Habitat for Humanity of Hillsborough County Florida, Inc.

Audited Financial Statements

June 30, 2023 and 2022

Habitat for Humanity of Hillsborough County Florida, Inc.

Contents

Independent Auditors' Report

To the Board of Directors
Habitat for Humanity of Hillsborough County Florida, Inc.

Opinion
We have audited the accompanying financial statements of Habitat for Humanity of Hillsborough County Florida, Inc. (the "Organization"), which comprise the statements of financial position as of June 30, 2023 and 2022 and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion
We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 Habitat for Humanity of Hillsborough County Florida, Inc. 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 Habitat for Humanity of Hillsborough County Florida, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be 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 generally accepted auditing standards 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 generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- 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.
- 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 Habitat for Humanity of Hillsborough County Florida, Inc.'s internal control. Accordingly, no such opinion is expressed.
- 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.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Habitat for Humanity of Hillsborough County Florida, Inc.'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.

FRSCPA, PLLC

St. Petersburg, Florida
January 10, 2024

Habitat for Humanity
of Hillsborough County Florida, Inc.
Statements of Financial Position
June 30, 2023 and 2022

		2023		2022
ASSETS				
Cash and cash equivalents	**$**	**4,189,556**	$	4,371,678
Due from related party		**250,000**		347,655
Unconditional promise to give		**10,604**		12,587
Grants and contributons receivable		**222,565**		536,357
Other receivables		**42,957**		33,060
Inventory		**3,687,456**		2,431,151
Assets held in escrow		**243,560**		189,708
Mortgages receivable, net		**664,144**		445,868
Land held for development		**2,008,768**		2,624,267
Beneficial interest in assets held by foundation		**1,942,008**		2,824,734
Property and equipment, net		**1,318,012**		1,305,560
Investment in joint venture		**1,232,423**		1,246,278
Right of use assets, net				
Financing leases		**53,654**		-
Operating leases		**235,174**		-
Intangible assets		**66,970**		79,147
Other assets		**89,271**		68,023
Total assets	**$**	**16,257,122**	$	16,516,073
LIABILITIES AND NET ASSETS				
Liabilities:				
Accounts payable and accrued expenses	**$**	**713,543**	$	529,148
Deferred revenue		**312,629**		361,845
Escrow deposits		**243,560**		189,708
Agency payable		**48,450**		39,379
Lines of credit		**600,000**		600,000
Lease liabilities				
Financing leases		**57,982**		-
Operating leases		**242,491**		-
Notes payable		**2,966,006**		2,946,637
Total liabilities		**5,184,661**		4,666,717
Net assets				
Without donor restrictions		**10,922,588**		11,151,615
With donor restrictions		**149,873**		697,741
Total net assets		**11,072,461**		11,849,356
Total liabilities and net assets	**$**	**16,257,122**	$	16,516,073

The accompanying notes are an integral part of these financial statements

	Year ended June 30, 2023			
	Without Donor Restrictions	With Donor Restrictions	**2023**	2022
SUPPORT AND REVENUE				
Contributions				
Cash	**$ 1,345,379**	**$ 149,873**	**$ 1,495,252**	$ 8,495,297
Donated lots	**50,400**	**-**	**50,400**	146,701
In-kind	**701,620**	**-**	**701,620**	428,282
Transfers to homeowners	**3,776,384**	**-**	**3,776,384**	4,282,660
Sales - Habitat ReStore	**2,690,024**	**-**	**2,690,024**	2,677,650
Foundations and grants	**941,827**	**-**	**941,827**	2,759,845
Fundraising events	**80,823**	**-**	**80,823**	47,649
ERTC tax credits	**761,289**	**-**	**761,289**	-
Other	**136,298**	**-**	**136,298**	59,011
	10,484,044	**149,873**	**10,633,917**	18,897,095
Net assets released from restrictions	**697,741**	**(697,741)**	**-**	-
Total support and revenue	**11,181,785**	**(547,868)**	**10,633,917**	18,897,095
EXPENSES				
Program services				
Rehab/Construction	**6,277,094**	**-**	**6,277,094**	6,003,462
Homeowner services	**995,939**	**-**	**995,939**	680,261
Habitat ReStore	**2,595,847**	**-**	**2,595,847**	2,547,881
Supporting services				
Management and general	**1,075,159**	**-**	**1,075,159**	591,515
Fundraising	**438,081**	**-**	**438,081**	338,663
Total expenses	**11,382,120**	**-**	**11,382,120**	10,161,782
Change in Net Assets before Other Changes	**(200,335)**	**(547,868)**	**(748,203)**	8,735,313
Other changes - revenue (expense)				
Investment gain (loss)	**151,884**	**-**	**151,884**	(253,260)
Interest expense	**(87,429)**	**-**	**(87,429)**	(101,079)
Mortgage discount - net of amortizations	**(71,416)**	**-**	**(71,416)**	65,097
Loss on sale of mortgages	**(16,267)**	**-**	**(16,267)**	(315)
Total other changes	**(23,228)**	**-**	**(23,228)**	**(289,557)**
Change in net assets	**(223,563)**	**(547,868)**	**(771,431)**	8,445,756
Net assets, beginning of year	**11,151,615**	**697,741**	**11,849,356**	3,403,600
Change in accounting principal	**(5,464)**	**-**	**(5,464)**	-
Net assets, end of year	**$ 10,922,588**	**$ 149,873**	**$ 11,072,461**	$ 11,849,356

