

Neighborhood Concepts, Inc. and Subsidiaries

Consolidated Financial Report
December 31, 2020

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Independent Auditor's Report

To the Board of Directors
Neighborhood Concepts, Inc. and Subsidiaries

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Neighborhood Concepts, Inc. and its subsidiaries, which comprise the consolidated statement of financial position as of December 31, 2020, the related consolidated statements of activities, changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, 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 did not audit the financial statements of Quality Housing Partners No. 16, LP, a wholly owned subsidiary, whose statements reflect total assets constituting 28 percent of consolidated total assets at December 31, 2020, and total revenue constituting 31 percent of consolidated total revenue for the year then ended. Those statements were audited by other auditors, whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for Quality Housing Partners No. 16, LP, is based solely on the report of the other auditors. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, based on our audit and the report of the other auditor, the financial statements referred to above present fairly, in all material respects, the financial position of Neighborhood Concepts, Inc. and its subsidiaries as of December 31, 2020, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information is presented for purposes of additional analysis rather than to present the financial position and changes in net assets of the individual companies and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Haley & Woods, LLP

Birmingham, Alabama
June 29, 2021

Neighborhood Concepts, Inc. and Subsidiaries

Consolidated Statement of Financial Position December 31, 2020

Assets	
Current assets:	
Cash	\$ 1,959,395
Accounts receivable	77,483
Grants receivable	2,500
Other current assets	9,006
Total current assets	<u>2,048,384</u>
Property and equipment, net	2,245,771
Other assets:	
Developer fees receivable	633,615
NARLF loans receivable, net	1,603,233
Notes receivable – related parties, net	2,760,941
Notes receivable – unrelated parties, net	43,984
Restricted deposits and funded reserves	149,538
Total other assets	<u>5,191,311</u>
Total assets	<u>\$ 9,485,466</u>
Liabilities and Net Assets	
Current liabilities:	
Accounts payable	\$ 34,066
Accrued expenses	135,895
Current portion of long-term debt	201,409
Total current liabilities	<u>371,370</u>
Long-term liabilities:	
Long-term debt, net of current portion	4,355,069
Tenant deposits held in trust	13,870
Developer fees payable	627,128
Investment deficit in partnerships	33,320
Total long-term liabilities	<u>5,029,387</u>
Total liabilities	<u>5,400,757</u>
Net assets:	
Without donor restrictions	3,722,711
With donor restrictions	451,888
Total net assets	<u>4,174,599</u>
Non-controlling interest in subsidiary	(89,890)
Consolidated net assets	<u>4,084,709</u>
Total liabilities and net assets	<u>\$ 9,485,466</u>

See notes to consolidated financial statements.

Neighborhood Concepts, Inc. and Subsidiaries

**Consolidated Statement of Activities
Year Ended December 31, 2020**

Changes in net assets without donor restrictions:	
Revenue:	
Asset management fees	\$ 71,676
Contributions	610
Developer and consulting fees	387,977
Grant revenue	111,400
Loan fund program revenue	120,458
Miscellaneous	19,030
Rental income	307,797
Net assets released from restrictions	<u>787,797</u>
Total revenue	<u>1,806,745</u>
Operating expenses:	
Program services	1,247,007
Supporting services	
General and administrative	60,295
Fundraising	<u>4,524</u>
Total expenses	<u>1,311,826</u>
Revenue in excess of operating expenses	<u>494,919</u>
Other income (expenses):	
Income from investments in partnerships	19,460
Interest income	6,010
Interest expense	<u>(53,673)</u>
Total other income (expenses)	<u>(28,203)</u>
Increase in net assets without donor restrictions	<u>466,716</u>
Changes in net assets with donor restrictions:	
Contributions	500
Grant revenue	897,040
Net assets released from restrictions	<u>(787,797)</u>
Increase in net assets with donor restrictions	<u>109,743</u>
Increase in net assets before effects of discontinued operations	576,459
Discontinued operations, including gain on sale of rental property owned of \$1,204,678	<u>1,148,756</u>
Increase in net assets	1,725,215
Net loss attributable to non-controlling interest	<u>6</u>
Increase in net assets attributable to Neighborhood Concepts, Inc. and Subsidiaries	<u>\$ 1,725,221</u>

See notes to consolidated financial statements.

Neighborhood Concepts, Inc. and Subsidiaries

**Consolidated Statement of Changes in Net Assets
Year Ended December 31, 2020**

	Net Assets Attributable to Neighborhood Concepts, Inc. and Subsidiaries	Non-controlling Interest in Subsidiary	Consolidated Net Assets
Net assets, December 31, 2019	\$ 2,449,378	\$ (89,884)	\$ 2,359,494
Increase in net assets	1,725,221	(6)	1,725,215
Net assets, December 31, 2020	<u>\$ 4,174,599</u>	<u>\$ (89,890)</u>	<u>\$ 4,084,709</u>

See notes to consolidated financial statements.

Neighborhood Concepts, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses Year Ended December 31, 2020

	Program Services			Total Program Services	Supporting Services		Total
	Housing Program	Advocacy	Economic Development		General and Administrative	Fundraising	
Expenses:							
Accounting	\$ 2,475	\$ 3,115	\$ 9,348	\$ 14,938	\$ 3,115	\$ -	\$ 18,053
Consulting and contract	4,923	388	26,679	31,990	1,538	-	33,528
Dues and subscriptions	1,960	501	7,998	10,459	252	-	10,711
Equipment rental	470	470	1,411	2,351	470	-	2,821
Grants	62,351	-	268,000	330,351	-	-	330,351
Insurance	23,915	2,913	8,739	35,567	2,913	-	38,480
Legal	5,427	-	2,849	8,276	-	-	8,276
Loan fund program expenses	-	-	11,986	11,986	-	-	11,986
Management fees	21,552	-	-	21,552	-	-	21,552
Marketing	4,221	19	8,652	12,892	(138)	-	12,754
Meetings	44	44	428	516	556	-	1,072
Miscellaneous	2,502	-	4,933	7,435	307	-	7,742
Office supplies	4,958	758	4,007	9,723	2,000	-	11,723
Payroll taxes	8,134	3,258	8,650	20,042	3,235	-	23,277
Provision for bad debts	473	-	-	473	-	-	473
Provision for loan losses	-	-	49,893	49,893	-	-	49,893
Rent	6,057	3,724	11,172	20,953	1,390	-	22,343
Repairs and maintenance	130,344	-	-	130,344	-	-	130,344
Resident services	2,789	-	-	2,789	-	-	2,789
Salary, wages, and benefits	152,907	47,347	120,278	320,532	40,717	4,524	365,773
Taxes and licenses	22,417	120	1,895	24,432	211	-	24,643
Telephone and communication	4,966	1,896	5,738	12,600	1,973	-	14,573
Training and education	696	9	1,719	2,424	9	-	2,433
Travel	995	76	1,928	2,999	159	-	3,158
Utilities	63,463	271	811	64,545	270	-	64,815
Total before depreciation	528,039	64,909	557,114	1,150,062	58,977	4,524	1,213,563
Depreciation	96,945	-	-	96,945	1,318	-	98,263
Total expenses	\$ 624,984	\$ 64,909	\$ 557,114	\$ 1,247,007	\$ 60,295	\$ 4,524	\$ 1,311,826

