



Greater Albuquerque Habit for Humanity

Financial Statements and Independent Auditors' Report

For the Years Ended June 30, 2022 and 2021

Schlenker &

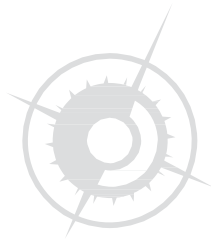
Cantwell, P.A.

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TABLE OF CONTENTS

Independent Auditors' Report.....	3-5
Statements of Financial Position.....	6
Statement of Activities and Changes in Net Assets.....	7
Statement of Functional Expenses.....	8
Statements of Cash Flows.....	9
Notes to the Financial Statements.....	10-26



SCHLENKER & CANTWELL, P.A.
Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

Board of Directors
Greater Albuquerque Habitat for Humanity
Albuquerque, New Mexico

Opinion

We have audited the accompanying financial statements of Greater Albuquerque Habitat for Humanity (a nonprofit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses, and cash flows for the year 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 Greater Albuquerque Habitat for Humanity as of June 30, 2022, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Greater Albuquerque Habitat for Humanity 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 Greater Albuquerque Habitat for Humanity's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' 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 auditors' 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, including omissions, 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 Greater Albuquerque Habitat for Humanity'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 Greater Albuquerque Habitat for Humanity'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.

Report on Summarized Comparative Information

We have previously audited Greater Albuquerque Habitat for Humanity's 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 26, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Schlenker & Cantwell, P.A.

SCHLENKER & CANTWELL, P.A.

Certified Public Accountants

October 25, 2022

Albuquerque, New Mexico

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Statements of Financial Position

June 30, 2022 and 2021

	<u>ASSETS</u>	
	<u>2022</u>	<u>2021</u>
Current assets		
Cash and cash equivalents	\$ 3,392,917	\$ 2,859,267
Pledges receivable	-	2,635
Other receivables	-	117,288
ReStore inventory	123,526	108,706
Prepaid assets	29,524	20,982
Housing under construction	157,272	212,715
Mortgages receivable, current maturities	312,173	335,040
Total current assets	4,015,412	3,656,633
Investments	747,680	329,200
Property and equipment, net	1,969,306	1,951,092
Land held for development and other	583,439	336,022
Mortgages receivable, net	2,013,669	2,131,832
Homeowner escrow accounts	6,799	7,274
Total assets	<u>\$ 9,336,305</u>	<u>\$ 8,412,053</u>

LIABILITIES AND NET ASSETS

Current liabilities		
Accounts payable	\$ 28,240	\$ 21,813
Accrued liabilities	30,796	69,798
Escrow liabilities	16,814	32,523
Notes payable, current maturities	60,511	31,834
Total current liabilities	136,361	155,968
Long-term notes payable	1,057,443	1,135,345
Total liabilities	1,193,804	1,291,313
Net assets		
Without donor restrictions		
Undesignated	5,802,036	5,121,925
Board designated	1,449,806	949,806
Total net assets without donor restrictions	7,251,842	6,071,731
With donor restrictions	890,659	1,049,009
Total net assets with donor restrictions	890,659	1,049,009
Total net assets	8,142,501	7,120,740
Total liabilities and net assets	<u>\$ 9,336,305</u>	<u>\$ 8,412,053</u>

See independent auditors' report and notes to the financial statements

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Statement of Activities and Changes in Net Assets