The accompanying notes are an integral part of these financial statements

Habitat for Humanity
of Hillsborough County Florida, Inc.
Statement of Activities
Year ended June 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE			
Contributions			
Cash	$ 8,082,745	$ 412,552	$ 8,495,297
Donated lots	-	146,701	146,701
In-kind	424,660	3,622	428,282
Transfers to homeowners	4,282,660	-	4,282,660
Sales - Habitat ReStore	2,677,650	-	2,677,650
Foundations and grants	2,684,845	75,000	2,759,845
Fundraising events	47,649	-	47,649
Other	59,011	-	59,011
	18,259,220	637,875	18,897,095
Net assets released from restrictions	131,796	(131,796)	-
Total support and revenue	18,391,016	506,079	18,897,095
EXPENSES			
Program services			
Rehab/Construction	6,003,462	-	6,003,462
Homeowner services	680,261	-	680,261
Habitat ReStore	2,547,881	-	2,547,881
Supporting services			
Management and general	591,515	-	591,515
Fundraising	338,663	-	338,663
Total expenses	10,161,782	-	10,161,782
Change in net assets before other changes	8,229,234	506,079	8,735,313
Other changes - revenue (expense)			
Investment gain	(253,260)	-	(253,260)
Interest expense	(101,079)	-	(101,079)
Mortgage discount	65,097	-	65,097
Gain on sale of mortgages	(315)	-	(315)
Total other changes	(289,557)	-	(289,557)
Change in net assets	7,939,677	506,079	8,445,756
Net assets, beginning of year	3,211,938	191,662	3,403,600
Net assets, end of year	$ 11,151,615	$ 697,741	$ 11,849,356

The accompanying notes are an integral part of these financial statements

Habitat for Humanity
of Hillsborough County Florida, Inc.
Statement of Functional Expenses
Year ended June 30, 2023 (with comparative totals for 2022)

	Program Services				Supporting Services				
	Rehab/ Construction	Homeowner Services	ReStore	Total Program Services	Fundraising	Management and General	Total Supporting Services	Total	2022 Summarized Totals
Personnel expenses	$ 1,212,971	$ 637,546	$ 1,671,820	$ 3,522,337	$ 255,859	$ 299,534	$ 555,393	$ 4,077,730	$ 3,374,024
Other expenses									
Admin and general	141,852	351,118	204,058	697,028	106,304	333,832	440,136	1,137,164	908,633
Cost of home/land sales	4,566,129	-	-	4,566,129	-	-	-	4,566,129	4,765,266
Facilities	27,163	4,066	424,863	456,092	4,231	101,468	105,699	561,791	509,702
Cost of Goods Sold - ReStore	-	-	218,869	218,869	-	-	-	218,869	174,889
Home rehabilitation	295,224	-	-	295,224	-	-	-	295,224	92,104
Special events	-	-	-	-	55,067	-	55,067	55,067	39,422
Other	11,629	982	36,286	48,897	13,560	284,917	298,477	347,374	190,438
Total expenses before other non-cash items	6,254,968	993,712	2,555,896	9,804,576	435,021	1,019,751	1,454,772	11,259,348	10,054,478
Depreciation	9,949	2,227	39,951	52,127	3,060	19,961	23,021	75,148	101,216
Amortization	12,177	-	-	12,177	-	35,447	35,447	47,624	6,088
Total expenses	$ 6,277,094	$ 995,939	$ 2,595,847	$ 9,868,880	$ 438,081	$ 1,075,159	$ 1,513,240	$ 11,382,120	$ 10,161,782

Habitat for Humanity
of Hillsborough County Florida, Inc.
Statement of Functional Expenses
Year ended June 30, 2022

	Program Services				Supporting Services			
	Rehab/ Construction	Homeowner Services	Habitat ReStore	Total Program Services	Fundraising	Management and General	Total Supporting Services	Total
Personnel expenses	$ 1,001,906	$ 435,807	$ 1,586,682	$ 3,024,395	$ 178,410	$ 171,219	$ 349,629	$ 3,374,024
Other expenses								
Admin and general	95,556	238,378	233,325	567,259	103,380	237,994	341,374	908,633
Cost of home/land sales	4,765,266	-	-	4,765,266	-	-	-	4,765,266
Facilities	23,491	2,930	409,318	435,739	6,862	67,101	73,963	509,702
Cost of Goods Sold - ReStore	-	-	174,889	174,889	-	-	-	174,889
Home rehabilitation	92,104	-	-	92,104	-	-	-	92,104
Special events	-	-	-	-	39,422	-	39,422	39,422
Other	5,893	1,519	80,990	88,402	9,411	92,625	102,036	190,438
Total expenses before other non-cash items	5,984,216	678,634	2,485,204	9,148,054	337,485	568,939	906,424	10,054,478
Depreciation	13,158	1,627	62,677	77,462	1,178	22,576	23,754	101,216
Amortization	6,088	-	-	6,088	-	-	-	6,088
Total expenses	$ 6,003,462	$ 680,261	$ 2,547,881	$ 9,231,604	$ 338,663	$ 591,515	$ 930,178	$ 10,161,782

