

**HABITAT FOR HUMANITY OF THE  
GREATER TETON AREA**

**AUDITED FINANCIAL STATEMENTS**

**JUNE 30, 2017 AND 2016**

**HABITAT FOR HUMANITY OF THE GREATER TETON AREA**  
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**JUNE 30, 2017 AND 2016**

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## INDEPENDENT AUDITOR'S REPORT

Board of Directors of  
Habitat for Humanity of the Greater Teton Area  
Jackson, Wyoming

We have audited the accompanying financial statements of Habitat for Humanity of the Greater Teton Area (Habitat) (a non-profit organization), which comprise the statement of financial position as of June 30, 2017 and 2016, and the related statements of activities, functional expenses and cash flows for the years 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

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

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

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Habitat as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Gutke & Associates, P.C.*

North Salt Lake, Utah  
February 20, 2018

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2017 AND 2016

ASSETS	<u>June 30, 2017</u>	<u>June 30, 2016</u>
Current assets		
Cash and cash equivalents	\$ 1,173,640	\$ 1,651,176
Restricted cash (Note 2)	36,747	35,317
Trust accounts	5,004	-
Current portion of pledges receivable (Note 3)	126,626	49,088
Current portion of mortgages receivable (Note 4)	62,100	47,900
Prepaid expenses	38,081	42,730
Inventories	36,000	45,000
Total current assets	<u>1,478,198</u>	<u>1,871,211</u>
Construction in process (Note 5)	619,674	3,869
Pledges receivable, net of current portion (Note 3)	279,563	35,368
Mortgages receivable, net of current portion (Note 4)	171,438	238,757
Deposits	2,400	4,650
Property and equipment, net (Note 6)	1,305,839	1,199,823
Transferred mortgages receivable, net of current portion (Note 4)	1,054,450	1,063,481
Total Assets	<u>\$ 4,911,562</u>	<u>\$ 4,417,159</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued expenses	\$ 130,758	\$ 94,561
Homeowner deposits	5,004	-
Current portion of secured borrowing (Note 1)	-	-
Total current liabilities	<u>135,762</u>	<u>94,561</u>
Secured borrowing (Note 1)	<u>2,436,167</u>	<u>2,418,081</u>
Total Liabilities	<u>2,571,929</u>	<u>2,512,642</u>
Net assets		
Board-designated unrestricted net assets (Note 11)	200,000	200,000
Undesignated unrestricted net assets	<u>1,723,012</u>	<u>1,534,279</u>
Total unrestricted net assets	1,923,012	1,734,279
Temporarily restricted (Note 11)	416,621	170,238
Permanently restricted	-	-
Total net assets	<u>2,339,633</u>	<u>1,904,517</u>
Total Liabilities and Net Assets	<u>\$ 4,911,562</u>	<u>\$ 4,417,159</u>

See accompanying notes and auditor's report

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2017  
(With Comparative Totals for June 30, 2016)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>June 30, 2016</u>
Support and revenues:				
Contributions and grants	\$ 303,464	\$ 435,850	\$ 739,314	\$ 411,325
Store sales	419,434	-	419,434	339,975
Sales of homes, net of cost of homes sold of \$0 and \$435,755, respectively)	-	-	-	47,801
Mortgage discounts	83,890	-	83,890	-
Interest income	4,714	-	4,714	2,676
In-kind donations	63,501	-	63,501	113,311
Special events and activities	136,614	-	136,614	197,055
Fire insurance proceeds	-	-	-	250,955
Other program revenue	15,896	-	15,896	19,024
Net assets released from restrictions (Note 12)				
Satisfaction of program restrictions	100,000	(100,000)	-	-
Satisfaction of time restrictions	89,467	(89,467)	-	-
Total Revenues, Gains, and Other Support	<u>1,216,980</u>	<u>246,383</u>	<u>1,463,363</u>	<u>1,382,122</u>
Expenses				
Program services	588,702	-	588,702	764,514
Management and administration	165,877	-	165,877	183,688
Fundraising	273,668	-	273,668	155,277
Total expenses	<u>1,028,247</u>	<u>-</u>	<u>1,028,247</u>	<u>1,103,479</u>
Change in net assets	188,733	246,383	435,116	278,643
Net assets, beginning of period	<u>1,734,279</u>	<u>170,238</u>	<u>1,904,517</u>	<u>1,625,874</u>
Net assets, end of period	<u>\$ 1,923,012</u>	<u>\$ 416,621</u>	<u>\$ 2,339,633</u>	<u>\$ 1,904,517</u>