For the Year Ended June 30, 2022

(with comparative totals for 2021)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2022 Totals</u>	<u>2021 Totals</u>
Revenue and support				
Revenue				
ReStore sales	\$ 1,257,777	\$ -	\$ 1,257,777	\$ 1,187,435
Sales of homes	130,000	-	130,000	372,000
Discount amortization income	231,159	-	231,159	254,508
Investment (loss) income	(92,701)	-	(92,701)	61,279
Other income	44,626	-	44,626	38,070
Gain on disposal of assets	70,065	-	70,065	-
Support				
Contributions	624,539	370,656	995,195	841,180
Grants	90,500	113,000	203,500	140,028
Special events, net	80,409	-	80,409	118,742
In-kind revenues	5,250	-	5,250	15,550
Net assets released from restrictions	<u>642,006</u>	<u>(642,006)</u>	<u>-</u>	<u>-</u>
Total revenue and support	3,083,630	(158,350)	2,925,280	3,028,792
Expenses				
Program services				
Construction	509,907	-	509,907	669,193
ReStore	566,154	-	566,154	587,161
Family and mortgage services	<u>215,757</u>	<u>-</u>	<u>215,757</u>	<u>303,646</u>
Total program services	1,291,818	-	1,291,818	1,560,000
Management and general	352,464	-	352,464	312,368
Fundraising	<u>259,237</u>	<u>-</u>	<u>259,237</u>	<u>276,538</u>
Total expenses	<u>1,903,519</u>	<u>-</u>	<u>1,903,519</u>	<u>2,148,906</u>
Changes in net assets	1,180,111	(158,350)	1,021,761	879,886
Net assets, beginning of year	<u>6,071,731</u>	<u>1,049,009</u>	<u>7,120,740</u>	<u>6,240,854</u>
Net assets, end of year	<u>\$ 7,251,842</u>	<u>\$ 890,659</u>	<u>\$ 8,142,501</u>	<u>\$ 7,120,740</u>

See independent auditors' report and notes to the financial statements

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Statement of Functional Expenses

For the Year Ended June 30, 2022

(with comparative totals for 2021)

	Program Services			Total Program Services	Management and General	Fundraising	2022 Totals	2021 Totals
	Construction	ReStore	Family and Mortgage Services					
Personnel expenses								
Salaries and wages	\$ 183,679	\$ 302,411	\$ 95,916	\$ 582,006	\$ 134,459	\$ 185,420	\$ 901,885	\$ 899,575
Employee benefits	24,301	21,631	11,070	57,002	14,687	14,438	86,127	79,667
Payroll taxes	13,651	23,366	7,365	44,382	10,125	14,230	68,737	69,629
Total personnel expenses	221,631	347,408	114,351	683,390	159,271	214,088	1,056,749	1,048,871
Cost of homes and goods sold	150,037	216	-	150,253	4,132	-	154,385	444,807
Discount on mortgages	-	-	78,003.00	78,003	-	-	78,003	139,743
Repairs and maintenance	58,958	6,887	869.00	66,714	7,816	1,737	76,267	27,214
Professional and contract services	5,153	2,698	8,301.00	16,152	38,915	593	55,660	39,738
Insurance	16,017	19,786	1,413.00	37,216	12,720	2,827	52,763	48,413
Interest and finance charges	1,813	38,083	907.00	40,803	8,161	1,813	50,777	68,496
Communications	6,034	7,397	2,555.00	15,986	17,161	11,267	44,414	39,341
Occupancy	1,530	31,347	765.00	33,642	6,881	1,529	42,052	36,038
Bank and credit card fees	-	14,836	114.00	14,950	12,412	3,697	31,059	16,838
Auto expenses	3,592	22,687	-	26,279	626	145	27,050	25,522
Tithe	-	-	-	-	24,000	-	24,000	24,000
Business expenses	1,365	1,996	902.00	4,263	14,193	2,853	21,309	28,960
Equipment rental	4,056	7,082	564.00	11,702	5,074	1,128	17,904	20,123
Board and staff development	5,116	2,255	40.00	7,411	6,141	3,291	16,843	2,191
Advertising	-	10,002	271.00	10,273	1,403	2,653	14,329	15,183
Construction and office supplies	11,137	1,299	335.00	12,771	996	221	13,988	4,979
Miscellaneous	4,182	197	2,634.00	7,013	2,392	-	9,405	1,621
Property taxes	5,478	-	-	5,478	1,971	-	7,449	5,330
Printing and postage	166	83	600.00	849	746	5,233	6,828	12,065
Dues and subscriptions	1,235	-	132.00	1,367	443	159	1,969	1,226
Bad debt	-	-	-	-	-	-	-	900
Total expenses before depreciation	497,500	514,259	212,756	1,224,515	325,454	253,234	1,803,203	2,051,599
Depreciation	12,407	51,895	3,001	67,303	27,010	6,003	100,316	97,307
Total expenses	\$ 509,907	\$ 566,154	\$ 215,757	\$ 1,291,818	\$ 352,464	\$ 259,237	\$ 1,903,519	\$ 2,148,906

