

**Habitat For Humanity Greater San
Francisco, Inc.**

Financial Statements

June 30, 2018
(With Comparative Totals for 2017)



TABLE OF CONTENTS

	<u>Page No.</u>
Independent Auditor's Report	1 - 2
Statement of Financial Position	3 - 4
Statement of Activities	5
Statement of Functional Expenses	6
Statement of Cash Flows	7 - 8
Notes to Financial Statements	9 - 26



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Habitat For Humanity Greater San Francisco, Inc.
San Francisco, California

We have audited the accompanying financial statements of Habitat For Humanity Greater San Francisco, Inc. (a California nonprofit corporation) (the "Organization"), which comprise the statement of financial position as of June 30, 2018, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Habitat For Humanity Greater San Francisco, Inc. as of June 30, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Habitat For Humanity Greater San Francisco, Inc.'s 2017 financial statements, and our report dated November 8, 2017 expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Armanino LLP

Armanino^{LLP}
San Jose, California

November 27, 2018

Habitat For Humanity Greater San Francisco, Inc.
Statement of Financial Position
June 30, 2018
(With Comparative Totals for 2017)

	2018	2017
ASSETS		
Current assets		
Cash and cash equivalents	\$ 7,511,568	\$ 6,915,468
Accounts receivable	147,916	453,827
Impound receivable	10,207	12,702
Current portion of mortgage notes receivables, net	1,169,100	1,075,542
Current portion of pledges receivable	1,117,947	708,573
Inventory of homes	2,062,163	1,631,611
Prepaid and other current assets	82,866	51,689
Total current assets	12,101,767	10,849,412
Property and equipment, net	257,285	348,195
Noncurrent assets		
Restricted cash	312,294	1,058,483
Mortgage notes receivable, net of unamortized discount	9,644,384	7,683,403
Grants receivable	67,500	1,009,000
Pledges receivable, net of current portion	517,761	922,829
Construction in progress	6,146,962	9,401,599
Deposits	87,110	95,619
Intangibles, net	19,018	58,632
NMTC Investment - 1, HFHI-SA Leverage VI, LLC	-	7,113,970
NMTC Investment - 2, HFHGSF Leverage Lender, LLC	8,712,803	8,575,030
Total noncurrent assets	25,507,832	35,918,565
Total assets	\$ 37,866,884	\$ 47,116,172

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Statement of Financial Position
June 30, 2018
(With Comparative Totals for 2017)

	2018	2017
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable, operating	\$ 300,117	\$ 232,792
Accounts payable, construction	-	15,143
Accounts payable, ReStore	67,189	661
Accrued liabilities	150,995	194,189
Accrued interest	13,205	18,347
Unearned revenue	-	16,000
Accrued salaries and wages	13,809	-
Current portion of notes payable	43,680	40,318
Impound liability	895	1,871
Total current liabilities	589,890	519,321
Long-term liabilities		
Notes payable, net of current portion	628,519	668,632
Refundable advances	1,334,000	2,561,438
Loan payable, NMTC financing - 1	-	8,288,725
Loan payable, NMTC financing - 2	10,239,356	10,228,593
Deferred lease obligation	107,995	126,454
Total long-term liabilities	12,309,870	21,873,842
Total liabilities	12,899,760	22,393,163
Net assets		
Unrestricted	22,373,822	22,067,892
Temporarily restricted	2,593,302	2,655,117
Total net assets	24,967,124	24,723,009
 Total liabilities and net assets	 \$ 37,866,884	 \$ 47,116,172

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Statement of Activities
For the Year Ended June 30, 2018
(With Comparative Totals for 2017)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2018 Total</u>	<u>2017 Total</u>
Support and revenue				
Support				
Contributions	\$ 1,641,173	\$ 1,653,957	\$ 3,295,130	\$ 3,208,322
Special events, net	615,712	-	615,712	379,666
Grants	238,696	-	238,696	217,276
Donated services	162,749	-	162,749	241,742
Donated materials	-	25,459	25,459	119,739
Donated land	-	1,900,000	1,900,000	-
Total support	<u>2,658,330</u>	<u>3,579,416</u>	<u>6,237,746</u>	<u>4,166,745</u>
ReStore revenue	1,704,387	-	1,704,387	1,546,189
Mortgage discount amortization	1,475,576	-	1,475,576	916,125
Sale of homes	6,659,693	-	6,659,693	10,890,288
NMTC investment income	216,204	-	216,204	398,939
Gain on cancellation of NMTC financing	1,225,305	-	1,225,305	-
Other income	63,379	-	63,379	18,000
Net assets released from restriction	<u>3,641,231</u>	<u>(3,641,231)</u>	<u>-</u>	<u>-</u>
Total	<u>14,985,775</u>	<u>(3,641,231)</u>	<u>11,344,544</u>	<u>13,769,541</u>
	<u>17,644,105</u>	<u>(61,815)</u>	<u>17,582,290</u>	<u>17,936,286</u>
Functional expenses				
Program services				
Housing Development	11,047,737	-	11,047,737	13,710,419
Homeowner Dev., Volunteers, NR	1,357,202	-	1,357,202	1,943,062
ReStore	<u>1,542,279</u>	<u>-</u>	<u>1,542,279</u>	<u>1,439,546</u>
Total program services	<u>13,947,218</u>	<u>-</u>	<u>13,947,218</u>	<u>17,093,027</u>
Support services				
General and administrative	1,939,563	-	1,939,563	1,618,707
Fundraising	<u>1,451,394</u>	<u>-</u>	<u>1,451,394</u>	<u>1,377,526</u>
Total support services	<u>3,390,957</u>	<u>-</u>	<u>3,390,957</u>	<u>2,996,233</u>
Total functional expenses	<u>17,338,175</u>	<u>-</u>	<u>17,338,175</u>	<u>20,089,260</u>
Change in net assets	305,930	(61,815)	244,115	(2,152,974)
Net assets, beginning of year	<u>22,067,892</u>	<u>2,655,117</u>	<u>24,723,009</u>	<u>26,875,983</u>
Net assets, end of year	<u>\$ 22,373,822</u>	<u>\$ 2,593,302</u>	<u>\$ 24,967,124</u>	<u>\$ 24,723,009</u>