The accompanying notes are an integral part of these financial statements

Habitat for Humanity
of Hillsborough County Florida, Inc.
Statements of Cash Flows
Years ended June 30, 2023 and 2022

	2023	2022
Cash flows from operating activities:		
Change in net assets	**$ (771,431)**	$ 8,445,756
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
(Gain) loss on investments	**(151,884)**	253,260
Gain (loss) on sale of mortgages	**87,683**	(64,782)
Donated land for development	**(50,400)**	(146,701)
Bad debt expense	**5,839**	2,673
Depreciation and amortization	**87,325**	107,304
Amortization - ROU assets	**76,949**	-
(Increase) decrease in assets:		
Due from related party	**97,655**	(341,754)
Unconditional promises to give	**1,983**	10,747
Grants and contributions receivable	**313,792**	(482,357)
Other receivables	**(9,897)**	389
Inventory	**(1,256,305)**	(372,029)
Assets held in escrow	**(53,852)**	(37,750)
Mortgages receivable, net	**(311,798)**	323,425
Land held for development	**665,899**	(12,127)
Other assets	**(21,248)**	(26,263)
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	**184,395**	(54,916)
Deferred rent	**(49,216)**	361,845
Escrow deposits	**53,852**	37,750
Agency payable	**9,071**	(61)
Lease liabilities	**(70,768)**	-
Net cash (used in) provided by operating activities	**(1,162,356)**	8,004,409
Cash flows from investing activities:		
Proceeds (purchase) of investments	**1,034,610**	(3,006,232)
Acquisition of property and equipment	**(87,600)**	(26,820)
Net cash provided by (used in) investing activities	**947,010**	(3,033,052)
Cash flows from financing activities:		
Transaction - NMTC	**13,855**	243,015
Proceeds from notes payable	**22,018**	41,250
Lines of credit, net	**-**	(300,000)
Payment on HOME note payable	**-**	(654,000)
Payments on notes payable	**(2,649)**	(554,719)
Net cash provided by (used in) financing activities	**33,224**	(1,224,454)
Net change in cash	**(182,122)**	3,746,903
Cash, beginning of year	**4,371,678**	624,775
Cash, end of year	**$ 4,189,556**	$ 4,371,678
Supplemental Disclosure of Cash Flow Information		
Transfer of property to homeowners	**$ 3,776,384**	$ 4,282,660
In-kind donations	**701,620**	428,282
Donated lots	**50,400**	146,701
Interest paid	**87,429**	101,079

The accompanying notes are an integral part of these financial statements

1. Organization and Operations

Habitat for Humanity International, Inc. ("HFHI") was founded in 1976 by Millard and Linda Fuller. The concept of Habitat for Humanity is that each Habitat Affiliate and those in need of adequate shelter would work side-by-side with volunteers to build affordable, decent homes. Habitat for Humanity of Hillsborough County Florida, Inc. ("Habitat" or the "Organization") became an Affiliate in 1987 and is a tax-exempt Not-for-Profit organization. Seeking to put God's love into action, Habitat brings people together to build homes, communities, and hope.

The Organization's Program Services include its home construction program, homeowner service programs and thrift retail operations (d.b.a. the ReStore), all of which are provided principally to residents in Hillsborough County.

2. Significant Accounting Policies

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America ("GAAP").

Basis of Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor imposed restrictions. The accompanying financial statements include the accounts of the Organization. The Organization is required to report information regarding its financial position and activities according to two classes of net assets:

- ***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 various reasons.
- ***Net assets with donor restrictions*** – Net assets subject to donor-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. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on deposit with financial institutions. The Organization considers all highly liquid instruments with initial maturity of three months or less as cash equivalents.

Financial instruments that potentially subject the Organization to concentrations of credit risk consist primarily of cash held in financial institutions in excess of federally insured limits. From time to time the Organization's cash balances may have exceeded the federally insured limits. The Organization has not experienced any losses on such accounts, and by managing the deposit concentration risk by placing cash with credit-worthy financial institutions, management believes it is not exposed to any significant risk on bank deposit accounts..

Contributions and Unconditional Promises

Contributions and unconditional promises to give are measured at their fair values and are reported as an increase in net assets when received. Contributions are recorded as net assets without donor restrictions or net assets with donor restrictions depending on the existence or nature of any donor restrictions. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire or are otherwise satisfied in the fiscal year in which the contributions are recognized.