See independent auditors' report and notes to the financial statements

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Statements of Cash Flows

For the Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities		
Changes in net assets	\$ 1,021,761	\$ 879,886
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation	100,316	97,307
Mortgage made to homeowners	(143,854)	(233,680)
Adjustment for change in donated inventory on hand	(14,820)	18,997
Discount earned on mortgage loan discounts	78,003	(254,508)
Gain on disposition of assets	(231,158)	139,742
Realized and unrealized losses (gains)	111,319	(54,208)
Donated stock	(524,942)	(36,014)
(Increase) decrease in operating assets:		
Pledges receivable	2,635	42,235
Other receivables	117,288	(115,539)
Prepaid assets	(8,542)	972
Housing and land held for development	(191,499)	147,466
Increase (decrease) in operating liabilities:		
Accounts payable	6,427	(28,152)
Accrued liabilities	(39,002)	17,507
Escrow liabilities	(15,709)	(47,366)
Deferred revenue	-	(1,800)
Paycheck Protection Program (PPP) - Refundable Advance	-	(204,440)
Net cash provided by operating activities	<u>268,223</u>	<u>368,405</u>
Cash flows from investing activities		
Mortgage principal payments received	438,039	478,106
Purchases of property and equipment	(118,530)	(3,153)
Withdrawals from investments	20,769	36,068
Reinvested dividends and interest, net of fees	<u>(25,626)</u>	<u>(14,161)</u>
Net cash provided by investing activities	314,652	496,860
Cash flows from financing activities		
Principal payments on notes payable	<u>(49,225)</u>	<u>(222,743)</u>
Net cash used by financing activities	<u>(49,225)</u>	<u>(222,743)</u>
Net increase in cash	533,650	642,522
Cash and cash equivalents, beginning of year	<u>2,859,267</u>	<u>2,216,745</u>
Cash and cash equivalents, end of year	<u>\$ 3,392,917</u>	<u>\$ 2,859,267</u>
Supplemental Disclosures of Cash Flows:		
Donated supplies and materials	<u>\$ 5,250</u>	<u>\$ 15,550</u>
Interest paid	<u>\$ 50,777</u>	<u>\$ 68,496</u>

See independent auditors' report and notes to the financial statements

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 1 - NATURE OF ORGANIZATION

Greater Albuquerque Habitat for Humanity (the Organization) is a nonprofit organization founded in 1987. The Organization is a locally run affiliate of Habitat for Humanity International, a nonprofit, ecumenical Christian housing organization. Habitat for Humanity works, in partnership with people in need, to build and renovate decent, affordable housing. The houses are then sold to those in need at no profit and with no interest charged. The Organization offers simple, decent affordable homes to low-income families who are financially stable but unable to improve their living situation in today's housing market.

The Organization also operates ReStore, which is a retail store that sells donated new and used building materials and household items to the public. The Organization is one of over three hundred Habitat for Humanity affiliates throughout the country that has a retail thrift shop like ReStore. Proceeds from the sale of materials help support the mission of the Organization. ReStore provides an environmentally and socially responsible way to keep good, reusable materials out of a landfill and offers a source of discounted construction materials to all homeowners. The Organization also builds with materials from the ReStore, thereby reducing the cost of construction.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of significant accounting policies applied in the preparation of the accompanying financial statements is as follows:

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting. Accordingly, certain revenues are recognized when earned rather than when received and certain expenses and purchases of assets are recognized when the obligation is incurred rather than when cash is disbursed.

Basis of Presentation

The Organization's financial statements are presented in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 2016-14, *Not-for-Profit Entities, Presenting Financial Statements*. Under ASC 2016-14, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. In addition, the Organization is required to present a statement of cash flows and a statement of functional expenses.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Comparative Financial Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2021, from which the summarized information was derived.

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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and assumptions. Major estimates of the Organization include depreciable lives and estimated residual value of property and equipment.

