

**HELPING OVERCOME  
POVERTY'S EXISTENCE, INC.**

**AUDITED FINANCIAL STATEMENTS  
June 30, 2017 and June 30, 2016**

HELPING OVERCOME POVERTY'S EXISTENCE, INC.

Wytheville, Virginia

AUDITED FINANCIAL STATEMENTS

AND

SUPPLEMENTARY INFORMATION

TABLE OF CONTENTS

AUDITOR'S REPORTS:

Independent Auditor's Report		1
Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>		3

FINANCIAL STATEMENTS

Statements of Financial Position	Exhibit A	5
Statements of Activities	Exhibit B	6
Statement of Functional Expenses	Exhibit C	8
Statement of Cash Flows	Exhibit D	10
Notes to Financial Statements		11

SUPPLEMENTARY INFORMATION

Status of Funds	Schedule A	21
Status of Inventories	Schedule B	22

## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
Helping Overcome Poverty's Existence, Inc. (HOPE)  
Wytheville, Virginia

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Helping Overcome Poverty's Existence, Inc. (a nonprofit 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 audit. We conducted our audit in accordance with generally accepted auditing standards and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, 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 that the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

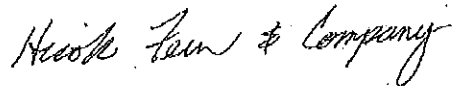
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Helping Overcome Poverty's Existence, Inc. as of June 30, 2017 and 2016, and 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.

## Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our reports dated October 27, 2017, on our consideration of Helping Overcome Poverty's Existence, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grants. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in conjunction with this report in considering the results of our audit.



Hicok, Fern & Company  
Abingdon, Virginia  
October 27, 2017

INDEPENDENT AUDITORS REPORT ON INTERNAL CONTROL OVER FINANCIAL  
REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF  
FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT  
AUDITING STANDARDS

Board of Directors:  
Helping Overcome Poverty's Existence, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States, the financial statements of Helping Overcome Poverty's Existence, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 27, 2017.

**Internal Control Over Financial Reporting**

In planning and performing our audit, of the financial statements, we considered Helping Overcome Poverty's Existence, Inc.'s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Helping Overcome Poverty's Existence, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

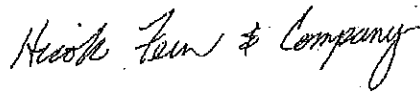
Our consideration of the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

## **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Helping Overcome Poverty's Existence, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect of the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards.

## **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with Government Auditing Standards in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Hicok, Fern & Company  
Abingdon, VA  
October 27, 2017

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 STATEMENTS OF FINANCIAL POSITION  
 For the Year Ended June 30, 2017 and 2016

Exhibit A

<u>ASSETS</u>	<u>2017</u>	<u>2016</u>
Cash and equivalents	\$ 45,312	\$ 76,559
Prepaid expenses	15,292	10,784
Grants/accounts receivable	41,322	68,369
Inventory	793,773	761,552
Investments	6,423	6,822
Loan escrow deposits	19,142	24,980
Mortgages receivable	157,063	167,395
Deferred notes receivable	55,617	64,877
Property and equipment - net	<u>1,472,460</u>	<u>1,490,249</u>
 Total Assets	 <u>\$ 2,606,404</u>	 <u>\$ 2,671,587</u>
 <u>LIABILITIES AND NET ASSETS</u>		
 <u>LIABILITIES</u>		
Accounts payable	\$ 30,756	\$ 8,287
Accrued expenses	7,886	8,182
Security deposits and escrows	11,190	5,968
Accrued leave	20,727	26,339
Line of credit	101,105	138,308
Notes payable	<u>1,704,604</u>	<u>1,704,244</u>
Total Liabilities	<u>1,876,268</u>	<u>1,891,328</u>
 <u>NET ASSETS</u>		
Unrestricted	91,281	37,541
Temporarily restricted	233,855	217,718
Permanently restricted	<u>405,000</u>	<u>525,000</u>
Total Net Assets	<u>730,136</u>	<u>780,259</u>
 Total Liabilities and Net Assets	 <u>\$ 2,606,404</u>	 <u>\$ 2,671,587</u>

The Notes to Financial Statements are an integral part of this statement

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
STATEMENT OF ACTIVITIES  
For the Year Ended June 30, 2017