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Statement of Functional Expenses
For the Year Ended June 30, 2018
(With Comparative Totals for 2017)

	<u>Housing Development</u>	<u>Homeowner Dev., Volunteers, NR</u>	<u>ReStore</u>	<u>Total Program Services</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total Support Services</u>	<u>2018 Total</u>	<u>2017 Total</u>
Expenses									
Direct housing expenses									
Cost of sales - homes	\$ 6,959,894	\$ -	\$ -	\$ 6,959,894	\$ -	\$ -	\$ -	\$ 6,959,894	\$ 10,782,000
Total direct housing expenses	<u>6,959,894</u>	<u>-</u>	<u>-</u>	<u>6,959,894</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>6,959,894</u>	<u>10,782,000</u>
Salaries and benefits									
Salaries and wages	705,380	576,259	721,941	2,003,580	533,607	828,010	1,361,617	3,365,197	3,533,453
Employee benefits	20,272	103,637	75,132	199,041	8,798	95,835	104,633	303,674	317,431
Payroll taxes	54,115	46,069	62,976	163,160	37,709	54,432	92,141	255,301	287,459
Stipend - Vista/AmeriCorp	-	46,999	3,023	50,022	3,700	22,512	26,212	76,234	83,270
Workers' compensation insurance	43,641	8,006	29,205	80,852	4,535	7,236	11,771	92,623	51,958
Total salaries and benefits	<u>823,408</u>	<u>780,970</u>	<u>892,277</u>	<u>2,496,655</u>	<u>588,349</u>	<u>1,008,025</u>	<u>1,596,374</u>	<u>4,093,029</u>	<u>4,273,571</u>
Total expenses	7,783,302	780,970	892,277	9,456,549	588,349	1,008,025	1,596,374	11,052,923	15,055,571
Professional services	6,231	95,551	21,417	123,199	573,181	113,617	686,798	809,997	542,876
Rent	91,195	90,241	453,009	634,445	73,983	73,983	147,966	782,411	742,273
Donated services and goods	15,051	150	-	15,201	35,755	-	35,755	50,956	72,102
Promotions and supplies	876	32,392	2,010	35,278	9,367	50,017	59,384	94,662	116,402
Interest	131,413	-	-	131,413	50,145	-	50,145	181,558	198,908
NMTC annual fees	-	-	-	-	101,317	-	101,317	101,317	172,629
Tithe	132,012	-	-	132,012	-	-	-	132,012	159,000
Communications	18,261	43,750	27,938	89,949	42,061	33,746	75,807	165,756	126,659
Office expenses	3,826	3,979	56,386	64,191	45,357	2,261	47,618	111,809	109,493
Postage and printing	698	8,746	-	9,444	20,531	91,430	111,961	121,405	109,275
Depreciation	-	-	-	-	90,899	-	90,899	90,899	116,173
Amortization	-	-	-	-	39,614	-	39,614	39,614	56,964
Bad debt	-	-	-	-	122,664	-	122,664	122,664	2,500
Taxes and licenses	-	-	-	-	6,942	-	6,942	6,942	360
Travel and training	5,031	21,345	1,412	27,788	74,738	21,690	96,428	124,216	90,511
Neighborhood revitalization project expense	-	237,812	-	237,812	-	-	-	237,812	170,910
Computer software/hardware	4,202	18,609	7,740	30,551	19,678	16,417	36,095	66,646	76,083
Bank fees	2,161	178	31,839	34,178	7,635	22,804	30,439	64,617	55,812
Insurance	19,519	19,788	-	39,307	19,431	16,268	35,699	75,006	74,053
Employee engagement	112	2,632	-	2,744	10,268	202	10,470	13,214	14,156
Equipment rental and maintenance	6,045	1,059	22,125	29,229	5,702	934	6,636	35,865	15,513
Miscellaneous construction	155,010	-	-	155,010	-	-	-	155,010	198,353
Discount on mortgage issued	2,672,792	-	-	2,672,792	-	-	-	2,672,792	1,798,277
Marketing	-	-	26,126	26,126	-	-	-	26,126	14,407
Other expenses	-	-	-	-	1,946	-	1,946	1,946	-
	<u>\$ 11,047,737</u>	<u>\$ 1,357,202</u>	<u>\$ 1,542,279</u>	<u>\$ 13,947,218</u>	<u>\$ 1,939,563</u>	<u>\$ 1,451,394</u>	<u>\$ 3,390,957</u>	<u>\$ 17,338,175</u>	<u>\$ 20,089,260</u>