Revenue Recognition

The Organization's financial statements are presented in accordance with FASB Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers*. Under, ASC 2014-09 the Organization is required to recognize revenue to transfer of goods or services to customers in an amount that reflects the consideration to which the Organization expects to be entitled in exchange for those goods or services.

Revenue recognition for the Organization is as follows:

Contributions and Grants

Unconditional promises to give are recognized as revenue in the period the promise was made. Contributions, grants, and bequests are recognized as net assets with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. 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. We report contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributions and Grants (continued)

Conditional grants and contract funds are recorded as revenue when earned. Revenue is earned when eligible expenditures or deliverables, as defined in each contract, are met. Funds received but not yet earned are shown as Deferred Revenue. Expenditures under contracts are subject to review by the granting authority. To the extent, if any, that such a review reduces expenditures allowable under these contracts, the Organization will record such disallowance at the time the final assessment is made.

Contributions received and contributions made

The Organization adopted FASB ASU No. 2018-08 – *Not for Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This update provides a more robust framework for determining whether a transaction should be accounted for as a contribution or an exchange transaction. To accomplish this, the ASU clarifies how a not-for-profit organization determines whether a resource provider is receiving value in return for the resources transferred based on the following criteria:

- A resource provider (including a private foundation, a government agency, or other) is not synonymous with the general public. Indirect benefit received by the public as a result of the assets transferred is not equivalent to commensurate value received by the resource provider.
- Execution of a resource provider's mission or the positive sentiment from acting as a donor would not constitute commensurate value received by a resource provider for purposes of determining whether a transfer of assets is a contribution or an exchange.

In addition, this ASU also requires an organization to determine whether a contribution is conditional based on whether the agreement includes a barrier that must be overcome or whether a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets.

Concentrations of Credit Risk

The Organization maintains its cash balances in various financial institutions located in Albuquerque, New Mexico. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. Balances in these accounts exceeded FDIC limits at times during the fiscal year and at year-end. The Organization has not experienced any loss in such accounts and management does not consider there to be significant risk from uninsured balances.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial Instruments

The carrying amounts of cash, receivables, other assets, payables, and other liabilities approximate fair value due to the short maturity periods of these instruments.

Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly-liquid investments with original maturity dates of three months or less. Such investments include investments in money market accounts but not cash and cash equivalents restricted for long-term investments. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

Receivables

Receivables consist of amounts due for services rendered. The Organization considers all receivables to be collectible and that no reserves are necessary as of June 30, 2022, and 2021. Additionally, the Organization has receivables from pledges not yet collected as of year-end. Management reviews the collectability of its receivables and if necessary, records an allowance for its estimate of uncollectible accounts. Bad debt history and current facts and circumstances are the primary basis for this estimate. When an account is deemed uncollectible, it is charged off to bad debt expense. No allowance for pledges receivable was recorded as of June 30, 2022, and 2021, as management believes all pledges to be fully collectible.

Inventory

The Organization's inventory consists of donated household building materials, appliances, and furniture that are sold at the Habitat ReStore at a reduced rate to the general public. In addition to the inventory sold at ReStore, the Organization maintains an inventory of housing under construction and land held for development. This inventory is recorded at its estimated fair market value based on subsequent monthly purchases. Purchased inventory is stated at lower of cost or market.

Mortgages Receivable

Mortgages receivable consist of non-interest-bearing mortgages, which are secured by real estate and payable in monthly installments. The value of an Organization house given in exchange for the mortgage note is deemed to be the present value of all future mortgage principal payments, using the effective mortgage interest rate at the time of issuance. The mortgages' original amounts have been discounted at rates that are based on prevailing market rates for low-income housing at the inception of the mortgages. The terms of duration are 18 - 30 years and prevailing market interest rates are 6% - 9%.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Mortgages Receivable (continued)

Receivables related to the mortgages are considered past-due or delinquent by the Organization when they are 30 days late. The Organization has not established an allowance for doubtful accounts as it can reclaim homes through foreclosure in the event that a loan is deemed uncollectible. There were no foreclosures in 2022 and 2021.

