

Habitat for Humanity Saint Louis and Affiliates

**Consolidated Financial Statements
and Independent Auditor's Report**

December 31, 2024 and 2023



Habitat for Humanity Saint Louis and Affiliates

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Independent Auditor's Report

To the Board of Directors
Habitat for Humanity Saint Louis and Affiliates
St. Louis, MO

We have audited the consolidated financial statements of Habitat for Humanity Saint Louis and Affiliates, which comprise the consolidated statements of financial position as of December 31, 2024 and 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of Habitat for Humanity Saint Louis and Affiliates as of December 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Habitat for Humanity Saint Louis and Affiliates and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Habitat for Humanity Saint Louis and Affiliates' ability to continue as a going concern for one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibility for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Habitat for Humanity Saint Louis and Affiliates' internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Habitat for Humanity Saint Louis and Affiliates' ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audits.



Chicago, Illinois
July 16, 2025

Habitat for Humanity Saint Louis and Affiliates

**Consolidated Statements of Financial Position
December 31, 2024 and 2023**

Assets

	<u>2024</u>	<u>2023</u>
Current assets		
Cash and cash equivalents	\$ 472,351	\$ 218,699
Restricted cash	433,810	3,569,800
Grants receivable	121,819	89,516
Mortgages receivable	19,939	15,984
Other receivables, net	157,673	153,845
Home construction and inventory	6,744,117	3,604,387
ReStore inventory	624,876	351,426
Prepaid expenses and other assets	<u>134,945</u>	<u>34,988</u>
Total current assets	<u>8,709,530</u>	<u>8,038,645</u>
Fixed assets		
Property and equipment, net	<u>3,209,734</u>	<u>3,497,757</u>
Total fixed assets	<u>3,209,734</u>	<u>3,497,757</u>
Long-term assets		
Mortgages receivable, net	1,364,712	1,254,343
Investments in new markets tax credit programs	1,400,032	2,660,587
Capitalized costs, net	196,376	249,107
Right of use asset - operating lease	<u>509,505</u>	<u>1,672,481</u>
Total long-term assets	<u>3,470,625</u>	<u>5,836,518</u>
Total assets	<u>\$ 15,389,889</u>	<u>\$ 17,372,920</u>

Habitat for Humanity Saint Louis and Affiliates

**Consolidated Statements of Financial Position
December 31, 2024 and 2023**

Liabilities and Net Assets

	<u>2024</u>	<u>2023</u>
Current liabilities		
Lines of credit	\$ 308,533	\$ 924,608
Current portion of long-term debt	46,186	44,125
Accounts payable and accrued expenses	860,886	840,398
Deferred revenue	<u>1,855,907</u>	<u>383,982</u>
Total current liabilities	<u>3,071,512</u>	<u>2,193,113</u>
Deposits liability		
Mortgage escrows	<u>282,962</u>	<u>267,878</u>
Long-term liabilities		
Long-term debt	11,404,074	13,195,260
Lease liability	<u>477,464</u>	<u>1,686,575</u>
Total long-term liabilities	<u>11,881,538</u>	<u>14,881,835</u>
Total liabilities	<u>15,236,012</u>	<u>17,342,826</u>
Commitments and contingencies	-	-
Net assets		
Without donor restrictions	153,877	25,233
With donor restrictions	<u>-</u>	<u>4,861</u>
Total net assets	<u>153,877</u>	<u>30,094</u>
Total liabilities and net assets	<u><u>\$ 15,389,889</u></u>	<u><u>\$ 17,372,920</u></u>