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Statement of Cash Flows
For the Year Ended June 30, 2018
(With Comparative Totals for 2017)

	2018	2017
Cash flows from operating activities		
Change in net assets	\$ 244,115	\$ (2,152,974)
Adjustments to reconcile changes in net assets to net cash provided by operating activities		
Depreciation and amortization	130,513	173,137
Loss on disposal of fixed assets	11	-
Sales of homes recognized through issuance of mortgage notes	(4,520,300)	(3,096,000)
Amortization of mortgage notes receivable discount	(1,475,576)	(916,125)
Discount on mortgages issued	2,672,792	1,798,277
Amortization of notes payable discount	50,145	8,014
Amortization of debt issuance costs	46,155	15,635
Gain on cancellation of NMTC financing	(1,225,305)	-
Changes in operating assets and liabilities		
Accounts and impound receivable	305,911	(442,734)
Grants and pledges receivable	937,194	1,267,392
Impounds receivable	2,495	(478)
Inventory of homes	(351,946)	(583,946)
Construction in progress	3,254,637	7,312,202
Prepaid expenses and deposits	(31,177)	(13,471)
Deposits	8,509	7,214
Restricted cash	746,189	(122,007)
Accounts payable	118,710	(226,503)
Accrued expenses and other liabilities	(69,962)	(82,677)
Net cash provided by operating activities	843,110	2,944,956
Cash flows from investing activities		
Purchase of property and equipment	-	(44,754)
Payments received on mortgage notes receivable	1,189,939	1,028,097
Investment in new markets tax credit venture	(126,605)	(256,694)
Net cash provided by investing activities	1,063,334	726,649
Cash flows from financing activities		
Proceeds on line of credit	-	1,510,290
Payments on line of credit	-	(1,510,290)
Proceeds from refundable advances	809,000	-
Refundable advances converted to home sale revenue	(2,036,438)	(780,000)
Payments on notes payable	(82,906)	(41,341)
Proceeds from notes payable	-	500,000
Net cash used in financing activities	(1,310,344)	(321,341)
Net increase in cash and cash equivalents	596,100	3,350,264
Cash and cash equivalents, beginning of year	6,915,468	3,565,204
Cash and cash equivalents, end of year	\$ 7,511,568	\$ 6,915,468
Supplemental disclosure of cash flow information		
Cash paid during the year for interest	\$ 90,400	\$ 183,273

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Statement of Cash Flows
For the Year Ended June 30, 2018
(With Comparative Totals for 2017)

	<u>2018</u>	<u>2017</u>
Supplemental schedule of noncash investing and financing activities		
Inventory of homes acquired through cancellation of mortgage notes	\$ 78,606	\$ 413,845
Cancellation of NMTC financing	\$ 8,328,107	\$ -

The accompanying notes are an integral part of these financial statements.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

1. ORGANIZATION

Habitat for Humanity Greater San Francisco, Inc., (the "Organization"), is a nonprofit public benefit corporation incorporated in California in 1988 (originally as Peninsula Habitat for Humanity). Effective August 1, 2008, Habitat for Humanity San Francisco merged into Peninsula Habitat for Humanity and the combined entities were renamed Habitat for Humanity Greater San Francisco, Inc. The new Organization serves San Francisco, San Mateo, and Marin Counties. The Organization is affiliated with Habitat for Humanity International, Inc.

The Organization partners with working families and the community to develop affordable homes for first-time home ownership. The Organization builds homes by engaging volunteers to work alongside carefully selected candidate families. Nearly 90% of the construction labor is done by volunteers and the qualified families selected. The candidate families invest approximately 500 hours of "sweat equity" in the home in lieu of a down payment. The Organization provides financing for the homes at zero percent interest.

The following is a brief description of the Organization's program services:

Housing development

- *Land acquisition* - Fosters relationships with Marin, San Francisco and San Mateo Counties and their municipalities; locates and acquires land for home construction; obtains funding from multiple affordable housing sources.
- *Construction* - Builds and rehabilitates homes; trains, organizes and supervises on-site volunteers.
- *Tithe* - Contributes a portion of undesignated donated funds annually to Habitat for Humanity International, Inc. for the construction of homes outside the United States.

Programs

- *Homeowner development* - Selects, qualifies, and mentors candidate families, and provides them financial and home ownership education; manages long-term homeowner relationships.
- *Volunteer services* - Recruits, trains, schedules, and supports volunteers for work at the construction sites, NR projects, in the office, and on committees.
- *Neighborhood revitalization (NR)* - Habitat Greater San Francisco's Neighborhood Revitalization program aims to extend the work of Habitat for Humanity into the neighborhoods where we build – beautifying parks and gardens, renovating community assets like schools and community centers and delivering critical home repairs to improve the health, safety and well-being of residents in our two focus neighborhoods: the Bayview and East Palo Alto.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

1. ORGANIZATION (continued)

Programs (continued)

- *ReStore* - In September 2012, the Organization opened its first ReStore. Habitat for Humanity Greater San Francisco ReStore is a volunteer-driven home improvement resale outlet that accepts and resells new and gently used building materials, appliances and furniture to the public at a fraction of their retail price. The ReStore keeps materials out of landfills through reuse. Funds raised help build homes for families in need in San Francisco, Marin, and on the Peninsula.