See accompanying notes and auditor's report

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Support and revenues:			
Contributions and grants	\$ 253,375	\$ 157,950	\$ 411,325
Sales of homes, net of cost of homes sold of \$435,755	47,801	-	47,801
Store sales	339,975	-	339,975
Interest income	2,676	-	2,676
In-kind donations	113,311	-	113,311
Special events and activities	197,055	-	197,055
Fire insurance proceeds	250,955	-	250,955
Other program revenue	19,024	-	19,024
Net assets released from restrictions			
Satisfaction of program restrictions	-	-	-
Satisfaction of time restrictions	48,254	(48,254)	-
Total Revenues, Gains, and Other Support	<u>1,272,426</u>	<u>109,696</u>	<u>1,382,122</u>
Expenses			
Program services	764,514	-	764,514
Management and administration	183,688	-	183,688
Fundraising	155,277	-	155,277
Total expenses	<u>1,103,479</u>	<u>-</u>	<u>1,103,479</u>
Change in net assets	168,947	109,696	278,643
Net assets, beginning of period	<u>1,565,332</u>	<u>60,542</u>	<u>1,625,874</u>
Net assets, end of period	<u>\$ 1,734,279</u>	<u>\$ 170,238</u>	<u>\$ 1,904,517</u>

See accompanying notes and auditor's report

**HABITAT FOR HUMANITY OF THE GREATER TETON AREA**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED JUNE 30, 2017**  
**(With Comparative Totals for June 30, 2016)**

	Program Expense	Administration and General	Fundraising and Development	Total	June 30, 2016
Salaries and wages	\$ 287,732	\$ 59,591	\$ 67,681	\$ 415,004	\$ 359,834
Payroll taxes and benefits	58,497	23,297	12,737	94,531	73,542
Facilities	81,179	20,897	11,599	113,675	126,102
Auto	6,442	-	-	6,442	9,780
Homeowner services	9,083	-	-	9,083	10,421
Insurance	7,842	2,788	-	10,630	11,535
Advertising and marketing	8,917	5,593	16,569	31,079	30,327
Fundraising	7,675	-	26,333	34,008	50,312
Volunteer recognition	2,985	2,497	566	6,048	6,091
Tithe to HFHI	29,623	-	-	29,623	72,645
Global village expense	-	-	-	-	23,452
Supplies	10,081	4,455	2,651	17,187	9,643
Depreciation	15,870	2,250	-	18,120	8,920
Training and travel	1,674	4,638	782	7,094	3,723
Dues and subscriptions	1,100	1,002	500	2,602	2,485
Postage	79	585	390	1,054	1,081
Fees and licenses	3,192	128	-	3,320	2,207
Professional fees	23,996	6,248	126,950	157,194	28,391
Other	197	11,172	-	11,369	318
Interest expense	-	6	-	6	-
Fire damage replacement costs	-	-	-	-	24,345
Mortgage discounts	-	-	-	-	174,313
Loss on transfer of mortgages	15,658	-	-	15,658	38,263
In-kind costs	16,880	20,730	6,910	44,520	35,749
Totals	<u>\$ 588,702</u>	<u>\$ 165,877</u>	<u>\$ 273,668</u>	<u>\$ 1,028,247</u>	<u>\$ 1,103,479</u>