Amounts restricted for future periods or restricted for specific purposes are reported as net assets with donor restrictions. When a donor-stipulated time restriction ends or a purpose restriction is accomplished, the net assets are reclassified to net assets without donor restrictions and reported as satisfactions of program restrictions and net assets released. Conditional contributions are recognized as revenue when the conditions on which they depend have been substantially met.

Other Receivables

Other receivables consist primarily of closing costs and escrow funds due from home owners.

Inventory

ReStore inventory includes donated and purchased household building materials, appliances, and furniture that are sold at the Habitat Restores. With few exceptions, the donated items are used, resulting in an undeterminable net realizable value. For those items, inventory is not recorded. Purchased merchandise is stated at lower of cost or net realizable value, with cost being determined by the first-in, first-out method.

The Organization's inventory includes homes under construction, consisting of labor, material, and lot costs using the specific identification method. It also includes indirect construction costs incurred during the construction period. The Organization transferred 16 homes to homeowners in 2023, and 20 in 2022.

Assets Held in Escrow

The Organization currently services some of the mortgage notes on certain homes it sells. Some are serviced by Amerinat, a third party servicer. 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, which is offset by a related liability.

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 over 30 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 statement of financial position discounted by the average commitment rate per the Freddie Mac Primary Mortgage Market Survey prevailing interest rates at the inception of each mortgage.

In addition to the mortgages receivable included in the statement 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 applicants who meet the Organization's financial and credit criteria are approved to be partner homeowners 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, through their mortgage servicing agent, has documented delinquency procedures that are followed starting five days after the payment due date. Once a payment is 30 days or more delinquent, the servicing agent will send a letter that will include the Consumer Financial Protection Bureau mandated notification informing the borrower of the available loss mitigation options. If the homeowner does not cure the default within 120 days, foreclosure proceedings may be 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.

Land Held for Development

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

Beneficial Interest in Assets Held by Foundation

The beneficial interest in assets held by foundation is recorded at fair value in the statement of financial position. Changes in the fair value of the beneficial interest in assets held by foundation are recorded as investment income in the statement of activities and changes in net assets.

Fair Value of Financial Instruments

The Organization measures beneficial interest in assets held by foundation at fair value on a recurring basis (at least annually). The Organization follows accounting guidance, which defines fair value and specifies a hierarchy of valuation techniques used to measure fair value. The disclosure of fair value estimates is based on whether the significant inputs into the valuation are observable. In determining the level of hierarchy in which the estimate is disclosed, the highest priority is given to unadjusted quoted prices in active markets and the lowest priority to unobservable inputs. The following is a brief description of the type of valuation information (inputs) that qualifies a financial asset for each level:

- Level 1 – Unadjusted quoted market prices for identical assets or liabilities in active markets which are accessible by the Organization.

- Level 2 – Observable prices in active markets for similar assets or liabilities. Prices for identical or similar assets or liabilities in markets that are not active. Market inputs that are not directly observable but are derived from or corroborated by observable market data.

- Level 3 – Unobservable inputs based on the Organization's own judgment as to assumptions a market participant would use, including inputs derived from extrapolation and interpolation that are not corroborated by observable market data.

Property and Equipment

Property and equipment are recorded at cost or, if donated, the estimated fair value at the date of donation. The Organization has a policy of capitalizing expenditures for property and equipment when the asset has a useful life beyond one year or when the expenditure extends the useful life of an existing asset. Depreciation is provided using the straight-line method over the estimated useful lives of assets which range from three to 39 years. If donors stipulate how long the assets must be used or restrict the use of such assets for a specific purpose, the contributions are recorded as assets with donor restrictions. In the absence of such stipulations, gifts of property are recorded as assets without donor restrictions.

Impairment on 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.

Assets to be disposed of would be separately presented in the statements of financial position and reported at the lower of the carrying amount or fair value less costs to sell, and are no longer depreciated. The assets and liabilities of a disposal group classified as held for sale would be presented separately in the appropriate asset and liability sections of the statement of financial position. The Organization recognized no impairment for the years ended June 30, 2023 and 2022.

Investment in Joint Venture
In November 2021, The Organization entered into the New Markets Tax Credits (the "NMTC") program. NMTC programs were established as part of the Community Renewal Tax Relief Act of 2000. The goal of NMTC programs is to spur revitalization efforts of low-income and impoverished communities across the United States and its Territories by providing tax credit incentives to investors in a certified community development entity (the "CDE"). The tax credit for investors equals 39% of the investment, which is credited over a seven-year period. A CDE is required to participate and has the primary mission of providing financing for revitalization projects in low-income communities.

Intangible Assets
Intangible assets consist of an Affiliate Guaranty Fee (representing compliance and servicing fees relating to the NMTC project). The intangible asset is amortized over 84 months.

Other Assets
Other assets consist mainly of prepaid expenses and refundable deposits.