New Markets Tax Credit Financing

In July 2010, the Organization invested in a New Markets Tax Credit (NMTC) financing joint venture, HFHI-SA Leverage VI, LLC, along with three other Habitat affiliates, to take advantage of tax credit equity financing (see Notes 9, 13, 21).

In December 2011, the Organization invested in its second New Markets Tax Credit (NMTC) financing venture, HFHGSF Leverage Lender, LLC, as the sole Habitat affiliate, to take advantage of tax credit equity financing (see Notes 10, 13, 21).

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting and financial statement presentation

The Organization's financial statements are presented in accordance with accounting principles generally accepted in the United States of America on an accrual basis. Consequently, revenues and gains are recognized when earned, and expenses and losses are recognized when incurred.

The Organization follows standards of accounting and financial reporting for voluntary health and welfare organizations as prescribed by the American Institute of Certified Public Accountants, reporting its financial position and operating activities in three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

- *Unrestricted net assets* - include those assets over which the Board of Directors has discretionary control in carrying out the operations of the Organization.
- *Temporarily restricted net assets* - include those assets which are subject to donor restriction and for which the applicable restriction was not met as of the year end of the current reporting period.
- *Permanently restricted net assets* - include those assets which are subject to a non-expiring donor restriction, such as endowments. The Organization does not have any permanently restricted net assets.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Cash and cash equivalents

Cash and cash equivalents include highly liquid investments and investments with a maturity of three months or less, and exclude donor restricted receipts and amounts designated for long-term purposes.

The Organization maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. Management believes it is not exposed to any significant risk on cash accounts.

Restricted cash

Restricted cash is comprised of the following:

- *Restricted cash - New Market Tax Credit Investment Housing Funds* - New Market Tax Credit restricted cash are funds set aside to cover transaction and management fees. The balance of the New Market Tax Credit Investment Housing Funds totaled \$283,346 and \$1,028,566 as of June 30, 2018 and 2017, respectively.
- *Restricted cash - homeowners impound funds* - The Organization services the mortgages on the homes it sells. Included in restricted cash are amounts received for insurance and property taxes on such homes. The Organization records a related liability as an offset to these impound amounts. The balance of the homeowners impound funds totaled \$895 and \$1,869 as of June 30, 2018 and 2017, respectively.
- *Restricted cash - construction in progress performance deposit* - In lieu of posting a performance bond on active construction projects, the Organization pledges a certificate of deposit. The money is released once the project is completed. The balance of the construction in progress performance deposit totaled \$28,053 and \$28,048 as of June 30, 2018 and 2017, respectively.

Mortgage notes receivable

The Organization records home sales mortgages at the gross amount of payments to be received over the lives of the mortgages. These mortgage payments do not include interest and, accordingly, the notes have been discounted at various interest rates using the effective interest method over the lives of the mortgages and reported net of amortized cost. Management does not believe an allowance for doubtful accounts is necessary because the deed restrictions give them a right of first refusal.

Grants, donations and pledges receivables

The Organization considers all grants, donations and pledges receivable to be fully collectible; accordingly, no allowance for doubtful accounts is considered necessary.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Inventory of homes

The Organization classifies as inventory the following: completed new construction homes; homes purchased under the NR program in which rehabilitation is substantially complete; and Habitat built homes that are bought back from the homeowner (resale homes). Completed new construction homes and NR homes are stated at the lower of cost or market using the specific identification method. Habitat resale homes are stated at buy back cost (the original sales price plus appreciation).

Construction in progress

Construction in progress is stated at the lower of cost or market using the specific identification method. Construction in progress consists of new home building projects under construction, NR homes undergoing rehabilitation, and pre-development costs of future projects (see Note 8).

Property and equipment

Furniture, equipment, leasehold improvements, and vehicles are carried at cost or, if donated, at the approximate fair value at the date of donation. The Organization capitalizes all acquisitions of property and equipment in excess of \$3,000. Depreciation is provided on a straight-line basis over the estimated useful lives of the respective assets, which range from three to seven years.

Impairment of long-lived assets

The Organization reviews property and equipment for impairment whenever events or changes in circumstances indicate that the carrying value of the property and equipment may not be recoverable. Recoverability is measured by a comparison of the carrying amount of the asset to future net cash flows, undiscounted and without interest, expected to be generated by the asset. If assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the asset exceeds the fair value of the asset. For the years ended June 30, 2018 and 2017, there were no events or changes in circumstances indicating that the carrying amount of the property and equipment may not be recoverable.

Contributions

Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted depending on the nature of donor restrictions and depending on whether the restrictions are met in the current fiscal period. As of June 30, 2018 and 2017, there were no permanently restricted contributions.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Expense allocation

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited based on a time study analysis and other reasonable methods.

Advertising

The Organization's policy is to expense advertising costs as the costs are incurred. Advertising expenses (included as a component of the "Marketing" and "Promotions, Supplies" in the accompanying statement of functional expenses) for the years ended June 30, 2018 and 2017, were \$31,800 and \$14,960, respectively.

Use of estimates

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

Income taxes

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2). The Organization is also exempt from state income tax under Section 23701(d) of the California Revenue and Taxation Code.