Mortgage Discount Amortization

Interest income (mortgage discount amortization) is recorded using the effective interest method over the lives of the mortgages. The Organization imputes interest on its mortgage receivables which carry a 0% stated interest rate.

For purposes of calculating loan present values, interest rates are determined based on the market rates for a similar type of loan on the date of closing and the Organization records and accounts for mortgage loans receivable based on the present value of the loan using rates from Habitat for Humanity International.

Allowance for Uncollectible Accounts

The Organization's estimate for allowance for loan losses is based on historical collection experience and a review of the status of the mortgages receivable. Through its Homeowner Services program, the Organization works with delinquent homeowners to identify opportunities for financial budgeting improvement.

The Organization has historically experienced great success in educating delinquent homeowners and structuring payment plans to cure delinquencies within a minimal amount of time. It is reasonably possible that the Organization's estimate of the allowance for loan losses will change in future years. Due to the historical success experienced by the Organization in regards to collecting mortgages receivable, management has determined that all receivables are collectible as of June 30, 2022, and 2021. Accordingly, no allowance for loan losses is reported as of June 30, 2022, and 2021 in the accompanying financial statements.

At times, the Organization sells receivable residential mortgage loans to financial institutions and obtains servicing assets as a result of the sale. Gains or losses on the sale of the receivables depend in part on both the previous carrying amount of the financial assets involved in the transfer and the proceeds received.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Investments

Investments in equity securities with readily-determinable fair values and all investments in debt securities are measured at fair values in the statements of financial position. Investment income or loss (including gains and losses on investments, interest, and dividends) is included in the statement of activities and changes in net assets as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donor or law. If restrictions are met (either a stipulated time period ends or a purpose restriction is accomplished) in the reporting period in which the income and gains are recognized, the investment income is reported as without donor restrictions.

Property and Equipment

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Purchased or donated property in excess of \$1,000 is capitalized. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as support with donor restrictions. Property and equipment is depreciated using the straight-line method over the estimated useful lives of the assets, which range from five to thirty years.

Project Costs

Costs such as land held for development, housing under construction, and interest costs associated with debt acquired for construction are capitalized as incurred. Capitalized land costs are assigned to specific homes built. Once the project is complete, all costs are expensed to cost of homes sold at the time of sale. Completed homes are stated at the lower of cost (specific identification) or market (net realizable value). All direct material and equipment costs and those indirect costs related to home construction are recorded as construction-in-process inventory on the statement of financial position as they are incurred. Land costs included in housing under construction are stated at the lower of cost or market value. When revenue from the sale of a home is recognized, the corresponding costs are then expensed in the statement of activities and changes in net assets as program services.

Compensated Absences

Employees qualify for personal time off based on the number of years of service and monthly hours worked. Employees may carry unused leave forward into the subsequent calendar year, not to exceed 80 hours. The Organization's policy is to compensate for unused annual leave balance upon termination of employment. Employees are not compensated for unused sick leave balances upon termination.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Income Taxes

The Organization is tax-exempt under section 501(c)(3) of the Internal Revenue Code. The Organization has adopted accounting principles generally accepted in the United States of America as they relate to uncertain tax positions for the year ended June 30, 2022, and has evaluated its tax positions taken for all open tax years. The Organization is not currently under audit nor has it been contacted by the Internal Revenue Service or New Mexico Taxation and Revenue Department. Management believes that the activities of the Organization are within their tax-exempt purpose and that there are no uncertain tax positions.

Net Assets

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

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor restrictions. The governing board has designated, from net assets without donor restrictions, net assets for the Land Legacy Fund.

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.

Donated Materials and Services

Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Such donations are reported as without donor restrictions unless the donor has restricted the donated asset to a specified purpose.

Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as support with donor restrictions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Donated Materials and Services (continued)

Donated services are recognized as contributions in accordance with FASB ASC 958-605 *Revenue Recognition* if the services (a) create or enhance non-financial assets or (b) require specialized skills, performed by people with those skills, which would otherwise be purchased by the Organization. No amounts have been recorded in the financial statements as they do not meet the criteria for recognition; however, a substantial number of volunteers have donated significant amounts of their time to the Organization's programs. The value of this contributed time is not reflected in the accompanying financial statements since the services do not require specialized skills. During the years ended June 30, 2022, and 2021, these volunteers donated approximately 4,721 and 4,069 hours, respectively.