Revenue Recognition
The Organization first determines if a transaction represents an exchange transaction and if so, accounts for the transaction in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 606, *Revenue from Contracts with Customers (Topic 606)*, which provides a five-step model for recognizing revenue from contracts with customers as follows:

- Identify the contract with a customer
- Identify the performance obligations in the contract
- Determine the transaction price
- Allocate the transaction price to the performance obligations in the contract
- Recognize revenue when or as performance obligations are satisfied

The Organization's activities are primarily supported through sales of homes, contributions from individual, corporate, and foundation donors, store product sales, grants, and fundraising activities.

The Organization did not have any impairment or credit losses on any receivables or contract assets arising from contracts with customers. There are also no incremental costs of obtaining a contract and no significant financing components. Finally, there are no significant changes in the judgments affecting the determination of the amount and timing of revenue from contracts with customers.

Contributions
Contributions represent a nonreciprocal transfer and do not represent the sale of goods or services. 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 net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, or when a pledge becomes due, net assets with donor restrictions are reclassified to net assets without donor restrictions. 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.

Transfers to Homeowners
The Organization recognizes revenue from home sales when a closing occurs. A closing is considered to occur, and performance obligation satisfied 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 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 the average commitment rate per the Freddie Mac Primary Mortgage Market Survey. Utilizing the effective interest method, this discount will be recognized as mortgage discount amortization income over the term of the mortgage.

Habitat ReStore Sales
Habitat ReStore sales are recognized as revenue at the time merchandise is transferred to the customer, the single performance obligation. Historically, sales returns have not been significant.

Federal, State, and Local Government Grants
The Organization receives awards from government agencies. Such award instruments are to be used for specific programs in accordance with compliance requirements. These grants are considered conditional contributions and the recognition of grant revenue is deferred until barriers imposed under the grant document are met by the Organization. Revenue is recognized as the related qualifying expenses are incurred as allowable by the grants.

Sales of Mortgages
The Organization accounts for sales of mortgages receivable under FASB ASC 860- 20, *Sales of Financial Assets*. Gain on sale of loans sold are recognized when the loans are sold and include cash from any sale and the write off of any discounts on the mortgage.

Contributed Nonfinancial Assets
Contributed nonfinancial assets include donated services, materials, and land which are recorded as with donor restrictions or without donor restrictions, depending on the existence or nature of any donor restrictions. These are reflected in the accompanying 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 nonfinancial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, however, the financial statements do not reflect the value of thee contributed services because they do not meet the recognition criteria prescribed by general accepted accounting principles.. During the years ended June 30, 2023 and 2022, the Organization recorded donation revenue of $701,620 and $428,282, respectively, related to donations of building materials and services. During the years ended June 30, 2023 and 2022, the Organization received $50,400 and $146,701, respectively, in donated lots from various financial institutions and donors recorded at their appraised value which approximates fair value.

Advertising Costs
Advertising costs are expensed as incurred and were $75,903 and $72,574 for the years ended June 30, 2023 and 2022, respectively.

Functional Expenses

The costs of providing the programs and supporting services have been reported on a functional basis in the statements of functional expenses. Certain direct, indirect, and administrative expenses are incurred which benefit more than one program. The Organization, therefore, allocates these expenses accordingly using time charged to employees and other various methods.

Income Tax Status

Habitat is organized as a not-for-profit organization under the laws of the State of Florida and is tax-exempt under Section 501(c)(3) of the Internal Revenue Code and corresponding Florida provisions. Accordingly, no provision for income taxes is reflected in the accompanying financial statements. The Organization follows the guidance of Accounting Standards Codification ("ASC") 740, *Income Taxes*, related to uncertainties in income taxes, which prescribes a threshold of more likely than not for recognition and derecognition of tax positions taken or expected to be taken in a tax return. There are no such uncertain tax positions for the Organization for the year ended June 30, 2023. 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.

Reclassifications

Certain reclassifications have been made to the prior year financial statements to conform to the current year presentation.

Recent Accounting Pronouncements Adopted

In September 2020, the FASB issued Accounting Standards Update (ASU) 2020-07, *Not-for-Profit Entities (Topic 958) Presentation and Disclosures by Not-For-Profit Entities for Contributed Nonfinancial Assets.* The purpose of this ASU is to clarify the presentation and disclosure of contributed nonfinancial assets with an intention to provide the reader of the financial statements a clearer understanding of what type of financial assets were received and how they are used and recognized by the NFP. The Organization adopted this ASU for the fiscl year ended June 30, 2022.

In February 2016, the FASB issued Accounting Standards Update (ASU) 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in *Topic 840, Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the Statement of Activities. In June 2020, the FASB issued ASU No. 2020-05, which deferred the effective date for all entities that had not yet adopted Topic 842 to annual reporting periods beginning after December 15, 2021. A modified retrospective transition approach is required, applying the new standard to all leases existing at the date of initial application. An entity may choose to use either (1) its effective date or (2) the beginning of the earliest comparative period presented in the financial statements as its date of initial application. If an entity chooses the second option, the transition requirements for existing leases also apply to leases entered into between the date of initial application and the effective date. The entity must also recast its comparative period financial statements and provide the disclosures required by the new standard for the comparative periods. The Organization adopted the new standard on July 1, 2022 and used the effective date as the date of initial application. Consequently, lease disclosures for the year ended June 30, 2022 are made under prior lease guidance in FASB ASC Topic 840.