See accompanying notes and auditor's report



HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2016

	Program Expense	Administration and General	Fundraising and Development	Total
Salaries and wages	\$ 215,360	\$ 84,348	\$ 60,126	\$ 359,834
Payroll taxes and benefits	47,131	14,276	12,135	73,542
Facilities	94,363	20,217	11,522	126,102
Auto	9,780	-	-	9,780
Homeowner services	10,421	-	-	10,421
Insurance	8,078	3,457	-	11,535
Advertising and marketing	25,745	2,293	2,289	30,327
Fundraising	-	-	50,312	50,312
Volunteer recognition	1,105	4,775	211	6,091
Tithe to HFHI	72,645	-	-	72,645
Global village expense	23,452	-	-	23,452
Supplies	3,818	3,594	2,231	9,643
Depreciation	8,920	-	-	8,920
Training and travel	1,996	1,137	590	3,723
Dues and subscriptions	247	1,738	500	2,485
Postage	120	610	351	1,081
Fees and licenses	2,180	27	-	2,207
Professional fees	15,013	11,307	2,071	28,391
Other	97	221	-	318
Fire damage replacement costs	11,467	8,876	4,002	24,345
Mortgage discounts	174,313	-	-	174,313
Loss on transfer of mortgages	38,263	-	-	38,263
In-kind costs	-	26,812	8,937	35,749
Totals	<u>\$ 764,514</u>	<u>\$ 183,688</u>	<u>\$ 155,277</u>	<u>\$ 1,103,479</u>

See accompanying notes and auditor's report

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
STATEMENT OF CASH FLOWS  
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>June 30, 2017</u>	<u>June 30, 2016</u>
Cash flows from operating activities:		
Cash received from donations	\$ 503,615	\$ 578,999
Cash received from ReStore	420,534	344,848
Cash received from fundraising	21,213	17,795
Cash received from investment interest	4,714	2,676
Cash received from mortgages receivable	16,643	40,619
Cash received from other income	14,547	18,754
Cash received from fire insurance	19,129	426,380
Cash received from transfer of mortgages receivable, net of payments to WCDA	130,153	640,511
Cash payments to WCDA for repurchased homes	-	(92,104)
Cash payments for home construction	(475,531)	(3,869)
Cash payments on completed homes inventory	-	(11,306)
Cash paid for salaries and employee benefits	(599,308)	(462,055)
Cash payments to suppliers for goods and services	(402,676)	(427,850)
Net cash (used in) provided by operating activities	<u>(346,967)</u>	<u>1,073,398</u>
Cash flows from investing activities:		
Purchase of land and equipment	<u>(124,135)</u>	<u>(125,235)</u>
Net cash used in investing activities	<u>(124,135)</u>	<u>(125,235)</u>
Net cash provided by financing activities	<u>-</u>	<u>-</u>
Net (decrease) increase in cash and cash equivalents	(471,102)	948,163
Cash and cash equivalents at beginning of period	<u>1,686,493</u>	<u>738,330</u>
Cash and cash equivalents at end of period	<u>\$ 1,215,391</u>	<u>\$ 1,686,493</u>

See accompanying notes and auditor's report

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

Habitat for Humanity of the Greater Teton Area (Habitat), is a non-profit corporation, exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. Further, it has been classified as an organization that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code. Habitat was incorporated on October 1, 1995. Habitat is an organization based on Christian principles that works to strengthen their community by building simple, decent homes in partnership with hardworking families in need and people from all walks of life. Habitat is an affiliate of Habitat for Humanity International, Inc. (HFHI). Although HFHI assists with information resources, branding, and training, Habitat operates independent of HFHI and a local board of directors is directly responsible for its operations.

Habitat builds houses using primarily volunteer labor, purchased materials, and donated materials. The houses are sold to qualified buyers at no profit with a non-interest bearing loan provided by Habitat. Prospective homeowners must demonstrate a need for housing (substandard or overcrowded conditions or cost burdened) and prove an ability to pay a monthly mortgage payment, including taxes, homeowners insurance, homeowner's association dues and upkeep. In addition, they are required to invest at least five hundred hours of labor ("sweat equity") into the construction of their and their neighbors' homes and participate in financial counseling and homeownership education classes.