Neighborhood Concepts, Inc. and Subsidiaries

**Consolidated Statement of Cash Flows
Year Ended December 31, 2020**

Cash flows from operating activities:	
Change in net assets	\$ 1,725,215
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	98,263
Depreciation from discontinued operations	12,800
Amortization of deferred financing costs	784
Amortization of deferred financing costs from discontinued operations	19,537
Provision for loan losses (NARLF)	49,893
Provision for bad debts	473
Loss on disposal of property and equipment	271
Gain on sale of rental property owned from discontinued operations	(1,204,678)
Interest accrued on notes receivable – related parties	(5,690)
Interest accrued on developer fees payable	31,621
Gain from investments in partnerships	(19,460)
(Increase) decrease in:	
Accounts receivable	(19,498)
Accounts receivable from discontinued operations	1,097
Grant receivable	500
Other current assets	6,581
Other current assets from discontinued operations	5,434
Developer fees receivable	(344,558)
(Decrease) increase in:	
Accounts payable	13,643
Accounts payable from discontinued operations	(4,224)
Accrued expenses	23,744
Accrued expenses from discontinued operations	(10,297)
Prepaid revenue from discontinued operations	(918)
Tenant deposits held in trust from discontinued operations	(11,450)
Net cash provided by operating activities	<u>369,083</u>
Cash flows from investing activities:	
Proceeds from sale of rental property owned from discontinued operations	3,076,826
Issuance of NARLF loans receivable	(1,051,364)
Payments received on NARLF loans receivable	472,630
Issuance of notes receivable – related parties	(225,705)
Distributions received from investments in partnerships	22,455
Net cash provided by investing activities	<u>2,294,842</u>
Cash flows from financing activities:	
Net payments on lines of credit	(463,975)
Proceeds from the issuance of long-term debt	1,331,809
Principal payments on long-term debt	(53,175)
Principal payments on long-term debt from discontinued operations	(2,119,323)
Net cash used in financing activities	<u>(1,304,664)</u>
Increase in cash and restricted cash	1,359,261
Cash and restricted cash at beginning of year	749,672
Cash and restricted cash at end of year	<u>\$ 2,108,933</u>
Supplemental disclosure of cash flow information:	
Cash paid for interest	\$ 14,997
Cash paid for interest from discontinued operations	<u>\$ 32,916</u>

See notes to consolidated financial statements.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies

Nature of organization: Neighborhood Concepts, Inc. (the Parent or NCI) was formed as a non-profit organization in 1988. NCI's wholly owned subsidiaries are described below. Neighborhood Concepts, Inc. and Subsidiaries' (the Organization) mission is to strengthen communities through the creation of affordable housing and the advancement of economic opportunities for underserved people and communities. The Organization is supported primarily by grants and fee income from its affordable housing development and revolving loan fund activity. Since 1997, the Organization has met the requirements to be considered a Community Housing Development Organization (CHDO) and is eligible to apply to the City of Huntsville Development Department for HOME Investment Partnership program funds under the CHDO set-aside. The Organization is also recognized as a CHDO by Alabama Housing Finance Authority in Madison County.

NCI's wholly owned subsidiaries include North Alabama Revolving Loan Fund, LLC (NARLF), a U.S. Treasury certified Community Development Financial Institution (CDFI) that provides business loans to support economic development in north Alabama, Quality Housing Partners No. 16, LP (QHP), which owns and operates an apartment complex with 56 rental units named Meadow Oaks Apartments located in Rainbow City, Alabama, and NCI Mountain Ridge, LLC, general partner of Mountain Ridge Limited Partnership (MRLP), which owns and operates an apartment complex with 50 rental units named Mountain Ridge Apartments located in Huntsville, Alabama. NCI is MRLP's limited partner. As fully described in Note 19, Mountain Ridge Apartments was sold in February 2020 and all MRLP operations ceased. As such, MRLP is reported as a discontinued operation in the consolidated financial statements as of and for the year ended December 31, 2020. NCI's wholly owned subsidiaries also include the following real estate entities that invest in for-profit affordable housing limited partnerships and limited liability companies:

- Franklin Housing, LLC
- HHD Meadow Oaks GP, Inc. (general partner in QHP)
- NBA, Inc.
- NCI Aiken Housing, LLC
- NCI Ashley Villas, LLC
- NCI Clarkston, LLC
- NCI Cotton Run, LLC
- NCI Countryside Villas, LLC
- NCI Flint River, LLC
- NCI Herren Hill, LLC**
- NCI Indian Creek, LLC
- NCI Pine Ridge, LLC
- NCI Quail Run, LLC
- NCI Ridge Chase, LLC
- NCI Rolling Hills, LLC
- NCI Virginia Meadows, LLC***
- Spring Branch, LLC

**The Organization has formed this wholly owned subsidiary but has not yet invested in any partnerships as of December 31, 2020.

***Entity was dissolved during 2020 after the sale of the properties and liquidation of the partnerships in which the entity was invested.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The Organization is also a 79% managing member in Mallard Pointe Partners, LLC. Mallard Pointe Partners, LLC, as its sole investment, is a 0.01% non-controlling general partner in Mallard Pointe, LP, a for-profit low income housing limited partnership. The 21% not owned by the Organization is reflected as non-controlling interest in subsidiary as a component of net assets in the accompanying consolidated statement of financial position.

The Organization is also a 50% member in Common Ground LLC, a developer entity, which is the developer of record for Cottages at Indian Creek, LLC (Cottages). Cottages developed an apartment complex to own and operate. Common Ground, LLC was active in Cottages development activities during 2020 and earned developer fees, as more fully described in Note 4.

All significant inter-organizational transactions and balances have been eliminated in the consolidated financial statements.

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

Basis of presentation: For financial statement presentation, the Organization has adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-205, Not-For-Profit Entities: Presentation of Financial Statements. Under FASB ASC 958-205, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. In addition, the Organization is required to present a statement of cash flows. As permitted by FASB ASC 958-205, the Organization does not use fund accounting.

Use of estimates: The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures 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.

Revenue recognition: The Organization receives support from asset management fees, contributions, developer and consulting fees, grants, loan fund program revenue, consisting of interest earned on loans receivable and loan fees, and rental income. Amounts received for asset management fees and consulting are recognized during the period of service. Developer fees are recognized when performance obligations in the related limited partnership agreements are met. Contributions and grants are recognized when the donor or grantor makes a commitment for the grant or promise to give to the Organization that is, in substance, unconditional. Interest income on loans is accrued on the principal outstanding at the loans' stated interest rate. Rental revenue is principally derived from tenants through rental payments provided under operating leases. Rental income is recognized for unit rentals as it accrues on a straight-line basis over the terms of the related leases. Tenant leasing arrangements are generally one-year lease terms. Advance receipts of rental income are deferred and classified as liabilities until earned.

Recognition of donor restrictions: Grants that are restricted by the grantor or donor for specific purposes are reported as an increase in net assets with donor restrictions. When a restriction expires or is satisfied, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Contributions of assets that donors have stipulated must be maintained in perpetuity are also classified as net assets with donor restrictions. The Organization has no net assets with donor restrictions that must be maintained in perpetuity as of December 31, 2020.