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

**Consolidated Statement of Activities
Year Ended December 31, 2024**

	Without donor restrictions	With donor restrictions	Total
Operating support and revenue			
Contributions and sponsorships	\$ 1,599,717	\$ 356,899	\$ 1,956,616
Grants	760,483	100,000	860,483
Sales to homeowners	1,500,000	-	1,500,000
ReStore retail sales	909,287	-	909,287
Donated property, materials and services	1,124,175	71,757	1,195,932
Fundraising and special events revenue (net of expenses of \$250)	53,186	-	53,186
Other income	436,554	-	436,554
Net assets released from restrictions	533,517	(533,517)	-
Total operating support and revenue	6,916,919	(4,861)	6,912,058
Operating expenses			
Program services			
Home construction and construction support	4,575,103	-	4,575,103
ReStore retail operations	2,381,192	-	2,381,192
Total program services	6,956,295	-	6,956,295
Supporting activities			
Management and general	591,375	-	591,375
Fundraising	367,041	-	367,041
Total supporting activities	958,416	-	958,416
Total operating expenses	7,914,711	-	7,914,711
Other revenue			
Gain on sale of fixed assets	547,157	-	547,157
NMTC cancellation of debt	507,587	-	507,587
Net investment return	71,692	-	71,692
Total other revenue	1,126,436	-	1,126,436
Change in net assets	128,644	(4,861)	123,783
Net assets - beginning of year	25,233	4,861	30,094
Net assets - end of year	\$ 153,877	\$ -	\$ 153,877

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

**Consolidated Statement of Activities
Year Ended December 31, 2023**

	Without donor restrictions	With donor restrictions	Total
Operating support and revenue			
Contributions and sponsorships	\$ 1,472,764	\$ 421,270	\$ 1,894,034
Grants	493,625	-	493,625
Sales to homeowners	230,000	-	230,000
ReStore retail sales	950,758	-	950,758
Donated property, materials and services	969,614	43,574	1,013,188
Fundraising and special events revenue (net of expenses of \$1,059)	-	9,822	9,822
Other income	264,719	-	264,719
Net assets released from restrictions	478,691	(478,691)	-
Total operating support and revenue	4,860,171	(4,025)	4,856,146
Operating expenses			
Program services			
Home construction and construction support	2,281,937	-	2,281,937
ReStore retail operations	2,589,647	-	2,589,647
Total program services	4,871,584	-	4,871,584
Supporting activities			
Management and general	666,108	-	666,108
Fundraising	287,845	-	287,845
Total supporting activities	953,953	-	953,953
Total operating expenses	5,825,537	-	5,825,537
Other revenue			
Net investment return	84,796	-	84,796
Total other revenue	84,796	-	84,796
Change in net assets	(880,570)	(4,025)	(884,595)
Net assets - beginning of year	905,803	8,886	914,689
Net assets - end of year	\$ 25,233	\$ 4,861	\$ 30,094

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

Consolidated Statement of Functional Expenses Year Ended December 31, 2024

	Program services			Supporting activities			Total
	Construction	ReStore operations	Total	Management and general	Fundraising	Total	
Salaries and wages	\$ 995,384	\$ 611,681	\$ 1,607,065	\$ 279,367	\$ 233,076	\$ 512,443	\$ 2,119,508
Employee taxes and benefits	304,780	150,450	455,230	55,243	46,303	101,546	556,776
Home construction costs	2,307,476	-	2,307,476	1,633	19,500	21,133	2,328,609
Discount on mortgages	282,725	-	282,725	-	-	-	282,725
Cost of merchandise sales	-	871,317	871,317	-	-	-	871,317
New market tax credit expenses	67,356	-	67,356	-	-	-	67,356
Committee expenses	3,580	66	3,646	6,552	-	6,552	10,198
Computer expenses	9,497	7,035	16,532	4,522	7,317	11,839	28,371
Depreciation and amortization	150,457	56,200	206,657	9,102	-	9,102	215,759
Facilities cost	13,952	564,236	578,188	88,014	-	88,014	666,202
Insurance	41,520	2,124	43,644	46,297	-	46,297	89,941
Interest expense and service charges	305,794	20,913	326,707	3,286	3,404	6,690	333,397
Marketing and public relations	9,490	15,438	24,928	-	33,884	33,884	58,812
Miscellaneous	24,198	7,117	31,315	19,151	4,388	23,539	54,854
Office expenses	15,938	19,446	35,384	22,937	11,611	34,548	69,932
Postage	423	76	499	564	1,530	2,094	2,593
Professional fees	4,700	-	4,700	47,917	-	47,917	52,617
Telephone	5,516	7,928	13,444	1,736	1,409	3,145	16,589
Travel and meals	1,399	-	1,399	-	-	-	1,399
Vehicle	30,918	47,165	78,083	5,054	4,619	9,673	87,756
	<u>\$ 4,575,103</u>	<u>\$ 2,381,192</u>	<u>\$ 6,956,295</u>	<u>\$ 591,375</u>	<u>\$ 367,041</u>	<u>\$ 958,416</u>	<u>\$ 7,914,711</u>