The new standard provides a number of optional practical expedients in transition. The Organization elected the “package of practical expedients” which permitted the Organization not to reassess under the new standard its prior conclusions about lease identification, lease classification, and initial direct costs. The new standard also provided practical expedients for ongoing accounting. The Organization also elected the short-term lease recognition exemption for all leases that qualified. For those leases that qualified, existing short-term leases at the transition date and those entered into subsequent to the transition date, the Organization did not recognize ROU assets or lease liabilities. As a result of the adoption of this standard, the Organization recognized financing lease ROU assets of $89,101 and operating lease ROU assets of $276,676 as of July 1, 2022. Corresponding to the above recognition of assets, the Organization recognized financing lease liabilities of $94,565 and $276,676 of operating lease liabilities as of July 1, 2022 which were based on the present value of the remaining minimum rental payments under current leasing standards for existing leases. See Note 6, Nature of Leases, for further information on the Organization’s leases.

3. Inventory

Inventory consists of the following as of June 30:

	2023	2022
Construction in process	**$ 3,554,414**	$ 2,371,725
ReStore inventory	**133,042**	59,426
Total inventory	**$ 3,687,456**	$ 2,431,151

4. Mortgages Receivable

The initial amount of each mortgage loan approximates the appraised value of the house, plus mortgage discount expense. The notes on these mortgages are non- interest bearing, payable in equal monthly installments, and are secured by deeds of trust on the properties. The payments collected on these mortgages are used to help fund future home construction. The notes have been discounted using the average commitment rate per the Freddie Mac Primary Mortgage Market Survey prevailing interest rates at the inception of each mortgage using the effective interest method over the lives of the mortgages. The interest rates used to determine the discount range from 3.9% to 7.0%. As mortgage payments are made, the Organization recognizes the amortization of the discount as revenue.

Mortgages receivable consist of the following at June 30:

	2023	2022
Non-interest bearing loans at face value	**$ 1,054,103**	$ 764,411
Less: unamortized discount based on imputed interest	**(389,959)**	(318,543)
Mortgages receivable, net	**$ 664,144**	$ 445,868

The Organization occasionally has loans that are past due on payments. The mortgages are secured by the property. Therefore, the Organization has not recorded an allowance against the non-performing loans.

Through relationships forged with local financial institutions, the Organization has the ability to sell individually identified mortgages receivable to regulated financial institutions. Amerinat continues to service these mortgages by collecting payments from homeowners on behalf of the purchasing financial institutions. Homeowner payments are remitted by the Organization to the purchasing financial institutions in arrears. Accordingly, the Organization has reported an agency payable liability in the amount of $48,450 and $39,379 as of June 30, 2023 and 2022, respectively. This reflects the homeowner payments held by the Organization that must be subsequently remitted to the purchasing financial institutions. For the years ended June 30, 2023 and 2022, Habitat sold two and four of its mortgages, respectively.

As of June 30, 2023, the balances due on the mortgages held by the Organization that are scheduled to be received for the next five years and thereafter are as follows:

Year ending June 30,	Amount
2024	**$ 65,122**
2025	**63,784**
2026	**59,919**
2027	**59,186**
2028	**56,627**
Thereafter	**1,077,718**
	1,382,356
Less: unamortized imputed interest	**(718,212)**
Total	**$ 664,144**

5. Property and Equipment

Property and equipment consists of the following at June 30:

	2023	2022
Building	**$ 1,129,722**	$ 1,054,523
Land	**579,050**	579,050
Leasehold improvements	**190,134**	205,793
Automobile	**111,910**	112,009
Equipment	**91,267**	87,016
Office equipment	**105,743**	149,433
	2,207,826	2,187,824
Less: accumulated depreciation	**(889,814)**	(882,264)
Property and equipment, net	**$ 1,318,012**	$ 1,305,560

Depreciation expense which includes the amortization of leasehold improvements, for the year ended June 30, 2023 and 2022 was $75,148 and $101,216, respectively.

6. Nature of Leases

The Organization has entered into the following lease arrangements:

Finance Leases

These leases consist of vehicles for the use of operations. Termination of the leases generally are prohibited unless there is a violation under the lease agreement.

Operating Leases
The Organization has leases for each of the two stores under various operating lease agreements. The operating leases include an escalating fee schedule with a 3% increase for specific years. Termination of the leases is generally prohibited unless there is a violation under the lease agreements.

The Organization uses its incremental borrowing rate based on the information available at commencement date in determining present value. As of June 30, 2023, the weighted average remaining term and discount rate for the financing leases is 1.50 years and 3.25% to 5.50% As of June 30, 2023, the weighted average remaining life on the operating leases is 4.34 years amd 6.75%.