Cash and cash equivalents: For purposes of the consolidated statement of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents. The Organization had no cash equivalents at December 31, 2020.

Accounts and developer fees receivable: Receivables are carried at original invoice amount or contract amount less an estimate made for doubtful receivables based on a review of all outstanding amounts on a monthly basis. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received. Management determined that an allowance for doubtful accounts was not necessary as of December 31, 2020.

Property and equipment: It is the Organization's policy to capitalize property and equipment costs over \$1,000. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions 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 contributions. 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.

Property and equipment are depreciated using the straight-line method over the estimated useful lives of the assets generally as follows:

	<u>Years</u>
Land improvements	20
Buildings	40
Building improvements	15-25
Furniture and equipment	5-10
Computer equipment and software	3

Deferred financing costs: Financing costs are amortized using the straight-line method over the expected life of the related debt and are presented as a direct deduction from the face amount of the financings (see Note 10). The related expense is included in interest expense and amortization of deferred financing costs in the statement of operations.

NARLF loans receivable and allowance for loan losses: NARLF loans receivable are stated at the principal amount outstanding, net of deferred loan fees, if any, and allowance for loan losses. Interest income on loans is accrued on the principal outstanding at the loans' stated interest rate. Direct origination costs, if significant, would be deferred and amortized using the effective interest method over the respective lives of the related loans and recorded as an adjustment to loan fees revenue. At December 31, 2020, direct origination costs were not deemed significant.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

When payment is 90 days late, the loan is placed on non-accrual status, meaning that interest no longer accrues on the loan balance and the next payment will be directed solely to the past 30 days' interest and the remainder is applied to principal. Once enough payments are made to bring the loan to a current status, the loan is returned to an accrual status. At December 31, 2020, one loan with a balance of \$52,000 was on non-accrual status.

The allowance for loan losses is a valuation reserve that management believes will be adequate to absorb possible losses on existing loans that may become uncollectible. It is established through a provision for loan losses charged to expense. In addition, loans deemed to be uncollectible are charged against the allowance. Subsequent recoveries, if any, are credited to the allowance. The allowance is based upon management's periodic review of the collectability of loans and is maintained at a level believed adequate by management to absorb estimated potential losses after considering changes in internal and external factors, past loss experience, the nature and volume of the loan portfolio and current economic conditions.

The allowance consists of specific and general components. The specific component relates to loans that would be classified impaired. For such loans, an allowance would be established when the discounted cash flows of the impaired loan is lower than the carrying value of that loan. The general component covers loans not deemed impaired and would be based on historical loss experience adjusted for qualitative factors, including non-accruals, economic conditions and industry trends. In the absence of historical losses, management determines the allowance based upon NARLF's risk rating system, which considers, among other factors, borrower financial condition and other risks impacting the loan portfolio. As of December 31, 2020, no NARLF loans receivable were considered impaired.

A loan would be considered impaired when, based on current information and events, it is probable that NARLF would be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value, if any, and the probability of collecting scheduled principal and interest payments when due. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is generally measured on a case-by-case basis using the fair value of the collateral less estimated costs to collect, if the loan is collateral dependent, and the present value of expected future cash flows discounted at the loan's effective interest rate.

NARLF at all times maintains a minimum cumulative reserve of 7% of the entire outstanding loan portfolio, even when the individual loans are reserved at less than 7%. As of December 31, 2020, the allowance for loan losses totaled \$130,554.

NCI notes receivable – related and unrelated parties: NCI notes receivable from related and unrelated party affordable housing partnerships and limited liability companies are stated at unpaid principal balances plus accrued interest, net of an allowance for loan losses. As of December 31, 2020, the allowance for loan losses totaled \$983,363. Interest on performing loans is recognized over the term of the loan and is calculated using the simple-interest method on principal amounts outstanding. The risk of loss on notes receivable is the difference between the loan amount and the market value of the collateral at the time of loan loss determination. Management determines the allowance for loan losses on notes receivable by identifying troubled notes and by reviewing borrower financial information. Notes receivable are written off when deemed uncollectible.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Impairment of assets: In accordance with FASB ASC 360-10-35, Impairment or Disposal of Long-Lived Assets, the Organization records impairment losses on long-lived assets used in operations when events and circumstances indicate that the assets might be impaired and the undiscounted cash flows estimated to be generated by those assets are less than the carrying amounts of those assets. If impairment exists, the amount of such impairment is calculated based on the estimated fair value of the asset. The Organization continually evaluates its investment in long-lived assets used in operations for impairment. As further described in Note 6, the carrying value of certain notes receivable was impaired in prior years.

Investments in partnerships: In accordance with FASB ASC 970-323, Real Estate-General, Investments – Equity Method and Joint Ventures, a non-profit organization with a more than minor interest in a for-profit real estate partnership, a for-profit real estate limited liability company, or similar for-profit real estate entity shall report its non-controlling interest in such an entity using the equity method. As such, the Organization's investments in partnerships are accounted for under the equity method, in which the Organization's share of net income or loss from the partnerships are directly reflected in the consolidated statement of activities, and the investment accounts are adjusted for its share of the net income or loss, and any additional investment in or distributions from the partnerships.

Functional expenses: The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of activities and in the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the program services and general and administrative services benefited based on a percentage method.

Income taxes: NCI is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code except for net revenue derived from any unrelated business activities. NCI is not a private foundation. NCI files a tax return in the United States (U.S.) federal jurisdiction.

NCI's subsidiaries, with the exception of the entities listed below, are limited partnerships and limited liability companies and have elected to be treated as pass-through entities for income tax purposes and, as such, are not subject to income taxes. Franklin Housing, LLC, HHD Meadow Oaks GP, Inc.; NBA, Inc.; NCI Aiken Housing, LLC; NCI Clarkston, LLC, NCI Flint River, LLC, NCI Herren Hill, LLC, NCI Indian Creek, LLC; and Spring Branch, LLC have elected to be taxed as corporations for federal income tax purposes. All related taxes paid by these corporations, if any, are included in taxes and licenses on the accompanying consolidated statement of activities. The other subsidiaries' taxable income or loss and tax credits are allocated to partners/members in accordance with their respective percentage ownership and are reported by their owners on their respective income tax returns. Therefore, no provision or liability for income taxes for these subsidiaries has been included in the consolidated financial statements.

The Board of Directors evaluated the Organization's tax position and concluded that the Organization has not entered into any events or transactions that would disqualify its tax-exempt status or has not taken any uncertain tax positions that would cause the Organization to incur income taxes or penalties at the entity level. With few exceptions, the Organization is no longer subject to U.S. federal tax examinations by tax authorities for years before 2017.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Recent accounting pronouncements: In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. In July 2018, the FASB issued ASU 2018-10, *Codification Improvements to Topic 842, Leases*, which makes narrow scope improvements to the standard for specific issues. In July 2018, the FASB also issued ASU 2018-11, *Leases (Topic 842): Targeted Improvements*, which provides an optional transition method allowing the standard to be applied at the adoption date. In March 2019, the FASB issued ASU 2019-01, *Leases (Topic 842) Codification Improvements*, which exempts entities from having to provide the interim disclosures required by ASC 250-10-50-3 in the fiscal year in which an Organization adopts the new leases standard. In June 2020, the FASB issued ASU 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842) Effective Dates for Certain Entities*, which delays the effective date of ASU 2019-01 for certain entities. This ASU is effective for the Organization beginning on January 1, 2022.