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

Consolidated Statement of Functional Expenses Year Ended December 31, 2023

	Program services			Supporting activities			Total
	Construction	ReStore operations	Total	Management and general	Fundraising	Total	
Salaries and wages	\$ 878,117	\$ 617,667	\$ 1,495,784	\$ 230,363	\$ 194,493	\$ 424,856	\$ 1,920,640
Employee taxes and benefits	238,920	147,208	386,128	57,354	38,876	96,230	482,358
Home construction costs	405,617	-	405,617	-	-	-	405,617
Discount on mortgages	164,686	-	164,686	-	-	-	164,686
Impairment on inventory	17,869	-	17,869	-	-	-	17,869
Cost of merchandise sales	-	1,047,103	1,047,103	-	-	-	1,047,103
New market tax credit expenses	52,037	-	52,037	-	-	-	52,037
Committee expenses	1,324	-	1,324	5,506	-	5,506	6,830
Computer expenses	8,157	5,004	13,161	6,808	3,389	10,197	23,358
Depreciation and amortization	92,783	63,142	155,925	9,257	-	9,257	165,182
Facilities cost	10,389	576,385	586,774	59,245	-	59,245	646,019
Insurance	32,568	560	33,128	36,410	-	36,410	69,538
Interest expense and service charges	298,640	18,626	317,266	26,077	3,600	29,677	346,943
Marketing and public relations	8,469	770	9,239	761	29,710	30,471	39,710
Miscellaneous	18,381	46,527	64,908	5,200	245	5,445	70,353
Office expenses	17,027	20,177	37,204	30,432	11,547	41,979	79,183
Postage	150	744	894	586	1,214	1,800	2,694
Professional fees	6,710	-	6,710	193,031	-	193,031	199,741
Telephone	5,025	8,011	13,036	2,360	1,394	3,754	16,790
Travel and meals	962	-	962	48	-	48	1,010
Vehicle	24,106	37,723	61,829	2,670	3,377	6,047	67,876
	<u>\$ 2,281,937</u>	<u>\$ 2,589,647</u>	<u>\$ 4,871,584</u>	<u>\$ 666,108</u>	<u>\$ 287,845</u>	<u>\$ 953,953</u>	<u>\$ 5,825,537</u>

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

Consolidated Statements of Cash Flows
Years Ended December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
Cash flows from operating activities		
Contribution and sponsorship receipts	\$ 1,952,788	\$ 2,004,115
Grant receipts	2,300,105	803,565
Sales to homeowners receipts	1,193,338	191,967
ReStore retail receipts	909,287	950,758
Net fundraising and special events receipts	53,186	9,822
Investment receipts	71,692	84,796
Other operating receipts	<u>347,200</u>	<u>169,038</u>
 Total receipts	 <u>6,827,596</u>	 <u>4,214,061</u>
 Salaries and wages paid	 (2,609,704)	 (2,383,613)
Home construction costs paid	(5,359,366)	(3,097,916)
Cost of merchandise sales	(20,592)	(15,891)
New markets tax credit transaction costs paid	(67,356)	(26,349)
Committee expenses paid	(10,198)	(6,830)
Computer expenses paid	(28,371)	(23,358)
Facilities expenses paid	(829,860)	(607,757)
Insurance paid	(141,632)	(424)
Interest expense and service charges paid	(333,397)	(346,943)
Marketing and PR expenses paid	(58,812)	(39,710)
Administrative expenses paid	(233,123)	(236,932)
Professional fees paid	<u>(52,617)</u>	<u>(199,741)</u>
 Total disbursements	 <u>(9,745,028)</u>	 <u>(6,985,464)</u>
 Net cash (used in) provided by operating activities	 <u>(2,917,432)</u>	 <u>(2,771,403)</u>

