	187,718
Adjustments to reconcile change in net assets to net cash		
from (used for) operating activities:		
Depreciation	19,421	13,456
Amortization	31,792	(62,581)
Accrued interest payable	5,184	-
Reduction of unamortized discounts on mortgages	106,730	(170,852)
Donations of property and equipment	-	(7,243)
Loss (Gain) on disposition of property & equipment	202	(165,758)
Changes in operating assets and liabilities		
Prepaids and deposits	(1,517)	14,410
Accounts receivable	-	(24,198)
Inventories	171	2,030
Accounts payable	(653)	(2,662)
Grant advances	-	(8,619)
Accrued expenses	 (14,551)	(91,434)
Net cash from (used for) operating activities	 383,410	(315,733)
Cash flows from investing activities		
Purchases of property and equipment	(624,070)	(89,014)
Proceeds from sale of property & equipment	-	295,955
Receipts on mortgages receivable	 121,539	304,018
Net cash from (used for) investing activities	 (502,531)	510,959
Cash flows from financing activities		
Principal payments on notes and loans payable	(53,116)	(104,519)
Proceeds from acquisition of additional financing	 -	150,000
Net cash from (used for) financing activities	 (53,116)	45,481
Net change in cash and equivalents	(172,237)	240,707
Cash and equivalents, beginning of year	363,580	122,873
Cash and Equivalents, End of Year	\$ 191,343 \$	363,580
Cash and equivalents - operating	\$ 180,291 \$	351,174
Restricted cash and equivalents	 11,052	12,406
Cash and Equivalents, End of Year	\$ 191,343 \$	363,580
Supplemental Data:		
Interest Paid	\$ - \$	-
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NOTE 01 - NATURE OF BUSINESS AND ORGANIZATION

Habitat for Humanity, San Bernardino Area, Inc. (Habitat, the Corporation, we, us, our), is a non-denominational Christian not-for-profit organization dedicated to addressing the problem of poverty housing in the San Bernardino (California) Valley. Habitat works in partnership with local companies, governments and concerned citizens to build or renovate homes to create decent, affordable shelter. The Corporation is an affiliate of Habitat for Humanity International.

Habitat fulfills its mission by constructing modest houses that it sells to economically disadvantaged families at prices equal to or below cost. Sales are financed by zero-interest rate mortgages carried by Habitat. Land acquisition and construction costs are funded by grants, in-kind contributions of materials and services and volunteer labor. Additional support is generated through cash contributions, special events, and the sale of merchandise.

NOTE 02 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Cash and Cash Equivalents

Habitat for Humanity considers all highly liquid investments with maturities of three months or less when acquired to be cash equivalents. At June 30, 2022 and 2021, management believes that the carrying amount of cash equivalents approximates fair value because of the short maturity of these financial instruments.

Land, Buildings, and Equipment

Land, buildings, and equipment are recorded at cost if purchased or at fair value at the date of donation. Property and equipment are capitalized if the cost of an asset is greater than or equal to \$500 and the useful life is greater than one year.

Depreciation is provided using the straight-line method over the estimated useful lives of the related assets as follows:

Buildings	39 years
Office equipment	5-7 years
Vehicles	5 years

Deposits Held in Trust

Habitat holds escrow deposits for Homeowners as part of its lending activities. We utilize these funds to pay property taxes and homeowners insurance on behalf of Homeowners. Any residual amounts are refundable to the Homeowners.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for an operating reserve and board-designated endowment.

Net Assets with Donor Restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue when the assets are placed in service.

When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

<u>Fair Value of Financial Instruments</u>

Habitat's financial instruments consist of cash and cash equivalents, contributions and notes receivable, mortgages receivable and accounts payable and notes payable. Except for the mortgages receivable, these items are stated at cost, which approximates fair value. Mortgages receivable, which are issued without interest, are stated at their discounted, net realizable value. The discount rate used is determined by reference to general Money Market rates of interest by Habitat International and is used by all Habitat for Humanity affiliates to provide consistent reporting.

Income Taxes

We are exempt from income tax under Internal Revenue Code Section 501(c)(3) and from California income tax under California Revenue and Taxation code Section 23701d. We are classified as an Corporation that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code and qualifies for the charitable contribution deduction under Section 170(b)(1)(A).

In accordance with accounting standards, which provides accounting and disclosure guidance about uncertain tax positions taken by an Corporation, management believes that all of the positions taken by the Corporation in its federal and state income tax returns are more likely than not to be sustained upon examination. The Corporation files returns in the U.S. Federal jurisdiction and the State of California.

Donated Services and In-Kind Contributions

Volunteers contribute significant amounts of time to our program services, administration, and fundraising and development activities; however, the financial statements do not reflect the value of these contributed services because they do not meet recognition criteria prescribed by Generally Accepted Accounting Principles. Contributed goods are recorded at fair value at the date of donation.