Functional Expense Allocation

Expenses and support services that can be identified with a specific program are allocated directly according to their natural expenditure classification. Common costs are allocated among the classifications benefited based upon estimated usage.

Advertising

The Organization expenses advertising costs as incurred. Advertising expense was \$14,329 and \$15,183 for the years ended June 30, 2022, and 2021, respectively.

NOTE 3 - INVESTMENTS

Investments consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Beginning balance	\$ 329,200	\$ 260,885
Contributions	536,466	43,253
Withdrawals	(20,769)	(36,068)
Investment fees	(4,378)	(2,164)
Dividend and interest income	18,480	9,086
Realized and unrealized gains	(111,319)	54,208
Ending balance	<u>\$ 747,680</u>	<u>\$ 329,200</u>

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 4 - RESTORE INVENTORY

Inventory consists of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Donated inventory	\$ 114,616	\$ 102,873
Purchased inventory	<u>8,910</u>	<u>5,833</u>
Total inventory	<u>\$ 123,526</u>	<u>\$ 108,706</u>

NOTE 5 - MORTGAGES RECEIVABLE

Mortgages receivable consist of non-interest-bearing mortgages, which are secured by real estate and payable in monthly installments. The Organization has adopted the policy of Habitat for Humanity International and does not charge interest on its mortgages. These receivables were discounted at 7.49% and 7.23% in 2022 and 2021, respectively, based on the rates established by Habitat for Humanity International.

Mortgages receivable consisted of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Due within one year	\$ 312,173	\$ 335,040
Due after one year	<u>3,658,730</u>	<u>3,930,048</u>
Total mortgages receivable	3,970,903	4,265,088
Unamortized discounts	<u>(1,645,061)</u>	<u>(1,798,216)</u>
Mortgages receivable, net	<u>\$ 2,325,842</u>	<u>\$ 2,466,872</u>

Management considers mortgages to be fully collectible and, therefore, has not established an allowance for doubtful accounts. Due to the discounted prices of homes sold, the value of the home exceeds the mortgage balance and the mortgage value would be fully recoverable through foreclosure. Mortgages are considered delinquent in 15 days and foreclosure can be initiated after 90 days of non-payment.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 5 - MORTGAGES RECEIVABLE (continued)

Mortgages delinquencies and foreclosures for the year ended June 30 are as follows:

<u>Days Late</u>	<u>2022</u>	<u>2021</u>
0-30	10	0
31-60	3	3
61-90	1	4
90-120	1	2
120+	5	5
Foreclosed	0	0
Total	<u>20</u>	<u>14</u>

NOTE 6 - PROPERTY AND EQUIPMENT

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

	<u>2022</u>	<u>2021</u>
Buildings and building improvements	\$ 2,135,433	\$ 2,120,309
Land	380,800	380,800
Equipment and furniture	108,738	66,878
Vehicles	146,998	85,454
Total property and equipment	2,771,969	2,653,441
Accumulated depreciation	<u>(802,663)</u>	<u>(702,349)</u>
Property and equipment, net	<u>\$ 1,969,306</u>	<u>\$ 1,951,092</u>

Depreciation expense was \$100,316 and \$97,307 for the years ended June 30, 2022, and 2021, respectively.

NOTE 7 – IN-KIND DONATIONS

In-kind donations were made up of the following:

	<u>2022</u>	<u>2021</u>
In-kind services	\$ 5,250	\$ 15,550
In-kind goods	-	-
Total	<u>\$ 5,250</u>	<u>\$ 15,550</u>

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 8 - NOTES PAYABLE

Notes payable consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Note payable to Wells Fargo, interest at 3.65%, maturing November 2031, with monthly payments including interest of \$8,364 for 119 months, after which the loan will be re-priced with a 10-year-balloon payment. Secured by land and building.	\$ 1,117,954	\$ 1,167,179
Total notes payable	1,117,954	1,167,179
Less current maturities	<u>(60,511)</u>	<u>(31,834)</u>
Long-term notes payable, net	<u>\$ 1,057,443</u>	<u>\$ 1,135,345</u>