Exhibit B  
Page 1 of 2

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
<b>Revenue, support and other changes</b>				
Home Sales	\$ -	\$ -	\$ -	\$ -
Less Cost of homes sold	-	-	-	-
Net Home sales	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Grant revenue	646,926	140,797	-	787,723
Forgiveness of debt	-	-	-	-
Contributions	11,450	122,648	-	134,098
Rent	90,750	-	-	90,750
Miscellaneous	890	9,251	-	10,141
Event income	18,603	4,659	-	23,262
Net assets released from restrictions				
Restrictions satisfied by payments	<u>381,218</u>	<u>(261,218)</u>	<u>(120,000)</u>	<u>-</u>
Total Revenue	<u>1,149,837</u>	<u>16,137</u>	<u>(120,000)</u>	<u>1,045,974</u>
<b>EXPENSES</b>				
Program services	998,008	-	-	998,008
Management and general	81,675	-	-	81,675
Fundraising	<u>18,914</u>	<u>-</u>	<u>-</u>	<u>18,914</u>
Total Expenses	<u>1,098,597</u>	<u>-</u>	<u>-</u>	<u>1,098,597</u>
Change in net assets - before extraordinary event	51,240	16,137	(120,000)	(52,623)
Extraordinary event	-	-	-	-
Prior period Adjustment	2,500	-	-	2,500
Net assets, beginning of year	<u>37,541</u>	<u>217,718</u>	<u>525,000</u>	<u>780,259</u>
Net assets, end of year	<u>\$ 91,281</u>	<u>\$ 233,855</u>	<u>\$ 405,000</u>	<u>\$ 730,136</u>

The Notes to Financial Statements are an integral part of this statement



HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
STATEMENT OF ACTIVITIES  
For the Year Ended June 30, 2016

Exhibit B  
Page 2 of 2

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Restated Total</u>
<b>Revenue, support and other changes</b>				
Home Sales	\$ -	\$ -	\$ -	\$ -
Less Cost of homes sold	-	-	-	-
Net Home sales	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Grant revenue	361,235	471,435	-	832,670
Forgiveness of debt	-	-	-	-
Contributions	69,529	-	-	69,529
Rent	91,124	-	-	91,124
Miscellaneous	5,844	-	-	5,844
Investment income	38	-	-	38
Event income	17,589	-	-	17,589
Net assets released from restrictions				
Restrictions satisfied by payments	<u>407,445</u>	<u>(407,445)</u>	<u>-</u>	<u>-</u>
Total Revenue	<u>952,804</u>	<u>63,990</u>	<u>-</u>	<u>1,016,794</u>
<b>EXPENSES</b>				
Program services	970,073	-	-	970,073
Management and general	74,536	-	-	74,536
Fundraising	<u>21,721</u>	<u>-</u>	<u>-</u>	<u>21,721</u>
Total Expenses	<u>1,066,330</u>	<u>-</u>	<u>-</u>	<u>1,066,330</u>
Change in net assets - before extraordinary event	(113,526)	63,990	-	(49,536)
Extraordinary event	-	74,895	-	74,895
Net assets, beginning of year, as restated	<u>151,067</u>	<u>78,833</u>	<u>525,000</u>	<u>754,900</u>
Net assets, end of year	<u>\$ 37,541</u>	<u>\$ 217,718</u>	<u>\$ 525,000</u>	<u>\$ 780,259</u>

The Notes to Financial Statements are an integral part of this statement

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 STATEMENT OF FUNCTIONAL EXPENSES  
 For the Year Ended June 30, 2017

	Program Services	Management and General	Fundraising	Total
Specific assistance to individuals	\$ 432,503	\$ -	\$ -	\$ 432,503
Grants to other organizations	18,728	-	-	18,728
Salaries and wages	240,147	33,702	6,066	279,915
Employee benefits	66,167	8,478	1,405	76,050
Payroll taxes	21,879	2,667	399	24,945
Depreciation	39,898	4,301	-	44,199
Interest expense	45,675	3,128	-	48,803
Office expense	8,324	1,237	470	10,031
Postage and printing	3,460	1,898	1,629	6,987
Professional fees	3,149	11,630	-	14,779
Telephone and internet	15,555	6,977	590	23,122
Travel	8,752	1,449	52	10,253
Staff development	443	-	-	443
Utilities	10,726	2,453	252	13,431
Rent expense and leases	9,733	-	-	9,733
Maintenance	43,769	1,040	63	44,872
Development expenses	8,742	-	-	8,742
Membership dues	395	137	-	532
Insurance	9,380	2,401	202	11,983
Licenses and taxes	4,345	41	100	4,486
Subscriptions	1,104	136	3	1,243
Advertising	5,134	-	7,683	12,817
Total expenses	<u>\$ 998,008</u>	<u>\$ 81,675</u>	<u>\$ 18,914</u>	<u>\$ 1,098,597</u>