A modified retrospective transition approach is required. An entity may adopt the guidance either (1) retrospectively to each prior reporting period presented in the financial statements with a cumulative-effect adjustment recognized at the beginning of the earliest comparative period presented or (2) retrospectively at the beginning of the period of adoption through a cumulative-effect adjustment. The Organization expects to adopt the guidance retrospectively at the beginning of the period of adoption, January 1, 2022, through a cumulative-effect adjustment, and will not apply the new standard to comparative periods presented.

The adoption of this guidance is not expected to have a significant impact on the Organization's consolidated financial statements. The Organization is currently evaluating the impact of this new guidance on its consolidated financial statements.

In June 2016, the FASB issued ASU 2016-13, *Financial Instruments-Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, which applies to all entities and most financial assets that are not measured at fair value through net income. The underlying premise of the ASU is that financial assets measured at amortized cost should be presented at the net amount expected to be collected, through an allowance for credit losses that is deducted from the amortized cost basis. The allowance for credit losses should reflect management's current estimate of credit losses that are expected to occur over the remaining life of a financial asset. This is in contrast to existing guidance whereby credit losses generally are not recognized until they are incurred. Entities that are not public business entities will be required to adopt the ASU in fiscal years beginning after December 15, 2020, and interim periods within fiscal years beginning after December 15, 2021, with early adoption permitted. The Organization is currently evaluating the effect that the standard will have on the consolidated financial statements.

In September 2020, the FASB issued ASU 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. This ASU requires a not-for-profit entity to present contributed nonfinancial assets in the statement of activities as a line item that is separate from contributions of cash or other financial assets. The term nonfinancial asset includes fixed assets, use of fixed assets or utilities, materials and supplies, intangible assets, services and unconditional promises of those assets. A not-for-profit entity also is required to disclose contributed nonfinancial assets received disaggregated by category that depicts the type of contributed nonfinancial assets as well as other expanded disclosures. The ASU should be applied on a retrospective basis and is effective for annual periods beginning after June 15, 2021, and interim periods within annual periods beginning after June 15, 2022. Early adoption is permitted. The Organization is currently evaluating the impact the pending adoption of the new standard will have on its financial statements.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Subsequent events: Subsequent events have been evaluated through June 29, 2021, which is the date the consolidated financial statements were available for issuance (see Note 20).

Note 2. Liquidity

As of December 31, 2020, the Organization had financial assets available within one year of the statement of financial position date for general expenditure as follows:

Cash	\$ 1,959,395
Accounts receivable	77,483
Grants receivable	<u>2,500</u>
	2,039,378
Less those unavailable for general expenditures within one year, due to:	
Donor-imposed restrictions	<u>(451,888)</u>
	<u>\$ 1,587,490</u>

The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, operating revenue generated throughout the year is budgeted to cover general operating expenditures. To help manage unanticipated liquidity needs, the Organization has a committed line of credit totaling \$600,000, which it could draw upon for operations.

Note 3. Property and Equipment

Property and equipment from continuing operations and discontinued operations consisted of the following as of December 31, 2020:

Land	\$ 210,913
Buildings and improvements	4,242,289
Furniture and equipment	223,468
Computer equipment and software	11,155
Less accumulated depreciation	<u>(2,442,054)</u>
Total	<u>\$ 2,245,771</u>

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 4. Developer Fees Receivable and Related Revenue

The following summarizes developer fees receivable and related revenue due to the Organization, and are collateralized by the underlying rental properties, as of December 31, 2020:

Spring Branch, Ltd.:

The Organization entered into an agreement with Spring Branch, Ltd., to be the developer for Spring Branch Apartments, a 70-unit multifamily apartment complex. The Organization is a non-controlling general partner through its wholly owned subsidiary, Spring Branch, LLC. The total developer fee was \$908,533, all of which was earned in 2013 when the project was completed. The outstanding balance of the fee is required to be repaid solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Spring Branch, Ltd.

\$ 138,909

Clarkston Square, LP:

The Organization provided developer consulting services to Clarkston Square, LP, which owns and operates Clarkston Square, a 56-unit apartment complex. The Organization is a non-controlling general partner through its wholly owned subsidiary, NCI Clarkston, LLC. NCI's portion of developer consulting services was \$292,500, all of which was earned in 2016 when the project was completed. The outstanding balance of the fee is required to be repaid solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Clarkston Square, LP.

49,164

Flint Rivers, LP:

The Organization provided developer consulting services to Flint Rivers, LP, which owns and operates Flint Rivers Apartments, a 72-unit apartment complex. The Organization is a non-controlling general partner through its wholly owned subsidiary, NCI Flint River, LLC. NCI's portion of developer consulting services was \$340,000, all of which was earned in 2016 when the project was completed. The outstanding balance of the fee is required to be repaid solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Flint Rivers, LP.

23,812

Cottages at Indian Creek, LLC:

The Organization provided developer consulting services to Cottages at Indian Creek, LLC, which is constructing a 56-unit apartment complex. The Organization is the non-controlling managing member through its wholly owned subsidiary, NCI Indian Creek, LLC. NCI's portion of developer consulting services earned during 2020 was \$375,427. The outstanding balance of the fee is required to be repaid when the completed construction project receives its certificate of occupancy and cost certification.

421,730

Total

\$ 633,615

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 5. NARLF Loans Receivable

Through its wholly owned subsidiary, NARLF, the Organization has several secured loans receivable from small businesses with maturity dates ranging from one year to less than eight years and fixed interest rates ranging from 3% to 12% as of December 31, 2020. NARLF uses a risk rating system to establish interest rates for each loan. The rate is indexed to Wall Street Journal Prime plus mark-up based on risk rating score; as prime changes so does the range of rates. Principal and interest payments are due during the term of the loans with lump sum repayments of any remaining principal due upon maturity. Interest on these loans is calculated using the simple interest method on principal amounts outstanding. All the notes are personally guaranteed by the owners of the small businesses. \$1,495,986 was receivable in one to five years, \$237,801 was receivable in six to ten years. As of December 31, 2020, the balance of all the small business loans was \$1,733,787, net of an allowance for loan losses of \$130,554.

Loan origination/risk management: NARLF has lending policies and procedures in place that are designed to provide business loans to support economic development in north Alabama within an acceptable level of risk. Management reviews and updates these policies and procedures on a regular basis. The Board of Directors approves any changes to policies. A reporting system supplements the review process by providing management with monthly, quarterly, and annual reports related to loan quality, loan delinquencies, and non-performing and potential problem loans.

Age analysis of past due loans: The following table represents an aging of principal balances of loans with past due amounts or current as to principal and/or interest payments contractually due as of December 31, 2020. With the exception of one loan on non-accrual status, borrowers on all loans with payments past due have been making payments to bring the accounts current.