Generally accepted accounting principles provide accounting and disclosure guidance about positions taken by an organization in its tax returns that might be uncertain. Management has considered its tax positions and believes that all of the positions taken by the Organization in its federal and state exempt organization tax returns are more likely than not to be sustained upon examination.

The Organization's federal returns for the fiscal years ended June 30, 2017, 2016 and 2015 could be subject to examination by federal taxing authorities, generally for three years after they are filed. The Organization's state returns for the fiscal years ended June 30, 2017, 2016, 2015 and 2014 could be subject to examination by state taxing authorities, generally for four years after they are filed.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Comparative financial statements

The financial statements include certain prior-year summarized comparative information in total but not by net asset class or functional expense categories. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

3. MORTGAGE NOTES RECEIVABLE

As of June 30, 2018, the Organization holds 134 mortgage notes receivable, totaling \$18,997,971 at gross value with maturities of 1 to 40 years. The notes are non-interest bearing mortgages, payable in equal monthly installments, and are secured by deeds of trust on the properties. According to an agreement with Habitat for Humanity International, Inc., the collections on these notes receivable are to be used to construct additional homes. The notes have been discounted at various interest rates ranging from 6% to 10% using the effective interest method over the lives of the mortgages. Mortgages are reported net of amortized cost.

Principal payments due on mortgage notes receivable are as follows:

<u>Year Ending June 30,</u>	
2019	\$ 1,169,100
2020	1,143,396
2021	1,094,178
2022	1,059,559
2023	1,035,769
Thereafter	<u>13,495,969</u>
	18,997,971
Less unamortized discount	<u>(8,184,487)</u>
Net present value of mortgages	10,813,484
Less current portion	<u>(1,169,100)</u>
	<u><u>\$ 9,644,384</u></u>

During the year ended June 30, 2018, the Organization reacquired one home partially in exchange for the cancellation of the outstanding balance on the related mortgage note receivable.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

4. GRANTS RECEIVABLE

Grants receivable consist of the following:

	2018	2017
Department of Housing and Community Development (CalHome Grant) - various projects	\$ -	\$ 960,000
Affordable Housing Program - Habitat Terrace Project (Capital Avenue)	-	19,000
Other Non-Government Grants - various projects	67,500	30,000
	\$ 67,500	\$ 1,009,000

5. PLEDGES RECEIVABLE

Pledges receivable consist of the following:

	2018	2017
Receivable in less than one year	\$ 1,117,947	\$ 708,573
Receivable in one to five years	553,804	990,635
	1,671,751	1,699,208
Less discounts to net present value	(36,043)	(67,806)
	1,635,708	1,631,402
Less current portion	(1,117,947)	(708,573)
	\$ 517,761	\$ 922,829

6. INVENTORY OF HOMES

Inventory of homes consist of the following:

	2018	2017
Habitat resale homes	\$ 2,062,163	\$ 1,631,611

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

7. PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	2018	2017
Furniture and equipment	\$ 234,505	\$ 234,505
Vehicles	152,431	152,441
Leasehold improvements	380,352	380,353
	767,288	767,299
Accumulated depreciation	(510,003)	(419,104)
	\$ 257,285	\$ 348,195

Depreciation expense for the year ended June 30, 2018 and 2017, was \$90,899 and \$116,173, respectively.

8. CONSTRUCTION IN PROGRESS

Construction in progress consist of the following:

	2018	2017
New construction		
San Francisco: Capital Ave. (2 homes sold in current year)	\$ -	\$ 864,189
Novato: Mt. Burdell Place (10 homes sold in current year)	-	5,823,286
Redwood City: Jefferson Ave. (20 homes)	2,717,602	2,332,295
	2,717,602	9,019,770
Pre-development		
North Bay development	31,865	-
San Francisco: Hunter's View (30 homes estimated)	407,080	357,055
San Francisco: Amber Dr. (6 homes estimated)	2,118,988	110
Daly City: Geneva (6 homes estimated)	871,427	24,664
	3,429,360	381,829
	\$ 6,146,962	\$ 9,401,599

During 2018, the Organization received a donation of land in the amount of \$1,900,000 that is included in the value of the Amber Drive pre-development construction in progress.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

9. NMTC INVESTMENT - 1, HFHI-SA LEVERAGE VI, LLC

In July 2010, the Organization invested, along with three other Habitat affiliates, in a joint venture (HFHI-SA Leverage VI, LLC) to take advantage of New Markets 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. The Organization invested a combination of cash and construction in progress totaling \$6,381,480 for a 33.9% ownership stake and securing a loan in the amount of \$8,328,107 payable to Clearinghouse NMTC (Sub 21), LLC (a community development entity). The net proceeds resulting from the joint venture totaled \$1,646,171 and was used solely for the purpose of constructing and selling qualified housing properties to low-income residents.

In August 2017, HFHI-SA Leverage VI, LLC purchased the ownership interest of the investment as a result of the exercise of the put option on the related loan (see Note 13).

The investment was accounted for using the equity method and the carrying amount of the investment is increased for the Organization's proportionate share of the joint venture's earnings and decreased for the Organization's proportionate share of the joint venture's losses and distributions.