Revenues and Revenue Recognition

Revenue is recognized when earned. Program service fees and payments under cost-reimbursable contracts received in advance are deferred to the applicable period in which the related services are performed, or expenditures are incurred, respectively. Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Management's Estimates

The preparation of financial statements in conformity with Generally Accepted Accounting Principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of income and expenses during the reporting period. Actual results could differ from those estimates.

Subsequent Events

We have evaluated subsequent events through January 11, 2023, the date the financial statements were available to be issued.

On July 21, 2022, the board voted to close operations of the Redlands ReStore location effective October 21, 2022.

NOTE 03 - LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

	2022			2021		
Unrestricted cash and cash equivalents	\$	180,291	\$	351,174		
	\$	180,291	\$	351,174		

NOTE 04 - RESTRICTED CASH AND EQUIVALENTS

The following presents a break-down of restricted cash and cash equivalents as of June 30:

	2022			2021		
Homeowner escrows	\$	11,052	\$	12,406		
Total Restricted Cash and Equivalents	\$	11,052	\$	12,406		

NOTE 05 - INVENTORY

Habitat operates a ReStore which consists of donated items, such as building supplies, furniture, and appliances, and sells these items to the general public. Proceeds go to help fund the construction of Habitat homes within the community.

Items purchased for sale, and certain donations which are required by the donor to be included in inventory, are recorded at market value.

NOTE 06 - NOTE RECEIVABLE

There were notes receivables of \$- and \$3,959 as of June 30, 2022 and 2021, respectively. This note was made to a homeowner for repairs done in 2010, there are no set repayment terms and bears no interest. At June 30, 2022, the note has been paid in full.

NOTE 07 - MORTGAGES RECEIVABLE

When home construction is completed, title to the property is transferred to the homeowner family. Habitat finances the sale by taking a first mortgage secured by the home. These notes are payable in monthly installments over twenty to twenty-five years without interest. A discount is recorded at the time of the sale to reflect interest on the loan imputed at market interest rates. Discounts are amortized over the term of the loan.

No allowance for doubtful accounts has been established as management feels all mortgages are fully collectible.

Mortgages receivable are summarized below:

	2022	2021
Mortgages	\$ 2,742,097	\$ 2,859,677
Less: Principal reductions & silent seconds Less: Mortgage discounts	 (1,075,088) (896,319)	(1,100,070) (780,739)
Net Realizable Value	\$ 770,690	\$ 978,868

NOTE 08 - NOTES AND LOANS PAYABLE

A summary of our debt activity is presented below:

	2022	2021
SBA Disaster Loan	150,000	150,000
Pacific Premier Bank Mortgage Security Loan	715,325	768,441
	865,325	918,441
Less: Current portion	(49,601)	(57,067)
Unamortized discounts	(149,480)	(197,404)
	\$ 666,244 \$	663,970

Pacific Premier Bank Mortgage Security Loan

On August 2018, we obtained a loan from Pacific Premier Bank collateralized by receivables from Homeowners. The loan is non-interest bearing and matures November 2045. This note has been discounted to its net present value, based upon a discount rate of 3%. The discount on the loan is being amortized using the straight-line method over the life of the loan.

SBA Disaster Loan

Habitat received an SBA Disaster Loan in the amount of \$150,000. The loan carries an interest rate of 2.75% per annum. Monthly payments of principal and interest have been deferred by the SBA through May 29, 2022. The loan matures July 2051, at which point all outstanding principal and interest are due.

Future maturities of principal on notes and loans payable are as follows:

As of June 30,	
2023	\$ 49,601
2024	49,601
2025	49,601
2026	49,601
2027	47,966
Thereafter	618,955
	\$ 865,325

NOTE 09 - COMMITMENTS AND CONTINGENCIES

Operating Leases

The Corporation has various operating Habitat for Humanity, San Bernardino Area, Inc., leases in effect during the current period. The terms of the agreements are effective through March 2025; after the lease period, certain leases will become month-to-month. The lease expense for the years end June 30, 2022 and 2021, was \$225,047 and \$218,263, respectively.

Future minimum lease payments are as follows for the years ended June 30:

2023	\$	114,035
2024		23,472
2025		2,652
2026		-
2027		
		440450
	<u>\$</u>	140,159

Construction Contracts

During the normal course of business, the Corporation is engaged in various construction contracts for the construction of various properties owned by the Corporation.

NOTE 10 - BUSINESS CONCENTRATIONS AND RISKS

Deposits Held in Financial Institutions

The Corporation maintains its cash balances in three financial institutions. The standard insurance amount is \$250,000 per depositor, per insured bank, for each account ownership category. These balances may at times exceed the insured limits. As of June 30, 2021, the Corporation had no amounts above the federally insured limits.

NOTE 11 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were comprised of the following as of June 30:

	2022	2021
Brush with Kindness	\$ 13,852	\$ 40,047
	\$ 13,852	\$ 40,047

Brush with Kindness - These funds are restricted for use on some salaries and Brush with Kindness activities, repainting low-income families and landscaping.