30 – 59 days past due	\$	6,310
60 – 89 days past due		1,740
90+ days		8,200
Total past due		<u>16,250</u>
Current		1,717,537
Less allowance for loan losses		<u>(130,554)</u>
Total	\$	<u><u>1,603,233</u></u>

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 6. Notes Receivable – Related Parties

The following summarizes the notes receivable, which includes accrued interest, net of an allowance for loan losses, due to the Organization, and are collateralized by the underlying rental properties, as of December 31, 2020:

	Receivable	Allowance	Net Receivable
Hunters Landing Partners, LLC:			
NCI has a note receivable in the original amount of \$885,800, with Hunters Landing Partners, LLC, a subsidiary of Mallard Pointe, LP. The maturity date is March 31, 2030. The loan is payable solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Hunters Landing Partners, LLC.	\$ 885,800	\$ (130,455)	\$ 755,345
The note accrues interest at an annual rate of 5.25%. The loan is impaired and has been placed on nonaccrual status, therefore during the year ended December 31, 2020, no interest was recorded.	369,809	(369,809)	-
NCI has a note receivable in the original amount of \$500,000, with Hunters Landing Partners, LLC. Payment of principal and interest is deferred until the earlier of the sale of the project or the date the loan is refinanced or the maturity date, December 31, 2045. The balance of the note receivable was \$500,000 and is expected to be forgiven when the Organization's related note payable of \$500,000 is forgiven. See Note 10 for further detail.	500,000	-	500,000
The note accrues interest at an annual rate of 5.25%. The accrued interest is not expected to be collected and the loan has been placed on nonaccrual status, therefore during the year ended December 31, 2020, no interest was recorded.	159,230	(159,230)	-
NCI has a note receivable in the original amount of \$10,000, with Hunters Landing Partners, LLC. Beginning December 1, 2015, the note accrues interest at an annual rate of 5.0% and all principal and interest are due solely from available cash flow and/or sale or refinance proceeds and shall be due on demand but no later than the earlier of December 31, 2030, or the point of any sale or refinance of the real estate held by Hunters Landing Partners, LLC.	12,834	-	12,834
Quail Ridge Partners, LLC:			
NCI has a note receivable in the original amount of \$302,300, with Quail Ridge Partners, LLC, a subsidiary of Mallard Pointe, LP. The maturity date is March 31, 2030. The loan and the associated interest receivable are payable solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Quail Ridge Partners, LLC.	302,300	(28,300)	274,000
The note accrues interest at an annual rate of 5.25%. The loan is impaired and has been placed on nonaccrual status, therefore during the year ended December 31, 2020, no interest was recorded.	124,339	(124,339)	-
NCI has a note receivable in the original amount of \$500,000, with Quail Ridge Partners, LLC. Payment of principal and interest are deferred until the earlier of the sale of the project or the date the loan is refinanced or the maturity date, December 31, 2045. The balance of the note receivable was \$500,000 and is expected to be forgiven when the Organization's related note payable of \$500,000 is forgiven. See Note 10 for further detail.	500,000	-	500,000
The note accrues interest at an annual rate of 5.25%. The accrued interest is not expected to be collected and the loan has been placed on nonaccrual status, therefore during the year ended December 31, 2020, no interest was recorded.	159,230	(159,230)	-
NCI has a note receivable in the original amount of \$12,000, with Quail Ridge Partners, LLC. The maturity date is March 31, 2030. This is a non-interest bearing note and principal shall be payable solely from available cash flow, as defined, or proceeds from the sale or refinancing of all or any portion of the real property owned by Quail Ridge Partners, LLC.	12,000	(12,000)	-

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 6. Notes Receivable – Related Parties (Continued)

	<u>Receivable</u>	<u>Allowance</u>	<u>Net Receivable</u>
Quail Ridge Partners, LLC (Continued):			
NCI has a note receivable in the original amount of \$10,000, with Quail Ridge Partners, LLC. Beginning December 1, 2015, the note accrues interest at an annual rate of 5.0% and all principal and interest are due solely from available cash flow and/or sale or refinance proceeds and shall be due on demand but no later than the earlier of December 31, 2030, or the point of any sale or refinance of the real estate held by Quail Ridge Partners, LLC.	\$ 12,834	\$ -	\$ 12,834
Longleaf Senior Village, LP:			
NCI has a note receivable in the original amount of \$350,000, with Longleaf Senior Village, LP. NCI Aiken Housing, LLC, as its sole investment, is a 0.0051% non-controlling co-general partner in Longleaf Senior Village, LP. The note accrues interest at an annual rate of 0.5% and all principal and interest are due upon maturity on November 5, 2034. As of December 31, 2020, interest receivable was \$10,807 and is expected to be collected. The principal amount of note is expected to be forgiven when the Organization's related note payable of \$350,000 is forgiven. See Note 10 for further detail.	360,807	-	360,807
Common Ground, LLC			
NCI has non-interest bearing notes receivable totaling \$225,705, from Common Ground, LLC receivable on demand.	225,705	-	225,705
Mallard Pointe:			
NCI has a non-interest bearing note receivable in the amount of \$120,000, from Mallard Pointe, LP to be paid from its operating deficit reserve once it is released.	119,416	-	119,416
Total	<u>\$ 3,744,304</u>	<u>\$ (983,363)</u>	<u>\$ 2,760,941</u>

A loan is considered impaired when, based on currently available information, it is probable that the Organization will not collect all of the principal and interest contractually required by the loan agreement. Impaired loans include loans that have been modified in a troubled debt restructuring and loans placed on nonaccrual status. All impaired loans are evaluated for an asset-specific allowance for credit losses. An allowance for credit losses on impaired loans is recognized when the recorded investment in the loan exceeds the estimated cash flows expected to be received from the borrower, based on the estimated fair value of the collateral securing the loan. Impaired loans are classified as nonperforming and, consequently, interest income is only recognized on these loans when actually received from the borrower. Partial payments of contractual amounts due on impaired loans are treated as interest income on a cash basis until such time as the loan is restored to performing status.

Note 7. Notes Receivable – Unrelated Parties

Sunrise Incorporated: NCI has a note receivable in the original amount of \$43,984, from Sunrise Incorporated, an unrelated party. During 2014, the loan was restructured to be non-interest bearing. As of December 31, 2020, the balance of the note receivable was \$43,984. The note is due upon the earlier of December 31, 2030 or the point of any sale or refinance of the real estate known as Sunrise Gardens.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 8. Restricted Deposits and Funded Reserves

Restricted deposits and funded reserves include an operating deficit reserve for QHP, reserves for the replacement, improvement, or major repair of QHP's property and equipment, reserves for the payment of annual property taxes and property insurance premiums for QHP, and tenant deposits held in trust. Restricted deposits and funded reserves consisted of the following as of December 31, 2020:

Operating deficit reserve	\$ 69,418
Replacement reserve	65,578
Tax and insurance escrow	45
Tenant deposits held in trust	14,497
	<u>\$ 149,538</u>

Note 9. Lines of Credit

NCI has a line of credit with a financial institution maturing in February 2022 that is typically renewed annually. The line of credit maximum funding amount is \$600,000. As of December 31, 2020, there was no outstanding balance on the note. The Organization pays interest on the outstanding balance at the lender's prime rates, which was 3.25% at December 31, 2020. The loan is collateralized by accounts receivable of the Organization.