All affiliates of HFHI are asked to tithe ten percent of unrestricted contributions to construct homes in other countries. Donors are given the option to restrict funds for local use and the majority of foundation grants are restricted to local projects. In fiscal year 2017, Habitat tithed \$29,623 to HFHI and designated the entire tithe contribution to building efforts in Colombia. These funds were sufficient to build 6.6 homes internationally during 2016-2017. No funds were sent to the general operating fund of HFHI. Tithe funds can support volunteer efforts through Global Village trips where volunteers travel to Habitat affiliates around the world to build homes with the money donated through tithe. In the past, Habitat has sent volunteers to Colombia, El Salvador, the Philippines, Mexico, Bolivia, and Guatemala, but Teton Habitat did not support a Global Village trip during fiscal year 2017. Habitat has built and sold 31 homes in Teton County and has funded the construction of 88 homes globally.

During fiscal year 2017, Habitat completed the construction of two homes in Lincoln County, WY and sold them to newly selected Habitat families in the first quarter of fiscal year 2018.

Habitat is responsible for raising its own funding. Some funding is received through corporate grant programs organized by HFHI (e.g., The Lowes Foundation grants funds to HFHI and HFHI affiliates go through a competitive application process for a portion of the funds). Historically, Habitat has received the majority of its funding from individual contributions, foundation grants, the sale of mortgages to the Wyoming Community Development Authority (WCDA) and profits from the Habitat ReStore.

Habitat owns and operates the Habitat ReStore, which accepts donations of furniture, building materials, appliances and household items. While some donations are used in the construction of Habitat homes, the majority of the donations are sold to the public. Store profits support the administrative and operating expenses of Habitat.

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

Basis of Accounting

The financial statements of Habitat have been prepared on the accrual basis of accounting and in conformity with standards promulgated by the American Institute of Certified Public Accountants in its audit guide for Not-For-Profit organizations.

Financial Statement Presentation

Habitat presents its financial statements in accordance with U.S. generally accepted accounting principles and the Not-For-Profit requirements of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) 958. Under FASB ASC 958, Habitat is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. In addition, Habitat is required to present a statement of cash flows. In this fiscal year, Habitat has elected to early adopt the provisions of Accounting Standards Update 2016-14, Presentation of Financial Statements of Not-for-Profit Entities, relating to the statement of cash flows, whereby the direct method is presented without reconciliation to net income.

Contributions and Donor Restrictions

Habitat records contributions in accordance with the standards in FASB ASC 958, whereby contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Contributions that are restricted by the donor are reported as increases in unrestricted net assets when the restriction expires in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases to temporarily restricted or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Inventories

Inventories consist of donated goods held for sale in the ReStore (see Note 1 "Donated Materials and Services"). Inventory value is based on an estimated thrift store value of the goods on hand at year-end.

Donated Materials and Services

Donated materials and equipment are recorded as support at their estimated values. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. The ReStore receives donated materials which are used for the program or sold, and are considered in-kind donation revenue. Building materials suppliers and subcontractors also regularly provided free or discounted materials and services to home construction projects; these donations are recorded at their fair market value at the date of donation.

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

Donated Materials and Services, continued

Habitat receives significant donated services from unpaid volunteers who assist in home building, operational support, family selection, fundraising and administrative tasks. For the years ended June 30, 2017 and 2016, construction volunteers contributed 7,102 and 2,222 hours, respectively. Donated services are recorded at fair value if they create or enhance non-financial assets or if they consist of specialized skills that would have to be purchased if they were not donated. For the years ended June 30, 2017 and 2016, the value of donated goods and services are as follows:

<u>Description</u>	<u>2017</u>	<u>2016</u>
Construction services	\$ 23,184	\$ 1,062
Donated materials and land	4,797	75,813
Accounting and legal services	35,520	36,436
	<u>\$ 63,501</u>	<u>\$ 113,311</u>

Cash and Cash Equivalents

For purposes of the statements of cash flows, Habitat considers all highly liquid investments with a maturity three months or less to be cash equivalents.

Receivables

Accounts receivable and grants receivable are carried at estimated collectible amounts. Pledges receivable are carried at their estimated fair value. Receivables are periodically evaluated for collectability. Provisions for losses on receivables are determined on the basis of past experience, known and inherent risk in the account balances, and current economic conditions.