The consistency of Right of Use leases consist of the following at June 30:

ROU assets	**2023**	2022
Operating	**$ 235,175**	$ –
Financing	**53,653**	–
Total ROU assets	**$ 288,828**	$ –

ROU lease liabilities	**2023**	2022
Operating	**$ 242,491**	$ –
Financing	**57,982**	–
Total ROU liabilities	**$ 300,473**	$ –

Lease expense under leases for the years ended June 30, 2023 and 2022 amounted to $264,567 and $243,035, respectively.

The following is a schedule by years of the future minimum lease payments:

Year ending June 30,	Total Amount	Finance Amounts	Operating Amounts
2024	$ 472,180	$ 36,726	$ 435,454
2025	381,385	23,509	357,876
2026	359,808	–	359,808
2027	361,806	–	361,806
2028	310,488	–	310,488
Total	$ 1,885,667	$ 60,235	$ 1,825,432

7. Liquidity and Availability of Financial Assets

The Organization's management monitors its liquidity so that it is able to cover operating expenses. Management budgets for such costs based on the prior year actual expenses and anticipated future expenses. Budgets are approved by the board of directors before the beginning of the next fiscal year.

The following represents the Organization's financial assets available to meet general expenditures over the next 12 months at June 30:

	2023	2022
Cash and cash equivalents	**$ 4,189,556**	$ 4,371,678
Due from related party	**250,000**	347,655
Unconditional promise to give	**10,604**	12,587
Grants and contributions receivable	**222,565**	536,357
Other receivables	**42,957**	33,060
Total financial assets	**$ 4,715,682**	$ 5,301,337

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Organization expects to cover operating expenses through contributions, home sales, ReStore sales and available cash. To help manage unanticipated liquidity needs, the Organization has lines of credit available in the amount of $2,800,000 which it could draw upon for additional liquidity. These lines of credit are further discussed in Note 11.

8. Beneficial Interest in Assets Held by Foundation

The Organization established a fund within the Community Foundation of Tampa Bay (CFTB). This fund is the Habitat for Humanity of Hillsborough County Reserve Fund, an agency reserve fund. This fund is used to hold the Organization's non-endowment and reserve funds. The 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 with oversight by CFTB. The balance in this fund as of June 30, 2023 and 2022 amounted to $782,934 and $2,824,734, respectively.

During 2023, the Organization established a separate fund within the Community Foundation of Tampa Bay (CFTB). This fund is the Habitat for Humanity of Hillsborough County New Endowment Fund, an agency reserve fund. This fund is used to hold the Organization's endowment and reserve funds. The 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 with oversight by CFTB. The balance in this fund as of June 30, 2023 amounted to $1,159,074.

In addition to the agency reserve fund disclosed above, the CFTB holds additional funds designated as benefiting the Organization. The CFTB has variance power over these funds, which allows the CFTB to modify any restrictions on the funds, including re-designating the funds to another beneficiary organization, as determined by the sole judgment of the CFTB's governing board. As a result, these funds are not considered assets of the Organization and are not included in the Organization's financial statements.

9. Fair Value Measurement

The Organization's investments are reported at fair value in the accompanying statement of financial position. Following is a description of the valuation methodologies used for investments that are measured at fair value.

Beneficial interest in assets held by foundations – the investments are managed by a third party unrelated to the Organization. The 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.

Fair value of assets measured on a recurring basis at June 30, 2023 and 2022 are as follows:

		Fair Value Measurements Using		
	Total Fair Value	Quoted Prices in Active Markets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
June 30, 2023				
Beneficial interest in assets held by foundations	**$ 1,942,008**	**–**	**–**	**$ 1,942,008**
June 30, 2022				
Beneficial interest in assets held by foundations	**$ 2,824,734**	**–**	**–**	**$ 2,824,734**

10. Notes Payable

Notes payable consists of the following as of June 30:

	2022	2021
Notes payable to Habitat International as part of the SHOP 2016 grant with total monthly payments ranging from $78 to $252 at 0% interest, maturing between June 2024 and December 2024.	**$ 3,899**	$ 7,859
Note payable to Habitat International as part of the SHOP 2017 grant with total monthly payments of $458 at 0% interest, maturing January 2026.	**19,252**	22,000
Note payable to Habitat International as part of the SHOP 2018 grant with total monthly payments of $437 at 0% interest, maturing July 2026.	**21,000**	21,000
Note payable to Habitat International as part of the SHOP 2018 grant with total monthly payments of $458 at 0% interest, maturing January 2029.	**22,018**	–
Note payable to Habitat International as part of the SHOP 2019 grant with total monthly payments of $338 at 0% interest, maturing December 2026.	**16,250**	16,250

Note payable to Habitat International as part of the SHOP 2020 grant with total monthly payments of $520 at 0% interest, maturing December 2027.	**25,000**	25,000
Note payable in monthly payments of interest only at 2.75% until maturity in March 2025 when all principal and accrued interest is due. Secured by mortgage on real property and personal property.	**1,280,000**	1,280,000
Note payable in monthly payments of interest only at 7.38% until November 5, 2029 when monthly payments of principal and interest of $62,289 begin. This loan matures in November 2050, is secured by real property and relates to NMTC transaction.	**1,297,550**	1,297,550
Note payable in monthly payments of interest only at 7.38% until November 5, 2029 when monthly payments of principal and interest of $6,921 begin. This loan matures in November 2050, is secured by real property and relates to NMTC.	**396,767**	396,767
Less – unamortized structuring fee and closing costs	**(115,730)**	(119,789)
Total notes payable	**$ 2,966,006**	$ 2,946,637