NARLF has an unsecured micro-lending line of credit with Redstone Federal Credit Union for \$4,158,576, bearing interest at a variable interest rate based on the US Prime Rate less a margin of 3.00% (.25% at December 31, 2020). Interest only payments are due through the line of credit's maturity date of February 1, 2023, at which time the outstanding principal loan balance shall be termed out over a period of 60 consecutive monthly principal and interest payments, beginning March 1, 2023, with interest calculated on the unpaid principal balance using a fixed interest rate based on the 5-year US Treasury in effect on that date. As of December 31, 2020, there was no outstanding balance on the note.

NARLF has an unsecured promissory note with Brightbridge, Inc. for \$250,000, bearing interest at 1% over the Wall Street Journal Prime rate per annum. Interest only payments are due through the loan's maturity date of October 9, 2029. As of December 31, 2020, there was no outstanding balance on the note.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 10. Long-Term Debt

The following summarizes long-term debt as of December 31, 2020:

NCI notes payable to a credit union. Conditions of the two \$500,000 notes stipulate that no interest shall accrue unless the Organization is in default of these notes, as defined in the promissory agreements. The notes are unsecured and the full amount of the notes will be forgiven so long as the terms and provisions of the loan agreements are fulfilled and the restriction provisions of the retention mechanism agreements are complied with for the 15-year retention period ending July 2022. Upon any default, interest shall begin accruing at a variable rate of prime plus 2.50% with principal and interest payments due from the time of default, and amortizing the remaining indebtedness over the remainder of the 15-year compliance period, which began August 2007.	\$ 1,000,000
NCI note payable to a financial institution. Conditions of the \$350,000 note stipulate that interest accrues at an annual rate of 0.50%, as defined in the promissory agreement. The note is secured and the full amount of the note will be forgiven so long as the terms and provisions of the loan agreement are fulfilled and the restriction provisions of the retention mechanism agreement is complied with for the 15-year retention period ending November 5, 2029. Upon any default, interest shall begin accruing at an increased rate of 5% with principal and interest payments due from the time of default, and amortizing the remaining indebtedness over the remainder of and amortizing the remaining indebtedness over the remainder of the 15-year compliance period, which began November 5, 2014.	350,000
NCI note payable to a developer. Principal on this non-interest bearing note shall be payable solely from developer fees due to the Organization in accordance with the terms of a promissory note receivable in the amount of \$138,909 between the Organization and Spring Branch, Ltd.	69,455
NARLF note payable to Redstone Federal Credit Union, bearing interest at .46% per annum. Interest only payments are due and payable monthly through February 2021, and principal and interest payments in the amount of \$14,188 are due monthly thereafter until final loan maturity in February 2026.	841,424
NARLF note payable to The PNC Foundation, bearing interest at .5% per annum. Quarterly interest only payments are due through the loan's maturity date of December 2025.	500,000
NARLF convertible line of credit note payable to PNC Bank, bearing interest at 2.861% per annum. Interest only payments are due and payable quarterly through the loan's maturity in December 2027.	250,000
NARLF note payable to Federation of Appalachian Housing Enterprises, Inc., bearing interest at 4.5% per annum. Principal and interest payments in the amount of \$1,586 are due monthly until final loan maturity in December 2025.	250,000
NARLF unsecured commercial loan with Appalachian Community Capital Corporation, bearing interest at 2% per annum. Interest only payments are due through the loan's maturity date of January 31, 2023.	50,000
QHP mortgage note payable to Regions Bank, collateralized by land, building, cash, receivables and income, maturing April 2022. The loan requires monthly payments of \$5,689 (including principal and interest) and bears interest at a variable rate based on the current five year Treasury Note plus two hundred fifty basis points (4.35% at December 31, 2020).	74,800
QHP mortgage note payable to Alabama's HOME Investment Partnership Program collateralized by land, building, cash, receivables, and income. No payment due until maturity in April 2022. Interest accrues annually at 1/2 of 1% until maturity.	1,171,777
	4,557,456
Less: current maturities	(201,409)
Less: unamortized deferred financing costs	(978)
Total	<u>\$ 4,355,069</u>

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 10. Long-Term Debt (Continued)

Maturities of the mortgage notes are as follows:

Year Ending December 31:	
2021	\$ 201,409
2022	2,366,650
2023	226,790
2024	177,962
2025	886,819
Thereafter	697,826
	<u>\$ 4,557,456</u>

Note 11. Developer Fees Payable

QHP entered into a development agreement with an affiliate of the Class B Limited Partner, for its services in overseeing the development of the apartment complex until all development work was complete. To the extent that development proceeds were not sufficient to pay the entire developer fee, QHP was obligated to pay the unpaid amount. The unpaid amount accrues interest at 5.31% compounded annually. Payment of developer fee principal and interest will be made from net cash flow as defined in the limited partnership agreement. As of December 31, 2020, outstanding developer fee principal totaled \$189,667 and accrued interest totaled \$437,461. For the year ended December 31, 2020, interest expense totaled \$31,621 and is included in interest expense on the accompanying consolidated statement of activities.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 12. Investment Deficit in Partnerships

The Organization has invested in partnerships that are operating, developing or renovating low to moderate-income housing. The investments are accounted for under the equity method, in which the Organization's share of net income or loss from the partnerships are directly reflected in the consolidated statement of activities, and the investment accounts are adjusted for its share of the net income or loss, and any additional investment in or distributions from the partnerships. Due to the Organization's continuing involvement in the partnerships where NCI serves as a general partner and expected commitment and legal obligation to provide future deficit funding, if necessary, losses in excess of the amount invested will continue to be recognized. Partnerships where NCI serves as a limited partner, NCI has no responsibility or legal obligation to fund any future deficits. The general partner in those partnerships have all the risk and responsibility for future deficits and obligations, therefore, these investments will not recognize any losses.

The following summarizes the activity that has occurred in the investment account:

Partnership	Partner Type	Wholly Owned Subsidiary	Ownership %	Beginning of Year	Contribution (Distribution)	Income (Loss)	End of Year
Ashley Road Affordable Housing, Ltd.	Limited Partner	NCI Ashley Villas, LLC	99.8900%	\$ -	\$ -	\$ -	\$ -
Clarkston Square, LP	Non-controlling GP	NCI Clarkston, LLC	0.0100%	7,483	-	(17)	7,466
Common Ground, LLC	Member	NCI	50.0000%	(1,768)	(2,455)	(435)	(4,658)
Connors Senior Village, LP	Non-controlling GP	CSV Housing, LLC owned 100% by NBA, Inc.	0.0100%	(5,299)	-	(12)	(5,311)
Connors Senior Village Phase II, LP	Non-controlling GP	Douglas Housing Ventures II, LLC (NCI owns 10%)	0.0100%	(1)	-	(2)	(3)
Cottages at Indian Creek, LLC	Member	NCI Indian Creek, LLC	0.0100%	-	-	-	-
Coffield Apartments, Ltd.	Limited Partner	NCI Cotton Run, LLC	98.9900%	-	-	-	-
Flint Rivers, LP	Non-controlling GP	NCI Flint River LLC	0.0100%	7,547	-	(18)	7,529
Franklin Hills, LP	Non-controlling GP	Franklin Housing, LLC	0.0007%	7,592	-	(1)	7,591
Headland Affordable Housing Partners, Ltd	Limited Partner	NCI Countryside Villas, LLC	99.9800%	-	-	-	-
Longleaf Senior Village, LP	Non-controlling GP	NCI Aiken Housing, LLC	0.0051%	3	-	(9)	(6)
Mallard Pointe, LP	Non-controlling GP	Mallard Pointe Partners, LLC - 79% owned by NCI - 21% owned by Veristar Mallard Partners, LLC	0.0100%	44,146	-	(24)	44,122
				(89,884)	-	(6)	(89,890)
Millbrook Affordable Housing Partners, Ltd.	Limited Partner	NCI Rolling Hills, LLC	1.0000%	-	-	-	-
Pine Ridge Apartments, Ltd	Limited Partner	NCI Pine Ridge, LLC	98.9900%	-	-	-	-
Ridge Chase Apartments, Ltd	Limited Partner	NCI Ridge Chase, LLC	98.9900%	-	-	-	-
Spring Branch, Ltd.	Non-controlling GP	Spring Branch, LLC	0.0100%	(144)	-	(16)	(160)
Tallassee Affordable Housing, Ltd.	Limited Partner	NCI Quail Run, LLC	1.0000%	-	-	-	-
Virginia Meadows Associates, Ltd.	Limited Partner	NCI Virginia Meadows, LLC	1.0000%	-	-	-	-
Virginia Meadows Associates, Ltd. #2	Limited Partner	NCI Virginia Meadows, LLC	1.0000%	-	(20,000)	20,000	-
				\$ (30,325)	\$ (22,455)	\$ 19,460	\$ (33,320)

Mallard Pointe, LP: As noted in the schedule above, the Organization is a 79% managing member in Mallard Pointe Partners, LLC. Mallard Pointe Partners, LLC, as its sole investment, is a 0.01% non-controlling general partner in Mallard Pointe, LP. The 21% not owned by the Organization of (\$89,884) as of December 31, 2020, is reflected as non-controlling interest in subsidiary as a component of net assets in the accompanying consolidated statement of financial position.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 13. Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes:

Wells Fargo Open for Business Grant for Lending Capital	\$	417,500
Wells Fargo Promote the Parkway Small Business Program grant		15,000
Dotts scholarship fund		10,350
Wells Fargo Housing Stability in a Pandemic grant		4,385
CDFI Financial Assistance grant		2,695
Alabama Civil Justice Foundation Healthy Impact program		820
BBVA Master Mind Program grant		570
BancorpSouth Resident Services grant		318
Enterprise Housing Credit COVID-19 Rent and Utility Assistance		250
	\$	<u>451,888</u>

Note 14. Net Assets Released from Restrictions

Net assets were released from donor restrictions during the year ended December 31, 2020 by satisfying specified donor restricted purposes as follows:

Lending to small businesses	\$	428,995
COVID-19 Relief		339,865
Financial education		15,663
Loan fund software		2,162
Healthy impact services		680
Resident services		432
Total	\$	<u>787,797</u>

Note 15. Operating Leases

The Organization leases office space under an operating lease that expires in July 2022. Future minimum operating lease payments under the office space lease are due as follows:

Year Ending December 31:		
2021	\$	11,400
2022		6,650

Rent expense related to the office space for the year ended December 31, 2020 was \$22,343, and is included in the accompanying consolidated statement of functional expenses.

Note 16. Commitments

In December 2020, NCI entered into a development agreement with an unrelated party to develop an affordable housing development on property located on Old Monrovia Road in Huntsville, Alabama. The project shall be financed from several sources including, but not limited to, an award of Low Income Housing Tax Credits from Alabama Housing Finance Authority, Multifamily Revenue Bond Program, and/or conventional financing.

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 17. Concentrations

Concentration of credit risk: The Organization maintains cash at financial institutions, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

Geographic concentration: The Organization has investments in partnerships located in Huntsville, Arab, Montgomery, Headland, Jackson, Phenix City, Millbrook, Tallassee, Thomasville and Rainbow City, Alabama, as well as Villa Rica, Georgia, Jasper, Georgia and Aiken, South Carolina. Future operations of these partnerships could be affected by changes in the economic or other conditions in those geographical areas or by changes in federal low-income housing subsidies, changes in CHDO or HUD funding directives, rules and regulations. Such changes may occur with little notice and could cause inadequate funding to pay for the related costs, including the additional administrative burden to comply with a change. These potential future changes are uncertain, and accordingly, it is not possible to determine the ultimate impact on the operations of the Organization.

Note 18. Risks and Uncertainties

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a “Public health Emergency of International Concern” and on March 11, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, and quarantines in certain areas, and forced closures of certain types of public places and businesses. The coronavirus and actions taken to mitigate the spread of it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the organization operates. On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was enacted to amongst other provisions, provide emergency assistance for individuals, families and businesses affected by the coronavirus pandemic. It is unknown how long the adverse conditions associated with the coronavirus will last and what the complete financial effect will be to the Organization.

Note 19. Discontinued Operations

Effective December 4, 2019, MRLP entered into a purchase and sale agreement to sell Mountain Ridge Apartments to an unrelated third party for \$3,250,000. The sale closed on February 20, 2020 resulting in an approximate \$1,200,000 net gain on sale. MRLP’s long-term debt, described in Note 10, was settled in the transaction. All operations ceased and the remaining assets, after all liabilities were settled, totaling approximately \$903,000 were distributed to NCI. The following is a reconciliation of the major classes of line items constituting change in net assets of discontinued operations that are presented in the consolidated statement of activities:

Major classes of line items constituting change in net assets of discontinued operations	
Rental income	\$ 46,189
Miscellaneous income	1,745
Program services, including depreciation expense of \$12,800	(70,940)
Interest expense	<u>(32,916)</u>
Loss on discontinued operations	(55,922)
Gain on sale of rental property owned	<u>1,204,678</u>
Discontinued operations	<u>\$ 1,148,756</u>

Neighborhood Concepts, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 20. Subsequent Events

On March 12, 2021, the Organization received loan proceeds in the amount of \$64,022 under the second round of Paycheck Protection Program (PPP) loans. The second round PPP, established as part of the *Economic Aid to Hard-Hit Small Businesses, Nonprofits, and Venues Act* (Economic Aid Act), enacted December 27, 2020. The loan and accrued interest are forgivable after 8 to 24 weeks (covered period) as long as the Foundation uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the Foundation terminates employees or reduces salaries during the covered period.

The unforgiven portion of the PPP loan is payable over five years at an interest rate of 1%, with deferral of payments to either (1) the date that SBA remits the borrower's loan forgiveness amount to the lender or (2) if the borrower does not apply for loan forgiveness, 10 months after the last day of the Maximum Covered Period. The Foundation used the proceeds for purposes consistent with the PPP. The Foundation currently believes that its use of the loan proceeds will meet the conditions for forgiveness of the loan, and therefore, has accounted for the loan proceeds as a conditional contribution and recognized as a refundable advance until the conditions for forgiveness has been substantially met or explicitly waived.

On April 8, 2021, NCI entered into a purchase and sale agreement to purchase for \$350,000 the Organization's office building that it currently leases.