Transferred Mortgages Receivable and Secured Borrowing

Habitat intends to ultimately sell a majority of all mortgages to the WCDA. These transactions are accounted for in accordance with accounting standards for Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. Under this standard, Habitat has maintained effective control over the assets transferred because WCDA has the right to transfer the mortgages back to Habitat if the borrower defaults or sells the home; accordingly, the sale is accounted for as a secured borrowing. As a secured borrowing Habitat continues to reflect the outstanding balance of the mortgages as an asset with a related liability equal to the cash price paid for the mortgage. Habitat sells the mortgage to the WCDA at a loss. The loss is recognized over the life of the corresponding mortgage as cash is collected on the mortgage.

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

Financing Receivables

Mortgages receivable held by Habitat (mortgages) are non-interest bearing and are secured by homes sold. Interest is imputed for each mortgage which results in a present value discount. The present value discount is amortized over the life of the corresponding mortgage as interest income. Mortgages are due upon the earlier of the sale of the home, refinance or at maturity. Mortgages are considered past due when the debtor fails to comply with the repayment terms of the loan document. It is anticipated that all mortgages are collectable based on the payment history of the corresponding notes held. Accordingly, no provision for uncollectable mortgages has been included in the financial statements.

Credit quality is determined by Habitat during the loan application process. At that time, factors such as employment history and bank account activity are considered.

Property and Equipment

Property and equipment are capitalized when their purchase cost exceeds \$1,000 and are stated at cost or, if acquired by gift, at the estimated fair market value at the date of gift less accumulated depreciation. Costs of major renewals or betterments are capitalized by charges to the appropriate asset account and depreciated over the estimated remaining useful life. Depreciation is computed using the straight line method. The cost of property disposed of and related accumulated depreciation are removed from the accounts at the time of disposal, and gain or loss is charged to operations.

The estimated useful lives are as follows:

Equipment	5 to 15 years
Furniture and Fixtures	5 to 7 years
Leasehold Improvements	15 years

Compensated Absences

Employees earn leave days each year based on length of service for use as vacation and sick leave. Leave time vests when it is earned, and has been reported as part of accrued expenses.

Allocation of Functional Expenses

The costs of providing Habitat's programs and activities are reported on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Any program expenses or support costs not directly chargeable to a specific program are allocated to the programs based on management policies and estimates and the guidelines outlined in the contracts and grants.

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

Advertising

Advertising costs are charged to operations when the advertising first takes place. Advertising expense for the years ended June 30, 2017 and 2016, was \$31,079 and \$30,327, respectively.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Such estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Accordingly, upon settlement, actual results may differ from estimated amounts.

Income Taxes

As a non-profit organization which is not a private foundation, Habitat claims exemption from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and related state provisions. Accordingly, no provision for income taxes has been made in the financial statements, except for as it pertains to unrelated business taxable income.

Habitat considers many factors when evaluating and estimating its tax positions and tax benefits. Tax positions are recognized only when it is more likely than not (likelihood of greater than 50%), based on technical merits, that the positions will be sustained upon examination by the applicable taxing authority. Reserves are established if it is believed certain positions may be challenged and potentially disallowed. If facts and circumstances change, reserves would be adjusted through a provision for income taxes. Habitat would also recognize interest expense and penalties related to unrecognized tax benefits through a provision for income taxes. As of June 30, 2017, management did not identify any uncertain tax positions. Habitat is no longer subject to examination by the Internal Revenue Service for years prior to 2014.

Significant Concentrations of Credit Risk

Habitat maintains its cash in bank deposit accounts that, at times, may exceed federally insured limits. For the years ended June 30, 2017 and 2016, approximately \$12,797 and \$454,635, respectively, of cash and cash equivalents were uninsured at various financial institutions. Habitat has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

For the year ended June 30, 2017, five donors accounted for 87% of pledges and grants receivable. For the year ended June 30, 2016, one donor accounted for 53% of pledges and grants receivable.