The Notes to Financial Statements are an integral part of this statement

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
STATEMENT OF FUNCTIONAL EXPENSES  
For the Year Ended June 30, 2016

Exhibit C  
Page 2 of 2

	Program Services	Management and General	Fundraising	Total
Specific assistance to individuals	\$ 477,465	\$ -	\$ -	\$ 477,465
Salaries and wages	250,624	32,911	12,174	295,709
Employee benefits	40,653	7,101	2,667	50,421
Payroll taxes	21,805	2,402	925	25,132
Depreciation	43,466	2,288	-	45,754
Interest expense	44,061	4,285	-	48,346
Office expense	16,790	419	818	18,027
Postage and printing	3,490	1,785	882	6,157
Professional fees	794	9,508	421	10,723
Telephone and internet	13,835	4,641	3,415	21,891
Travel	4,840	1,661	-	6,501
Staff development	1,224	576	-	1,800
Utilities	12,185	3,602	217	16,004
Maintenance	18,860	510	31	19,401
Membership dues	1,084	46	-	1,130
Insurance	12,980	1,838	171	14,989
Licenses and taxes	4,532	84	-	4,616
Subscriptions	1,058	580	-	1,638
Miscellaneous	326	300	-	626
Total expenses	<u>\$ 970,072</u>	<u>\$ 74,537</u>	<u>\$ 21,721</u>	<u>\$ 1,066,330</u>

The Notes to Financial Statements are an integral part of this statement

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 STATEMENT OF CASH FLOWS  
 For the Years Ended June 30, 2017 and June 30, 2016

Exhibit D

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in Net Assets	\$ (52,623)	\$ (49,536)
Adjustments to reconcile net cash from operating activities:		
Depreciation	44,199	45,754
Extraordinary event	-	3,716
Deferred notes receivable	9,260	9,261
Loss on abandoned assets	7,225	37,851
(Increase) decrease in:		
Prepaid expenses	(4,508)	(1,881)
Grants receivable	27,047	(48,799)
Notes receivable	-	3,100
Inventory	(36,757)	(159,522)
Investments	399	4,880
Loan escrow deposits	5,838	(11,844)
Mortgage receivable	10,332	9,496
Increase (decrease) in:		
Accounts payable	22,467	(3,046)
Accrued expenses	(5,905)	22,461
Fiscal agent liability	-	9,832
Security deposits	5,222	(1,035)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>32,196</u>	<u>(129,312)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of property and equipment	<u>(26,600)</u>	<u>(4,491)</u>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	<u>(26,600)</u>	<u>(4,491)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issuance of long-term debt	-	159,000
Principal payments on long-term debt	(23,498)	(18,630)
Net borrowings (payments) on lines of credit	<u>(13,345)</u>	<u>50,359</u>
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES	<u>(36,843)</u>	<u>190,729</u>
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(31,247)	56,926
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	<u>76,559</u>	<u>19,633</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 45,312</u>	<u>\$ 76,559</u>
Interest paid during the year	<u>\$ 48,803</u>	<u>\$ 48,346</u>

The Notes to Financial Statements are an integral part of this statement

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
NOTES TO FINANCIAL STATEMENTS  
For the Years Ended June 30, 2017 and June 30, 2016

**NOTE A – ORGANIZATION AND NATURE OF ACTIVITIES**

Helping Overcome Poverty's Existence, Inc. uses grant funds and other public and private donations to initiate, assist, coordinate, develop and carry out programs designed to assist with the housing affordability and the food security assistance needs for lower income and disadvantaged residents of Wythe, Bland, Carroll, Smyth and Grayson Counties and the City of Galax, without regard to race, religion, national origin, physical ability or household composition.

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Financial Statement Presentation**

The Organization classifies its resources for accounting and reporting purposes into three net asset categories according to the existence or absence of donor-imposed restrictions. A description of the three net asset categories is as follows:

**Unrestricted** – Unrestricted net assets generally result from revenues derived from providing services, receiving contributions not subject to donor-imposed stipulations, realized gains and losses, and receiving dividends and interest from investing in income producing assets, less expenses incurred in providing services, raising contributions and performing administrative functions. Unrestricted net assets may be designated for specific purposes by actions of the Board of Directors.