Future maturities of notes payable are as follows as of June 30:

2023	\$ 60,511
2024	62,758
2025	65,087
2026	67,503
2027	70,008
Thereafter	<u>792,087</u>
Total	<u>\$ 1,117,954</u>

NOTE 9 - DESIGNATED NET ASSETS WITHOUT DONOR RESTRICTIONS

The Organization maintains net assets designated for specific purposes and has the discretion to reverse any funds designated by the Board.

Designated net assets as of June 30 are as follows:

	<u>2022</u>	<u>2021</u>
Undesignated	\$ 5,802,036	\$ 5,121,925
Board designated - Land Legacy	<u>1,449,806</u>	<u>949,806</u>
Total net assets without donor restrictions	<u>\$ 7,251,842</u>	<u>\$ 6,071,731</u>

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 10 - NET ASSETS WITH DONOR RESTRICTIONS

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

	<u>2022</u>	<u>2021</u>
Construction	\$ 725,306	\$ 640,955
Land Legacy	<u>165,353</u>	<u>408,054</u>
Total net assets with donor restrictions	<u>\$ 890,659</u>	<u>\$ 1,049,009</u>

NOTE 11 - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets released from restrictions consist of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Construction	\$ 381,768	\$ 29,995
Land Legacy	<u>260,238</u>	<u>451,550</u>
Total net assets released from donor restrictions	<u>\$ 642,006</u>	<u>\$ 481,545</u>

NOTE 12 - FAIR VALUE MEASUREMENT

Accounting principles generally accepted in the United States of America establish a framework for measuring fair value. The framework provides 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 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 12 - FAIR VALUE MEASUREMENT (continued)

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used as of June 30, 2022, and 2021.

Equity securities: Valued at the closing price reported on the active market on which the individual securities are traded.

Fixed income securities and real estate mutual funds: Valued at the net asset value for shares held by the Organization as of year-end as determined by quoted market prices.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2022:

Description	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	\$ 98,003	\$ -	\$ -	\$ 98,003
Equity securities	445,765	-	-	445,765
Fixed income securities	203,912	-	-	203,912
Total fair market value	<u>\$ 747,680</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 747,680</u>

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 12 - FAIR VALUE MEASUREMENT (continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2021:

<u>Description</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Cash and cash equivalents	\$ 36,978	\$ -	\$ -	\$ 36,978
Equity securities	213,295	-	-	213,295
Fixed income securities	78,927	-	-	78,927
Total fair market value	<u>\$ 329,200</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 329,200</u>

NOTE 13 - FUNDRAISING ACTIVITIES

The Organization conducts various fundraising events and activities to help fund current operations. The revenue and related expenses from such events and activities for the year ended June 30, 2022, are as follows:

<u>Event/Activity</u>	<u>Revenue</u>	<u>Cost of Direct Benefits to Attendees</u>	<u>Other Costs</u>	<u>Net Revenue</u>
Breakfast fundraiser	\$ 85,459	\$ -	\$ 5,050	\$ 80,409
Total fundraising events and activities	<u>\$ 85,459</u>	<u>\$ -</u>	<u>\$ 5,050</u>	<u>\$ 80,409</u>

The revenue and related expenses from such events and activities for the year ended June 30, 2021, are as follows:

<u>Event/Activity</u>	<u>Revenue</u>	<u>Cost of Direct Benefits to Attendees</u>	<u>Other Costs</u>	<u>Net Revenue</u>
Breakfast fundraiser	\$ 123,025	\$ -	\$ 4,283	\$ 118,742
Total fundraising events and activities	<u>\$ 123,025</u>	<u>\$ -</u>	<u>\$ 4,283</u>	<u>\$ 118,742</u>

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 14 - COMMITMENTS

Retirement Benefits

The Organization maintains a 408(a) Savings Incentive Plan for Employees (SIMPLE IRA) retirement plan. The Organization contributes 3% of qualified employees' gross salaries. The Organization contributed \$15,918 and \$13,905 for the years ended June 30, 2022, and 2021, respectively. Amounts are included in "employee benefits" on the accompanying statement of functional expenses.