HABITAT FOR HUMANITY OF THE GREATER TETON AREA  
NOTES TO THE FINANCIAL STATEMENTS  
JUNE 30, 2017 AND 2016

NOTE 2 - RESTRICTED CASH

WCDA purchases mortgages from Habitat (see Note 4). The WCDA requires Habitat to maintain a reserve sufficient to fund six monthly payments on the first six mortgages purchased by the WCDA plus six monthly payments on fifty percent of all mortgages purchased thereafter. The required balance of this reserve account at June 30, 2017 and 2016 was \$36,747 and \$35,317, respectively. Habitat holds this amount with Habitat's unrestricted cash in an interest-bearing account that is in excess (\$57,151 and \$57,171 respectively) of the required amounts.

NOTE 3 - RECEIVABLES

Promises to Give

Unconditional promises to give are discounted by 5% as an estimate of the present value of estimated future cash flows. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional. Habitat uses the allowance method to determine uncollectible unconditional promises to give. The allowance is based on management's analysis of specific promises made.

Receivables consist of the following:

	<u>2017</u>	<u>2016</u>
Pledges receivable	\$ 405,363	\$ 65,318
Insurance receivable	-	19,129
Miscellaneous receivables	826	9
	<u>406,189</u>	<u>84,456</u>
Less current portion	<u>(126,626)</u>	<u>(49,088)</u>
	<u>\$ 279,563</u>	<u>\$ 35,368</u>

During fiscal year 2015, Habitat's Restore experienced significant fire damage. The corresponding insurance receivable as of June 30, 2016 is a result of insurance proceeds received subsequent to the fiscal year-end.

Pledges receivable consist of unconditional promises to give and are expected to be realized as follows:

	<u>2017</u>	<u>2016</u>
In less than one year	\$ 125,800	\$ 29,950
In one to five years	290,821	40,288
Total pledges receivable	416,621	70,238
Less uncollectible allowance	-	(1,500)
Less unamortized discount	<u>(11,258)</u>	<u>(3,420)</u>
	<u>\$ 405,363</u>	<u>\$ 65,318</u>

Pledges receivable are reflected at the present value of estimated future cash flows using an estimated 5% flat rate.



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NOTE 4 - MORTGAGES AND TRANSFERRED MORTGAGES RECEIVABLE

Habitat intends to sell a major portion of the mortgages it holds to the WCDA at 85% of face value. However, there is no guarantee that the WCDA will buy the mortgages. During the years ended June 30, 2017 and 2016, the WCDA purchased mortgages in the amount of \$130,153 and \$640,511, respectively.

*Mortgages Receivable:*

For the years ended June 30, 2017 and 2016, mortgages receivable are calculated as follows:

	<u>2017</u>	<u>2016</u>
Face value of mortgages receivable	\$ 440,519	\$ 617,898
Present value discount	<u>(263,481)</u>	<u>(371,441)</u>
	177,038	246,457
Less current portion	<u>(5,600)</u>	<u>(7,700)</u>
	<u>\$ 171,438</u>	<u>\$ 238,757</u>

*Transferred Mortgages Receivable:*

For the years ended June 30, 2017 and 2016, transferred mortgages receivable are calculated as follows:

	<u>2017</u>	<u>2016</u>
Face value of mortgages receivable	\$ 2,832,612	\$ 2,801,272
Present value discount	<u>(1,721,662)</u>	<u>(1,697,591)</u>
	1,110,950	1,103,681
Less current portion	<u>(56,500)</u>	<u>(40,200)</u>
	<u>\$ 1,054,450</u>	<u>\$ 1,063,481</u>

For the years ended June 30, 2017 and 2016, the loss on transferred mortgages receivable that will be amortized over the life of the corresponding mortgages was \$396,445 and \$383,191, respectively.

NOTE 5 - CONSTRUCTION IN PROCESS

Home construction costs are funded by contributions. The development of the land which includes architectural, engineering, and infrastructure costs, are also being paid for by Habitat on behalf of the homeowners. As of June 30, 2017, construction in process of \$619,674 consists of construction associated with the Alpine Meadows of \$411,320 and The Grove Phase 3 projects of \$208,354.