**Temporary Restricted** – Temporarily restricted net assets generally result from contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that either expire by the passage of time or can be fulfilled and removed by actions of the Organization pursuant to those stipulations.

**Permanently Restricted** – Permanently restricted net assets generally represent the historical cost (market value at date of gift) of contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that neither expire by the passage of time nor can be fulfilled or otherwise be removed by the Organization.

**Contributions**

Contributions received including unconditional promises to give, are generally recorded as restricted, temporarily restricted or permanently restricted support depending on the existence and or nature of any donor restrictions in the period received, as applicable. However, contributions received with donor-imposed restrictions that are met in the same year as received are reported as revenue of the unrestricted net asset class.

Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value.

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
NOTES TO FINANCIAL STATEMENTS  
For the Years Ended June 30, 2017 and June 30, 2016

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Contributions of donated noncash assets are recorded at their fair values in the period received. Contributions of donated services that require specialized skills and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

**Contributed Services**

During the year ended June 30, 2017 and 2016, the value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded. In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization, but these services do not meet the criteria for recognition as contributed services.

**Estimates**

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that effect certain amounts and disclosures. Accordingly, actual results could differ from those estimates.

**Concentration of Credit Risk**

As of June 30, 2017 and 2016, substantially all grants receivable are obligations of governmental agencies and nonprofit organizations.

**Recognition of Bad Debt**

The organization's policy is to charge bad debts to expense based on the direct write off method which approximates the allowance method.

**Advertising Costs**

The Organization expenses advertising costs as they are incurred.

**Economic Dependency**

The Organization receives the majority of its funding from federal, state and local governmental agencies. The Organizations' operations are dependent upon continuing support from those grantors.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Organization considers all cash on hand, checking accounts, and savings to be cash or cash equivalents.

**Property and Equipment**

Property and equipment that is purchased by the Organization that had a useful life in excess of one year and a cost of at least \$5,000 is capitalized and depreciated over the estimated useful life of the respective asset on a straight line basis. Donations of property and equipment are recorded as support at their estimated

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
NOTES TO FINANCIAL STATEMENTS  
For the Years Ended June 30, 2017 and June 30, 2016

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific 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 restricted support. 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 temporarily restricted net assets to unrestricted net assets at that time.

**Function Expenses**

The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities. Accordingly, certain costs have been allocated among the program and supporting services.

**NOTE C – Inventory**

Inventory is valued at cost and consists of real estate and supplies held for the development of housing complexes of \$793,773 and \$761,552 as of June 30, 2017 and 2016, respectively.

**NOTE D – Investments**

Investments are comprised of the following:

	<u>2017</u>	<u>2016</u>
Edward Jones Money Market Account, recorded at the fair market value	<u>\$ 6,423</u>	<u>\$ 6,822</u>
	<u>\$ 6,423</u>	<u>\$ 6,822</u>

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 NOTES TO FINANCIAL STATEMENTS  
 For the Years Ended June 30, 2017 and June 30, 2016

**NOTE E – Property and Equipment**

Major classes of property and equipment consisted of the following:

	<u>2017</u>	<u>2016</u>
Land	\$ 308,825	\$ 308,825
Buildings and improvements	1,418,798	1,418,798
Equipment	83,226	84,235
Construction in process	26,600	-
	<u>1,837,449</u>	<u>1,811,858</u>
Less: Accumulated Depreciation	(364,989)	(321,609)
	<u>\$ 1,472,460</u>	<u>\$ 1,490,249</u>

**NOTE F: Notes Payable**

Notes Payable consists of the following:

	<u>2017</u>	<u>2016</u>
Federation of Appalachian Housing Enterprises, Inc., \$258,000 note issued October 2014, bearing interest at 5.25%, interest payable monthly, due October 17, 2018, secured by deed of trust against real property in Wythe County, VA	\$ 214,156	\$ 190,298
Federation of Appalachian Housing Enterprises, Inc., issued October 2012, bearing interest at 5.5%, due May 31, 2019, secured by deed of trust against real property in Wytheville, VA	40,352	41,166
Virginia Housing Development Authority, issued June 26, 2013, bearing interest at 3.0%, payable in monthly installments of \$1,859.27 including principal and interest, due July 2043, secured by deed of trust on property in Hillsville, VA	403,308	413,356



HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 NOTES TO FINANCIAL STATEMENTS  
 For the Years Ended June 30, 2017 and June 30, 2016

**NOTE F: Notes Payable (Continued)**

	<u>2017</u>	<u>2016</u>
Virginia Housing Development Authority, issued September 2006, bearing interest at 3.5%, due October 2036, secured by deed of trust in property in Wytheville, VA	\$ 79,404	\$ 82,229
Union First Market Bank, issued December 2001, bearing interest at 7.5%, payable in monthly installments of \$505.75 including interest, due December 2021, secured by deed of trust on property in Wytheville, VA	22,884	27,395
Federation of Appalachian Housing Enterprises, Inc., bearing interest at 5.25%, interest only payments due beginning September 1, 2016, with final payment due December 31, 2017, secured by a deed of trust on property in Wytheville, VA.	154,000	159,000
Department of Housing and Community Development, issued September 2006, bearing interest at 3.0%, interest only note, due November 2021, secured by deed of trust on property in Wytheville, VA	25,000	25,000
Housing Assistance Council, SHOP 2010, \$270,000 issued June 20, 2013, bearing interest at 0.0% thru maturity, then at prime, repayment due on pro rata sale of land or at maturity September 30, 2018, note is forgivable up to 90% upon sale of land to qualified low income individuals, secured by deed of trust on property in Wythe County, VA. At maturity, if any lots are not conveyed to homeowners the loan will be repaid at \$15,000 per lot.	265,500	265,500
Commonwealth of Virginia, Department of Housing and Community Development, Amended HOME Loan, issued March 2013, bearing deferred interest at 1.0% per annum, deferred principle and interest due December 31, 2028, secured by deed of trust on property in Hillsville, VA	<u>500,000</u>	<u>500,000</u>
	<u>\$ 1,704,604</u>	<u>\$ 1,716,788</u>

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 NOTES TO FINANCIAL STATEMENTS  
 For the Years Ended June 30, 2017 and June 30, 2016

**NOTE F: Notes Payable (Continued)**

Principle Maturities of long-term debt are as follows:

		<u>Amount</u>
<u>For the year ending June 30:</u>	2018	\$ 171,747
	2019	538,542
	2020	19,341
	2021	45,193
	2022	17,770
	2023-2027	82,651
	2028-2032	596,509
	2033-2037	108,969
	2038-2042	100,167
	2043-2048	23,715
		<u>\$ 1,704,604</u>

**NOTE G: Lines of Credit**

The Organization maintains a bank line of credit which provides for borrowings not to exceed \$124,600. Under the terms of the agreement, interest is payable monthly at 5%; the line is secured by real estate. As of June 30, 2017 and June 30, 2016 the Organization had borrowed \$101,105 and \$92,705 against the line of credit. The line of credit expires October 7, 2018.

The Organization also maintains a \$75,000 line of credit with the Federation of Appalachian Housing Enterprises, Inc., bearing interest at 5.25%. Under terms of the agreement interest only payments are required. The line of credit is used as a funding source for the reimbursable DHCD Grant; the line of credit is repaid after submitting and receiving grant funds from DHCD. As of June 30, 2017 the Organization has a zero balance on the line of credit and as June 30, 2016 the balance was \$45,602.

**NOTE H: Forgivable Portions of Debt**

The Organization received loans from various organizations to purchase and develop land into affordable housing for qualified individuals. These loans allow for a portion or all of the loans to be forgiven if certain criteria are met. As of June 30, 2017, the Organization has the following forgivable portion of debt:

The Organization entered into a loan agreement with the Virginia Department of Housing and Community Development (DHCD), via a grant from the Department of Housing and Urban Development (HUD) through the Federal HOME Investment Partnership Program, dated September 2006 in the amount of \$25,000 for the development of an affordable housing unit in Wytheville, VA. This loan is deferred for a compliance period of fifteen (15) years from the date of the deed of trust.