Leases

The Organization leases construction and office equipment with payments ranging from \$304 to \$1,122 per month. The leases expire on various dates through December 2022. Total lease expense for the years ended June 30, 2022, and 2021 was \$17,904 and \$20,123, respectively, and is included in "equipment" on the accompanying statement of functional expenses.

Future obligations under these leases are as follows for the years ended June 30:

2023	\$	3,565
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NOTE 15 - ANNUAL SOSI (Stewardship and Organizational Sustainability Initiative) and ANNUAL TITHE

The Organization sets a minimum SOSI payment for affiliates in the United States based on the general population of their general service area. The SOSI amount set for the Organization due to Habitat International is \$15,000.

In addition, the Organization provides a special TITHE to Habitat Guatemala, and the Orphans and Vulnerable Groups fund to support global operations in the amount of \$9,000 per year. SOSI and TITHES for the years ended June 30, 2022, and 2021 were \$24,000.

NOTE 16 - ESTATE PROCEEDS

The Organization is an income beneficiary of an endowment from the Wilhelmina Co Estate. The amount available for distribution as of June 30, 2022, was zero.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 17 - MORTGAGES RECEIVABLE SOLD WITH RECOURSE

In prior years, the Organization sold mortgages receivables to the New Mexico Mortgage Finance Authority with full recourse. This recourse requires that in the event of default by the mortgagee, the Organization is obligated to buy back the mortgage. In 2009, the Organization sold the first 15 years of two 22-year mortgages for \$105,000 (none in 2022 and 2021). As of June 30, 2022, and 2021, the total mortgages sold with recourse, which may be assumed upon mortgagee default, were \$135,015 and \$65,833, respectively.

NOTE 18 - LIQUIDITY AND AVAILABILITY

The Organization receives significant revenue from ReStore sales, home sales, grants, and contributions without donor restrictions, and such support represented approximately 71% and 84% of annual program funding in 2022 and 2021, respectively.

As part of the Organization's liquidity management, it ensures its financial assets are available as its general expenditures, liabilities and other obligations come due. As of June 30, 2022, and 2021, the Organization had working capital of approximately \$3,879,051 and \$3,500,665 and average days cash on hand of 687 days and 509 days, respectively.

The Organization manages its cash available to meet general expenditures by following three guiding principles:

- Operating within a prudent range of financial soundness and stability
- Maintaining adequate liquid assets, and
- Maintaining sufficient reserves to provide reasonable assurance that commitments and obligations that support mission fulfillment will continue to be met, ensuring the sustainability of the Organization.

GREATER ALBUQUERQUE HABITAT FOR HUMANITY

Notes to the Financial Statements

June 30, 2022 and 2021

NOTE 18 - LIQUIDITY AND AVAILABILITY (continued)

Financial assets available for general expenditures within one year are as follows:

	<u>2022</u>	<u>2021</u>
Financial assets as of year end:		
Cash and cash equivalents	\$ 3,392,917	\$ 2,859,267
Pledges receivables	-	2,635
Other receivables	-	117,288
ReStore inventory	123,526	108,706
Housing under construction	157,272	212,715
Mortgages receivable, current maturities	<u>312,173</u>	<u>335,040</u>
 Total financial assets	 3,985,888	 3,635,651
Less amounts not available to be used within one year:		
Net assets with donor restrictions	(890,659)	(1,049,009)
Plus net assets with time and purpose restrictions expected to be met within one year	<u>400,000</u>	<u>600,000</u>
 Total financial assets available for general expenditures within one year	 <u>\$ 3,495,229</u>	 <u>\$ 3,186,642</u>

NOTE 19 - SUBSEQUENT EVENTS

Management has evaluated subsequent events through October 25, 2022, the date the financial statements were available for issuance, to determine whether such events should be recorded or disclosed in the financial statements for the year ended June 30, 2022. Management has concluded that there were no material subsequent events that require adjustment or disclosure.