The balance of the investment in HFHI-SA Leverage VI, LLC is as follows:

	2018	2017
Balance, beginning of year	\$ 7,113,970	\$ 6,995,049
Share of income	1,225,305	182,735
Distributions received	-	(63,814)
Capital withdrawal	(8,339,275)	-
Balance, end of year	\$ -	\$ 7,113,970

10. NMTC INVESTMENT - 2, HFHGSF LEVERAGE LENDER, LLC

In December 2011, the Organization entered into its second NMTC financing venture, investing in a sole venture (HFHGSF Leverage Lender, LLC). The Organization contributed a combination of cash, construction in progress, and NR inventory homes totaling \$7,922,319 for a 100% ownership stake and securing a loan in the amount of \$10,330,844 payable to Northern California Community Loan Fund NMTC Sub-CDE V, LLC (a community development entity). The net proceeds resulting from the venture totaled \$1,207,165 and are to be used solely for the purpose of constructing and selling qualified housing properties to low-income residents.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

10. NMTC INVESTMENT - 2, HFHGSF LEVERAGE LENDER, LLC (continued)

The balance of the investment in HFHGSF Leverage Lender, LLC is as follows:

	2018	2017
Balance, beginning of year	\$ 8,575,030	\$ 8,437,257
Share of income	216,204	216,204
Distributions received	(78,431)	(78,431)
Balance, end of year	\$ 8,712,803	\$ 8,575,030

11. INTANGIBLE ASSETS

The Organization incurred costs for qualified active low-income business guarantor fees related to its NMTC financing to be amortized over 7 years.

Intangible assets consist of the following:

	2018	2017
Qualified active low income community business (QALICB) guarantor fees	\$ 266,259	\$ 398,744
Accumulated amortization	(247,241)	(340,112)
	\$ 19,018	\$ 58,632

Amortization expense for the year ended June 30, 2018 and 2017 was \$39,614. Future amortization expense is expected to be \$19,018 for the year ending June 30, 2019.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

12. NOTES PAYABLE

Notes payable are detailed as follows:

	2018		2017
Payable to the County of San Mateo - Home Program federal funds used for site construction costs of two housing units, secured by individual deeds of trust on property located in Brisbane, CA, due in semi-annual non-interest bearing payments of \$698 through June 2037.	\$ 26,050	\$	28,142
Payable to the County of San Mateo - Home Program federal funds used for site construction costs of five housing units, secured by individual deeds of trust on property located in Brisbane, CA, due in semi-annual non-interest bearing payments of \$2,111 through June 2032.	57,771		64,105
Payable to the County of San Mateo - Home Program federal funds used for site construction of four housing units, secured by individual deeds of trust on property located in South San Francisco, CA, due in semi-annual non-interest bearing payments of \$7,261 through December 2025.	104,783		126,565
Payable to the County of San Mateo - CDBG Program federal funds used for the purchase of land and pre-development costs for 24 housing units, secured by individual deeds of trust on property located in East Palo Alto, due in semi-annual non-interest bearing payments of \$13,617 through November 2033.	28,722		69,572
Payable to Habitat for Humanity International, Inc. - 0% interest, federal funds used for housing construction costs, payable in 47 monthly installments of \$581.	20,928		27,900
Payable to the Housing Authority of the County of San Mateo, 0% interest, used for the purpose of acquiring the property located at Jefferson Avenue in Redwood City, secured by individual deeds of trust on the property. Should all requirements of the agreement be met, loan is to be forgiven in five equal, \$100,000, installments over the last 5 years of the term of the loan, from July 2042 to June 2047.	500,000		500,000

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

12. NOTES PAYABLE (continued)

	2018	2017
Payable to the Community Development Agency of the City of Menlo Park, 0% interest, used for the purchase of land for housing units in Menlo Park, CA, secured by deeds of trust on the units. Due in semi-annual installments of \$1,625 through December 2018.	1,625	6,500
	739,879	822,784
Less discount on notes payable	(67,680)	(113,834)
	672,199	708,950
Current portion	(43,680)	(40,318)
	\$ 628,519	\$ 668,632

The discount rates on the notes payable range from 7.5% to 8.4% based on an annual simple average using rates published by Habitat for Humanity International, Inc. Interest expense on the notes for the years ended June 30, 2018 and 2017 was \$20,843 and \$19,968, respectively.

The discounted principal payments due on the notes payable are as follows:

<u>Year Ending June 30,</u>		
2019	\$	43,680
2020		30,389
2021		15,176
2022		12,709
2023		13,742
Thereafter		556,503
	\$	672,199

13. LOANS PAYABLE

Loan Payable, NMTC Financing - 1

The Organization recorded a loan payable to Clearinghouse NMTC Sub 21, LLC (a NMTC community development entity) dated July 28, 2010 as part of the NMTC financing transaction. It is a 15-year loan bearing interest at 0.766% interest with semi-annual interest-only payments for 7 years from December 5, 2010 until December 5, 2017. Principal payments were scheduled to begin on December 5, 2017. The loan had a put option feature, defined in an option agreement between the joint venture's related parties that was exercised in August 2017 (see Note 21). Exercise of the option extinguished the Organization's outstanding debt balance of \$8,328,107 and resulted in a gain of \$1,225,305 for the year ended June 30, 2018.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

13. LOANS PAYABLE (continued)

The Organization incurred debt issuance costs totaling \$73,079 related to the closing of the loan, which was amortized over the 15-year note term. Unamortized debt issuance costs of \$39,382 are reported as a direct reduction of the loan for the year ended June 30, 2017.