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, Virginia  
 NOTES TO FINANCIAL STATEMENTS  
 For the Years Ended June 30, 2017 and June 30, 2016

**NOTE H: Forgivable Portions of Debt (Continued)**

The Organization entered into a loan agreement with the Housing Assistance Council under the Self-Help Home Ownership Opportunity Program (SHOP), dated June 2013, in the amount of \$270,000, for the acquisition and site development of eighteen lots in Wytheville, VA. The loan is "forgivable" on a pro rata share of indebtedness for any of the eighteen lots transferred to qualified buyers. For the fiscal years ended June 30, 2017 and 2016, the Organization sold and transferred zero (0) and zero (0) lots, respectively to qualified individuals, no debt forgiveness will be recognized until the project's completion has been certified by the Housing Assistance Council. In addition, if at September 30, 2018, any lots that are not conveyed to homeowners, the loan will have to be repaid at 15,000 per unconveyed lot.

The Organization entered into a deferred loan agreement with the Virginia Department of Housing and Community Development (DHCD), via a grant from the Department of Housing and Urban Development (HUD) through the Federal HOME Investment Partnership Program, dated March 2013, in the amount of \$500,000 for the development of affordable housing units in Hillsville, VA. This loan is a deferred for a compliance period of fifteen (15) years from the deed of trust. The loan may be deferred and forgiven at the discretion of the DHCD if the Organization agrees to extend the compliance period for an additional term, not to exceed an additional twenty (20) years.

**NOTE I: Temporarily restricted net assets**

Temporarily restricted net assets are available for the following purposes:

	2017	2016
National Alliance to End Homelessness Challenge Grant	\$ -	\$ 6,123
Community Food Kitchen	62,263	46,527
HOPE Packs	28,368	28,368
HOPE Ministry Center Phase 2 Capital Campaign	101,500	100,000
Wythe Bland Foundation - Oct 2016 HOPE Packs Grant	17,682	36,700
Wythe Bland Foundation - Oct 2016 Bookkeeping Grant	24,042	-
	\$ 233,855	\$ 217,718

**NOTE J: Permanently restricted net assets**

The Organization received grant funding of \$403,000 from the Wythe Bland Foundation for the purpose of purchasing an office complex used by the organization. The grant included a requirement for securing additional matching contributions of \$122,000. In June 2014, the Organization secured the required matching funds and completed the purchase of the office complex. The office complex (land and building)

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
NOTES TO FINANCIAL STATEMENTS  
For the Years Ended June 30, 2017 and June 30, 2016

**NOTE J: Permanently Restricted Net Assets (Continued)**

are owned by HOPE, Inc., however, a forfeiture clause was recorded on the deed. The forfeiture clause states that title to the office complex and any improvements thereon shall transfer to the Wythe Bland Foundation, in the event the property ceases to be used for a period of greater than sixty (60) days as an office complex owned and operated by HOPE, Inc. or its not-for-profit successor. Based on the forfeiture clause, the grant funds and matching funds were deemed permanently restricted net assets. The original forfeiture clause described the property as parcel one and parcel two. On February 1, 2017, the Wythe Bland Foundation, released the forfeiture clause on parcel two of the property. The value of this release was \$120,000. This amount has been reclassified from permanently restricted to unrestricted as a result of this release.

**NOTE K: Retirement Benefits**

The Organization has a savings incentive match plan for employees of small employers (SIMPLE) as an employee benefit. All employees are eligible under the plan. For each calendar year, the Organization will contribute a matching contribution to each eligible employee's SIMPLE IRA equal to the employee's contribution up to 3.0% of the employee's compensation for the calendar year. For the years ended June 30, 2017 and 2016, employer contributions to the plan totaled \$7,288 and \$7,052, respectively.

**NOTE L: Restatement of Beginning Net Assets**

During the current year, it was discovered that HOPE, Inc. owned a lot that was part of the Habitat for Humanity organization. Habitat for Humanity became part of HOPE in 2014. The value assigned to the Lot and the Net Asset adjustment was \$2,500.

**NOTE M: Recent Accounting Pronouncements**

In February 2016, the FASB issued Accounting Standards Update 2016-02, Leases, which requires recognition of lease assets and lease liabilities. The ASU is effective for years beginning after December 15, 2019 and is not expected to have a significant impact on the Organization's financial statements.

In August 2016, the FASB issued Accounting Standards Update 2016-14, Not-for-Profit Entities, Presentation of Financial Statements of Not-for-Profit Entities, which improves reporting of net asset classification requirements and notes about liquidity, financial performance and cash flows. ASU 2016-14 will be effective for annual periods beginning after December 15, 2017. The Organization will implement this update for its year ended June 30, 2019 financial statements.