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NOTE 6 - PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of June 30:

	<u>2017</u>	<u>2016</u>
Land held for lease	\$ 1,091,278	\$ 1,026,759
Land held for development	-	64,519
Equipment	104,343	98,942
Leasehold improvements	<u>180,711</u>	<u>61,976</u>
	1,376,332	1,252,196
Less accumulated depreciation	<u>(70,493)</u>	<u>(52,373)</u>
	<u>\$ 1,305,839</u>	<u>\$ 1,199,823</u>

NOTE 7 - FAIR VALUE MEASUREMENTS

Habitat follows a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

Habitat uses the following valuation techniques to measure fair value for its assets and liabilities:

Level 1 – Quoted market prices in active markets for identical assets or liabilities;

Level 2 – Significant other observable inputs (e.g. quoted prices for similar items in active markets, quoted prices for identical or similar items in markets that are not active, inputs other than quoted prices that are observable such as interest rate and yield curves, and market-corroborated inputs);

Level 3 – Unobservable inputs for the asset or liability, which are valued based on management's estimates of assumptions that market participants would use in pricing the asset or liability.

The fair value of transferred mortgages receivable is based on the corresponding outstanding principal balances and is a level 3 measurement. Habitat has not experienced any credit losses associated with transferred mortgages receivable.

NOTE 8 - LAND LEASE

The land on which a home is constructed is retained by Habitat through a ground lease agreement whereby the land is leased to the homeowner for a term of 99 years for twelve dollars per year. In the event of a sale, Habitat has the first right to purchase the home. The sales price is subject to pricing guidelines outlined in the ground lease agreement that are intended to keep the home permanently affordable. The ground lease also requires that the homeowner occupy the home, comply with homeowner association regulations and maintain the salability of the home.

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NOTE 9 - OPERATING LEASES

Habitat leases combined office and retail space in Jackson, Wyoming, under a non-cancelable operating lease. Monthly lease payments were \$6,100 through March 31, 2017, and increase \$100 per month each year on April 1st. The lease expires on December 31, 2021, and is renewable for two additional five-year periods.

Future lease commitments for the following five years are as follows, assuming the lease renewal options are exercised:

Year ended June 30, 2018	\$ 74,700
Year ended June 30, 2019	75,900
Year ended June 30, 2020	77,100
Year ended June 30, 2021	78,600
Year ended June 30, 2022	81,000
Five-year total	<u>\$ 387,300</u>

Lease rental expense for the years ended June 30, 2017 and 2016, was \$81,125 and \$87,050 respectively.

NOTE 10 - DEFINED CONTRIBUTION PLAN

Habitat has a SIMPLE IRA plan (the Plan) as described in section 408(p) of the Internal Revenue Code. Habitat matches elective deferrals up to three percent after six months of employment. For the years ended June 30, 2017 and 2016, employer matching contributions to the Plan were \$6,530 and \$4,529, respectively.

NOTE 11 - DESIGNATED AND TEMPORARILY RESTRICTED NET ASSETS

The Board of Directors has designated \$200,000 to fund future operations as of June 30, 2017 and 2016.

Temporarily restricted net assets are restricted as follows at June 30:

	<u>2017</u>	<u>2016</u>
Grove Campaign pledges receivable	\$ 384,300	\$ -
Other pledges receivable	32,321	70,238
Alpine Meadows construction	-	100,000
	<u>\$ 416,621</u>	<u>\$ 170,238</u>

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NOTE 12 - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes specified by the donor or by the lapse of time restrictions.

Total satisfaction of donor restrictions - Alpine construction	<u>\$ 100,000</u>
Total satisfaction of time restrictions - receipt of pledges	<u>\$ 89,467</u>

NOTE 13 - LINE OF CREDIT

Subsequent to year end on August 7, 2017, Habitat obtained a line of credit for \$1.5 million with a maturity date of August 7, 2021. The line of credit bears interest, which is due by the 7th of each month, at 0.25% below the Prime Lending Rate announced by JPMorgan Chase bank, but never less than 4%. The line of credit is secured by certain assignments of real estate mortgages, pledges receivable, and family partnership agreements for construction of the Grove Phase III project.

NOTE 14 - SUBSEQUENT EVENTS

Habitat evaluated its June 30, 2017 financial statements for subsequent events through February 20, 2018, the date the financial statements were available to be issued. The Company is not aware of any subsequent events which would require recognition or disclosure in the financial statements.