Future maturities of notes payable at June 30, 2023 are as follows:

Year ending June 30,	Amount
2024	$ 23,059
2025	1,301,908
2026	22,186
2027	15,684
2028	1,500
Thereafter	1,601,669
Total	$ 2,966,006

11. Lines of Credit

On June 21, 2019, the Organization entered into a line of credit with Seacoast Bank in the amount of $500,000 with annual renewal at the discretion of the bank. The facility bears a variable interest Prime Rate as published by the Wall Street Journal plus one half of a percentage point, which results in a 8.75% rate at June 30, 2023. However, the rate has a floor of 4%. As of June 30, 2023 and 2022, there was no outstanding balance on this line of credit.

On September 16, 2021, the Organization entered into a line of credit with Republic Bank in the amount of $500,000. This line of credit carries a variable interest rate and matures on September 16, 2023. As of June 30, 2023 and 2022, there was no outstanding balance on this line of credit.

On July 23, 2020, the Organization entered into a line of credit with TD Bank in the amount of $150,000 with an annual renewal at discretion of the bank. The facility bears a variable interest Prime Rate as published by the Wall Street Journal plus 1.24%, resulting in a 9.24% rate at June 30, 2023. As of June 30, 2023 and 2022, there was no outstanding balance on this line of credit.

On July 14, 2021, the Organization entered into a line of credit with Regions Bank in the amount of $250,000. This line of credit carries a variable interest rate + 1.05 basis points (8.75% at June 30, 2023) and matures on July 14, 2024. As of June 30, 2023 and 2022, there was no outstanding balance on this line of credit.

On April 21, 2021, the Organization entered into a line of credit with SouthState Bank in the amount of $250,000 with annual renewal at the discretion of the bank. This line of credit carries a variable interest rate. As of June 30, 2023 and 2022, there was no outstanding balance on this line of credit.

On January 31, 2023, the Organization entered into a line of credit with PNC Bank in the amount of $750,000. This line of credit carries an interest rate based on “Daily BSBY” plus 2% and matures on January 31, 2024. As of June 30, 2023, there was no outstanding balance on this line of credit.

On September 29, 2021, the Organization entered into a line of credit with American Momentum Bank which was subsequently amended to the amount of $1,000,000. This line of credit carries a fixed interest rate of 3.25% and matures on January 24, 2024. The underlying LOC agreement contains certain operational and financial covenants. The Organization is in compliance with those covenants at June 30, 2023. As of June 30, 2023 and 2022, the outstanding balance on this line of credit was $600,000 in each year.

12. Net Assets with Donor Restrictions

Net assets with donor restrictions were as follows at June 30:

	2023	2022
Subject to expenditure for specified purpose or time restriction:		
Use restriction	**$ 149,873**	$ 474,166
Donated land	**–**	223,575
Total restricted net assets	**$ 149,873**	$ 697,741

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time as follows for the years ended June 30:

	2023	2022
Use restriction	**$ 474,166**	$ 60,034
Beneficial interest in assets held by foundations	**223,575**	71,762
	$ 697,741	$131,796

13. Transactions with Habitat International

The Organization remits a portion of its contributions without donor restrictions to HFHI as tithe to support HFHI's efforts in other countries. The Organization contributed $219,797 and $52,031 to HFHI during the years ended June 30, 2023 and 2022, respectively. These amounts are included in program services expense in the statements of activities.

NMTC financing allows organizations such as affiliates of HFHI to receive low interest loans or investment capital from CDEs, primarily financial institutions, which will allow their investors to receive tax credits. As a result of participation in the NMTC program, the Organization has obtained low interest loans amounting to $1,694,317 which are described in note 10. The Organization's initial investment amounted to $1,246,278 consisting of construction in progress inventory.

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 investment income. All distributions received will be used to pay off the Qualified Low Income Community Investments Loans as described in note 10.

14. Related Party Transactions

The Organization constructs homes for a non-profit related party who sells homes to qualified Habitat homeowner candidates. The Organization was paid $600,000 and $238,880 for the years ended June 30, 2023 and 2022, respectively for those services. The Organization advances funds throughout the year for the related party to begin construction on homes. The related party sold no homes in 2023 and 2022, respectively.

15. Commitments and Contingencies

The Organization is exposed to various 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 financial position or the results of its operations.

16. Concentrations

For the year ended June 30, 2022, one donation accounted for 40% of the Organization’s support and revenue.

17. Subsequent Events

The Organization has evaluated the need for adjustments and/or disclosure resulting from subsequent events in these financial statements through January 10, 2024, the date the financial statements were available to be issued. The Organization is not aware of any subsequent events which would require recognition or disclosures in the financial statements.