Interest expense on the loan for the years ended June 30, 2018 and 2017 was \$45,409 and \$68,693, respectively. Interest expense includes \$39,382 and \$4,872 of amortization of the debt issuance costs for the years ended June 30, 2018 and 2017, respectively.

Loan Payable, NMTC Financing - 2

The Organization has a loan payable to Northern California Community Loan Fund NMTC Sub-CDE V, LLC (a NMTC community development entity) dated December 23, 2011 as part of the NMTC financing transaction. It is a 15-year loan bearing interest at 0.767% interest with semi-annual interest-only payments for 7 years from May 5, 2012 until May 5, 2019. Principal payments are scheduled to begin on May 5, 2019, due semi-annually to fully amortize the principal balance over the following 8 years. The loan is secured by substantially all the assets acquired by the Organization from the project loan proceeds. The loan has a put option feature defined by an option agreement between the related parties of the transaction that is expected to be exercised in 2019 that will effectively remove the liability from the Organization (see Note 21). The balance of the loan for each of the years ending June 30, 2018 and 2017, was \$10,330,844.

The Organization incurred debt issuance costs totaling \$161,449 related to the closing of the loan, which is being amortized over the 15-year note term. Unamortized debt issuance costs of \$91,488 and \$102,251 are reported as a direct reduction of the loan for the years ending June 30, 2018 and 2017, respectively.

Interest expense on the loan for the years ended June 30, 2018 and 2017 was \$89,994. Interest expense includes \$10,763 of amortization of the debt issuance costs for the years ended June 30, 2018 and 2017.

14. REFUNDABLE ADVANCES

The Organization receives funds from governmental agencies for the purpose of constructing homes, and ultimately lowering the mortgage of the prospective homeowners. There are no payments or interest due by the Organization. At the time of home sale, the loans are transferred to the buyers and forgiven over varying time periods. The Organization recognizes revenue from the sale of homes upon the transfer of their liabilities to the homeowners.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

14. REFUNDABLE ADVANCES (continued)

Refundable advances are detailed as follows:

	2018	2017
Department of Housing and Community Development (CalHome Program) - various projects	\$ 25,000	\$ 1,020,000
Housing Endowment and Regional Trust of San Mateo County (HEART): used for the acquisition of real property at 612 Jefferson Avenue, Redwood City, CA.	500,000	500,000
AHP Federal Home Loan Bank of San Francisco: used for the reduction of principal balance on 11 homeowner mortgages. A liability of \$19,000 will be transferred to each homeowner upon purchase	-	19,000
Marin Workforce Housing Trust: used for the development of 10 three-bedroom homes located in the City of Novato, CA (Mt. Burdell Place)	-	595,000
City of Novato: used for the development of 10 single family homes located in Novato, CA (Mt. Burdell Place), restricted for sale to first time low-income homebuyers	-	427,438
Daly City Housing Development - Geneva	809,000	-
	\$ 1,334,000	\$ 2,561,438

15. LINE OF CREDIT

In February 2014, the Organization entered into a revolving line of credit agreement with City National Bank. The line of credit is for a maximum amount of \$2,000,000, and is secured by the Organization's assets. The original term of the line was for twelve months from the effective date and is automatically renewed unless the Organization gives prior notice. Interest accrues monthly at an annual rate of 3.5%. Interest is due monthly on the fifteenth calendar day of the following month. Any unpaid interest will be added to principal amount due. As of June 30, 2018 and 2017, there was no outstanding balance due on the line of credit. In February 2018, the agreement was extended to February 1, 2019.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

16. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following:

	2018	2017
Growth campaign - time restriction	\$ 1,611,776	\$ 1,676,035
Low-income housing acquisition and construction	981,526	979,082
	\$ 2,593,302	\$ 2,655,117

Temporarily restricted net assets released from restriction during the year were as follows:

	2018	2017
Time restriction	\$ 565,460	\$ 517,902
Low-income housing acquisition and construction	2,971,153	827,744
Homeowner development and neighborhood revitalization	104,618	134,730
	\$ 3,641,231	\$ 1,480,376

17. SALE OF HOMES

During the fiscal year ending June 30, 2018 the Organization sold 12 new construction homes, comprised of 10 Habitat homes and 2 below market rate homes. The loss from the sale of these homes totaled \$300,201 and is comprised of revenue from sale of homes of \$6,659,693 less cost of homes sold of \$6,959,894. During the fiscal year ending June 30, 2017 there was a total gain of \$108,288 from sales of 26 new construction homes.

18. SPECIAL EVENT REVENUE, NET

Special events revenue is presented on the statement of activities net of event related expense. For the years ended June 30, 2018 and 2017, revenue from special events was \$796,742 and \$524,132 and the related expense was \$181,030 and \$144,466, respectively.

19. DONATED MATERIALS AND SERVICES

Donated materials

The value of donated office supplies and construction materials for the years ended June 30, 2018 and 2017, was \$25,459 and \$119,739, respectively.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

19. DONATED MATERIALS AND SERVICES (continued)

Donated services

Donated services which require a specialized skill and which the Organization would have paid for if not donated, are recorded in the financial statements as in-kind contribution revenue at the estimated fair value at the time the services are rendered.