On April 23, 2021, QHP entered into a purchase and sale agreement to sell Meadow Oaks Apartments to an unrelated third party for \$1,925,000. The closing is pending Alabama Housing Finance Authority approval.

Neighborhood Concepts, Inc. and Subsidiaries

Consolidating Statement of Financial Position

December 31, 2020

	Neighborhood Concepts, Inc.	North Alabama Revolving Loan Fund, LLC	Quality Housing Partners No. 16, LP	Total	Eliminations	Consolidated
Assets						
Current assets:						
Cash	\$ 243,596	\$ 1,711,931	\$ 3,868	\$ 1,959,395	\$ -	\$ 1,959,395
Accounts receivable	80,317	-	4,666	84,983	(7,500)	77,483
Grants receivable	2,500	-	-	2,500	-	2,500
Other current assets	2,050	-	6,956	9,006	-	9,006
Total current assets	328,463	1,711,931	15,490	2,055,884	(7,500)	2,048,384
Property and equipment, net	1,233	-	2,244,538	2,245,771	-	2,245,771
Other assets:						
Developer fees receivable	633,615	-	-	633,615	-	633,615
NARLF loans receivable, net	-	1,603,233	-	1,603,233	-	1,603,233
Notes receivable – related parties, net	2,784,941	-	-	2,784,941	(24,000)	2,760,941
Notes receivable – unrelated parties, net	43,984	-	-	43,984	-	43,984
Restricted deposits and funded reserves	-	-	149,538	149,538	-	149,538
Total other assets	3,462,540	1,603,233	149,538	5,215,311	(24,000)	5,191,311
Total assets	\$ 3,792,236	\$ 3,315,164	\$ 2,409,566	\$ 9,516,966	\$ (31,500)	\$ 9,485,466
Liabilities and Net Assets						
Current liabilities:						
Accounts payable	\$ 1,219	\$ 14,514	\$ 18,333	\$ 34,066	\$ -	\$ 34,066
Accrued expenses	-	-	143,395	143,395	(7,500)	135,895
Lines of credit	-	-	-	-	-	-
Current portion of long-term debt	-	145,843	55,566	201,409	-	201,409
Total current liabilities	1,219	160,357	217,294	378,870	(7,500)	371,370
Long-term liabilities:						
Long-term debt, net of current portion	1,419,455	1,745,581	1,190,033	4,355,069	-	4,355,069
Tenant deposits held in trust	-	-	13,870	13,870	-	13,870
Developer fees payable	-	-	627,128	627,128	-	627,128
Note payable - related party	-	-	24,000	24,000	(24,000)	-
Investment deficit in partnerships	33,320	-	-	33,320	-	33,320
Total long-term liabilities	1,452,775	1,745,581	1,855,031	5,053,387	(24,000)	5,029,387
Total liabilities	1,453,994	1,905,938	2,072,325	5,432,257	(31,500)	5,400,757
Net assets:						
Without donor restrictions	2,397,009	988,461	337,241	3,722,711	-	3,722,711
With donor restrictions	31,123	420,765	-	451,888	-	451,888
Total net assets	2,428,132	1,409,226	337,241	4,174,599	-	4,174,599
Non-controlling interest in subsidiary	(89,890)	-	-	(89,890)	-	(89,890)
Consolidated net assets	2,338,242	1,409,226	337,241	4,084,709	-	4,084,709
Total liabilities and net assets	\$ 3,792,236	\$ 3,315,164	\$ 2,409,566	\$ 9,516,966	\$ (31,500)	\$ 9,485,466

Neighborhood Concepts, Inc. and Subsidiaries

Consolidating Statement of Activities
Year Ended December 31, 2020

	Neighborhood Concepts, Inc.	North Alabama Revolving Loan Fund, LLC	Quality Housing Partners No. 16, LP	Mountain Ridge Limited Partnership	Total	Eliminations	Consolidated
Changes in net assets without donor restrictions:							
Revenue:							
Asset management fees	\$ 79,176	\$ -	\$ -	\$ -	\$ 79,176	\$ (7,500)	\$ 71,676
Contributions	610	-	-	-	610	-	610
Developer and consulting fees	385,427	2,550	-	-	387,977	-	387,977
Grant revenue	111,400	-	-	-	111,400	-	111,400
Loan fund program revenue	-	120,458	-	-	120,458	-	120,458
Miscellaneous	3,486	4,868	10,676	-	19,030	-	19,030
Rental income	-	-	307,797	-	307,797	-	307,797
Net assets released from restrictions	345,930	441,867	-	-	787,797	-	787,797
Total revenue	926,029	569,743	318,473	-	1,814,245	(7,500)	1,806,745
Operating expenses:							
Program services	715,641	122,430	408,936	-	1,247,007	-	1,247,007
Supporting services							
General and administrative	60,295	-	-	-	60,295	-	60,295
Fundraising	4,524	-	-	-	4,524	-	4,524
Total expenses	780,460	122,430	408,936	-	1,311,826	-	1,311,826
Revenue in excess of (less than) operating expenses	145,569	447,313	(90,463)	-	502,419	(7,500)	494,919
Other income (expenses):							
Income from investments in partnerships	19,460	-	-	-	19,460	-	19,460
Interest income	5,689	107	214	-	6,010	-	6,010
Asset management fee	-	-	(7,500)	-	(7,500)	7,500	-
Interest expense	(5,370)	(5,021)	(43,282)	-	(53,673)	-	(53,673)
Total other income (expenses)	19,779	(4,914)	(50,568)	-	(35,703)	7,500	(28,203)
Increase (decrease) in net assets without donor restrictions	165,348	442,399	(141,031)	-	466,716	-	466,716
Changes in net assets with donor restrictions:							
Contributions	500	-	-	-	500	-	500
Grant revenue	897,040	-	-	-	897,040	-	897,040
Net assets released from restrictions	(345,930)	(441,867)	-	-	(787,797)	-	(787,797)
Increase (decrease) in net assets with donor restrictions	551,610	(441,867)	-	-	109,743	-	109,743
Increase (decrease) in net assets before effects of discontinued operations	716,958	532	(141,031)	-	576,459	-	576,459
Discontinued operations	-	-	-	1,148,756	1,148,756	-	1,148,756
Increase (decrease) in net assets	716,958	532	(141,031)	1,148,756	1,725,215	-	1,725,215
Net loss attributable to non-controlling interest	6	-	-	-	6	-	6
Increase (decrease) in net assets attributable to Neighborhood Concepts, Inc. and Subsidiaries	\$ 716,964	\$ 532	\$ (141,031)	\$ 1,148,756	\$ 1,725,221	\$ -	\$ 1,725,221
Net assets, beginning of year	\$1,268,715	\$ 858,694	\$ 478,272	\$ (246,187)	\$2,359,494	\$ -	2,359,494
Increase (decrease) in net assets	716,958	532	(141,031)	1,148,756	1,725,215	-	1,725,215
Liquidation of subsidiary	902,569	-	-	(902,569)	-	-	-
Contribution from NCI	-	550,000	-	-	550,000	(550,000)	-
Distribution to NARLF	(550,000)	-	-	-	(550,000)	550,000	-
Net assets, end of year	\$2,338,242	\$ 1,409,226	\$ 337,241	\$ -	\$4,084,709	\$ -	\$4,084,709