In August 2016, the FASB issued Accounting Standards Update 2016-15, Statement of Cash Flows, which requires a change in the presentation of certain cash receipts and cash payments in the statement of cash flows. ASU 2016-15 will be effective for annual periods beginning after December 15, 2017. The Organization will implement this update for its year ended June 30, 2019 financial statements. The update is not expected to have a significant impact on the Organization's financial statements.

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
Wytheville, Virginia  
NOTES TO FINANCIAL STATEMENTS  
For the Years Ended June 30, 2017 and June 30, 2016

**NOTE N: Subsequent Events**

The Organization has evaluated subsequent events through October 27, 2017, the date which the financial statements were available to be issued. The following subsequent events were found:

HOPE, Inc. closed on a construction loan with FAHE on June 30, 2017, but the loan was not funded until August 21, 2017. The loan was for the purpose of building two four- bedroom group homes in Wytheville, Virginia. The loan is secured by a deed of trust on properties at 125 Deerfield Lane and 785 Fairview Road, Wytheville, Virginia. Terms are 5.75%, with a maturity date of June 1, 2018. VHDA and Virginia DHCD have provided permanent loan commitments for this construction loan. Construction is anticipated to be complete by February 1, 2018.

HOPE, Inc. closed on a construction loan with Virginia Organizing on July 14, 2017 for \$190,000 for the purpose of buying and remodeling a four-bedroom group home at 102 Wheat Ridge Lane in Galax, Virginia. This loan is secured by a deed of trust. The interest rate is 4%, with interest-only payments, and a maturity date of January 1, 2018. VHDA has provided a commitment for permanent loan financing. Closing is anticipated to be by December 12, 2017.

HOPE, Inc. renewed an operating line of credit with First Bank and Trust on October 17, 2017 for \$124,600 at 5.00% interest and a maturity date of October 7, 2018. This note is secured by a deed of trust on property located at 2167 West Lee Highway, Wytheville, Virginia.

HOPE, Inc. received notice from the Housing Assistance Council that its SHOP Loan 2010 #1-1405-1111 was extended through September 30, 2018, at which point any lots not yet completed and conveyed to homebuyers will have to be repaid to Housing Assistance Council at \$15,000 per unit.

**SUPPLEMENTARY INFORMATION**

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, VA  
 STATUS OF FUNDS  
 For the Year Ended June 30, 2017

Catalog of Federal Domestic Assistance	Unencumbered Funds on Hand July 1, 2016	Total Funds Received During Period	Funds Requested by June 30, 2016 but not Received by June 30, 2016	Total of Funds Available During Period	Total Costs to Contract Period	Unencumbered Funds on Hand June 30, 2017
DHCD Federal Funds						
Emergency Solutions Grant Program	\$ -	\$ 39,357	\$ -	\$ 39,357	\$ 39,357	-
Other Federal Funds						
DHS Emergency Food and Shelter National Board Program	97,024	9,427	-	9,427	9,427	-
HUD Continuum of Care (Permanent Supportive Housing)	14,267	49,191	-	49,191	49,191	-
HUD Continuum of Care (Rapid Re-Housing)	14,267	64,125	-	64,125	64,125	-
HUD Housing Counseling (VHDA Pass-Thru)	14,169	24,013	5,193	29,206	29,206	-
Total Other Federal Funds	-	146,756	5,193	151,949	151,949	-
DHCD General Funds						
Homeless Services Grant	-	152,536	-	152,536	152,536	-
Veteran Rapid Re-Housing Grants	-	10,553	-	10,553	10,553	-
Prevention Grants	-	133,057	-	133,057	133,057	-
Total DHCD General Funds	-	296,146	-	296,146	296,146	-
Other						
VHDA REACH Housing Counseling	-	11,830	2,802	14,632	14,632	-
VHDA REACH Capacity Building	-	5,095	8,780	13,875	13,875	-
VHDA REACH Capacity Building VISTA	-	15,000	-	15,000	15,000	-
Total Other	-	31,925	11,582	43,507	43,507	-
TOTAL	\$ -	\$ 514,184	\$ 16,775	\$ 530,959	\$ 530,959	\$ -

HELPING OVERCOME POVERTY'S EXISTENCE, INC.  
 Wytheville, VA  
 STATUS OF INVENTORIES  
 For the Year Ended June 30, 2017

Schedule B

Fund Source	Type of Inventory	Value on Hand 07/01/2016	Increase (Decrease) During Period	Value on Hand 6/30/2017
DHCD Funding		\$ -	\$ -	\$ -
None				
Total		\$ -	\$ -	\$ -