Donated services of a specialized or professional nature are as follows:

	2018	2017
Legal services	\$ 162,749	\$ 241,742
	\$ 162,749	\$ 241,742

The Organization also receives significant donated services of an unskilled nature, primarily volunteers who work on the construction and rehabilitation of homes, as well as in the office. During the years ended June 30, 2018 and 2017, volunteers donated approximately 34,322 and 127,853 hours, respectively, whose value management has estimated at \$754,323 and \$3,409,793, respectively.

20. RETIREMENT PLAN

The Organization has a 403(b) retirement plan in which the employer matches employee contributions up to 5% of gross salary. The plan covers all employees with one year of service or more and who are at least 21 years of age. Employer contributions to the employee accounts for the years ended June 30, 2018 and 2017, were \$95,441 and \$97,618, respectively.

21. RELATED PARTY TRANSACTIONS

HFHI Tithe

The Organization donates to Habitat for Humanity International, Inc. (HFHI) annually for the construction of homes outside of the United States, as determined by the Organization's Board of Directors. These funds are used to construct homes in economically depressed areas around the world. For the years ended June 30, 2018 and 2017, the amount contributed was \$132,012 and \$159,000, respectively and is included in housing development expense under program services in the Statement of Activities.

Insurance policy

The Organization has a blanket policy for auto, general and builder's risk insurance through Habitat for Humanity International, Inc. For the years ended June 30, 2018 and 2017, the insurance expense was \$75,006 and \$74,053, respectively.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

21. RELATED PARTY TRANSACTIONS (continued)

SHOP loans

The Organization has received a SHOP (Self-Help Ownership Program) loan from Habitat for Humanity International, Inc. The balance of the loan as of June 30, 2018 and 2017, was \$20,928.

New Markets Tax Credit Investment - 1

As a component of the NMTC financing transaction, the Organization recorded debt of \$8,328,107 (see Note 13) payable to Clearinghouse NMTC (Sub 21), LLC, a community development entity (CDE) and an affiliate of the joint venture. Simultaneous with these transactions, the LLC entered into an option agreement with U.S. Bancorp Community Development Corporation (USBCDC), the federal tax credit investor, who is the sole-member of Habitat California Investment Fund, LLC (the Fund), an affiliate of the joint venture, and the upstream effective owner of Clearinghouse NMTC (Sub 21), LLC. In August 2017, USBCDC exercised its put option which effectively extinguished the Organization's outstanding debt owed to the Fund. The Organization recognized income on the forgiveness of debt in an amount of \$1,225,305, the difference in the book value of the investment and the debt. The investment and debt have a balance of zero at June 30, 2018. All entities related to the joint venture including HFHI-SA LeverageVI, LLC were dissolved, ending the NMTC structured financing deal.

New Markets Tax Credit Investment - 2

As a component of the NMTC financing transaction, the Organization recorded debt of \$10,330,844 (see Note 13) payable to Northern California Community Loan Fund NMTC Sub-CDE, LLC, a community development entity (CDE) and an affiliate of the joint venture. Simultaneous with these transactions, the LLC entered into an option agreement with U.S. Bancorp Community Development Corporation (USBCDC), the federal tax credit investor, who is the sole-member of NCCLF NMTC V Investment Fund, LLC (the Fund), an affiliate of the joint venture, and the upstream effective owner of Northern California Community Loan Fund NMTC Sub-CDE, LLC. Under the terms of the option agreement, USBCDC is expected to place its ownership interest into the Fund during the six month put option period beginning December 31, 2018. Exercise of this option will effectively extinguish the Organization's outstanding debt owed to the Fund. The Organization will recognize income on the forgiveness of debt in an amount approximating the difference in the book value of the investment and the debt. The investment and debt will then have a balance of zero. All entities related to the joint venture including HFHGSF Leverage Lender, LLC will then be dissolved, ending the NMTC structured financing deal.

A requirement in NMTC financing transactions as generally set forth in IRC Section 45D, states that the Organization maintain a separate business such that the separate business will qualify as a qualified active low-income community business as defined in IRC Section 45D. The Organization has set up separate accounting books and records to comply with this requirement. Only the separate business assets of the Organization were pledged as security to the CDE.

Habitat For Humanity Greater San Francisco, Inc.
Notes to Financial Statements
June 30, 2018
(With Comparative Totals for 2017)

22. COMMITMENTS

Right of first purchase

Upon the acquisition of land granted to the Organization for construction, various agreements require the Organization to maintain the properties as affordable housing for a certain period of time. These affordability restrictions vary from 45 to 55 years. A right of first purchase is recorded at the time of sale giving the Organization the right to purchase the property should the homeowner decide to sell. The Organization resells purchased Habitat built homes to newly qualified families at an updated but below market value price, at which time the required affordability term continues.

Office lease

The Organization leases commercial office space in the city of San Francisco under a non-cancelable lease expiring in December 2021, and leases retail space under a non-cancelable lease for its ReStore in the city of San Carlos expiring in September 2019.

The scheduled minimum lease payments under the lease terms are as follows:

<u>Year Ending June 30,</u>	
2019	\$ 770,609
2020	444,761
2021	338,431
2022	<u>171,840</u>
	<u>\$ 1,725,641</u>

The rent expense for the years ended June 30, 2018 and 2017, was \$782,411 and \$742,273, respectively.

23. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through November 27, 2018, the date the financial statements were available to be issued. No subsequent events have occurred that would have a material impact on the presentation of the Organization's financial statements.