Habitat for Humanity Saint Louis and Affiliates

Consolidated Statements of Cash Flows
Years Ended December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
Cash flows from investing activities		
Investment in SLDC	-	(205,211)
Guarantee fees paid	-	(217,519)
Proceeds from sale of property and equipment	791,295	7,000
Purchases of property and equipment	<u>(66,001)</u>	<u>(70,905)</u>
Net cash provided by (used in) investing activities	<u>725,294</u>	<u>(486,635)</u>
Cash flows from financing activities		
(Payments) proceeds from lines of credit, net	(616,075)	162,714
Proceeds from long-term debt	-	6,780,000
Principal payments on long-term debt	<u>(74,125)</u>	<u>(43,030)</u>
Net cash (used in) provided by financing activities	<u>(690,200)</u>	<u>6,899,684</u>
Net (decrease) increase in cash, cash equivalents, and restricted cash	(2,882,338)	3,641,646
Cash, cash equivalents, and restricted cash, beginning	<u>3,788,499</u>	<u>146,853</u>
Cash, cash equivalents, and restricted cash, end	<u><u>\$ 906,161</u></u>	<u><u>\$ 3,788,499</u></u>
Significant noncash investing and financing activities		
Increase in right of use asset	\$ -	\$ (1,874,077)
Increase in lease liability	-	1,874,077
Investment in NMTC	1,207,413	-
Loan payable (NMTC)	(1,715,000)	-
Debt forgiveness (NMTC)	<u>507,587</u>	<u>-</u>
	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

Habitat for Humanity Saint Louis and Affiliates

Consolidated Statements of Cash Flows
Years Ended December 31, 2024 and 2023

	<u>2024</u>	<u>2023</u>
Reconciliation of change in net assets to net cash (used in) provided by operating activities		
Change in net assets	\$ 123,783	\$ (884,595)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities		
Discount on home construction and inventory	(1,343)	17,869
Discount on mortgages receivable	282,725	164,686
Donated property, materials and services	(252,858)	77,489
Depreciation and amortization	215,759	165,182
Gain on sale of property and equipment	(547,157)	(7,000)
Debt forgiveness	(507,587)	-
Changes in assets and liabilities		
Pledges receivable, net	-	11,500
Grants receivable, net	(32,303)	58,941
Other receivables, net	(3,828)	98,581
ReStore inventory	(20,592)	(15,891)
Home construction and inventory	(3,138,387)	(2,846,755)
Prepaid expenses	(99,957)	(3,570)
Right of use asset	1,162,976	(1,518,634)
Mortgages receivable	(397,049)	(126,714)
Accounts payable and accrued expenses	20,488	227,891
Mortgage escrows	15,084	(2,630)
Deferred revenue	1,471,925	250,999
Lease liability	<u>(1,209,111)</u>	<u>1,531,248</u>
Net cash (used in) provided by operating activities	<u>\$ (2,917,432)</u>	<u>\$ (2,801,403)</u>

See Notes to Consolidated Financial Statements.

Habitat for Humanity Saint Louis and Affiliates

Notes to Consolidated Financial Statements December 31, 2024 and 2023

Note 1 - Organization

Habitat for Humanity Saint Louis ("Habitat") was organized as a nonprofit organization in the State of Missouri and is associated with Habitat for Humanity International, Inc. Habitat has received tax exempt status under the provisions of Section 501(c)(3) of the Internal Revenue Code of 1954 to construct affordable, decent housing for sale to low-income families at cost and to build communities by encouraging existing homeowners to upgrade and improve their property.

On July 10, 2014, HFHSL Community Housing Development Organization ("HFHSL CHDO") and on January 27, 2015, HFHSL Community Housing Development Corporation II ("HFHSL CHDC II"), were formed in the State of Missouri.

HFHSL CHDO and HFHSL CHDC II are Community Housing Development Organizations ("CHDO's") sanctioned by the U.S. Department of Housing and Urban Development's ("HUD") HOME Program, whose purpose is to assist in developing community low-income housing. CHDO's receive certain priority and eligibility for HUD grants.

On August 12, 2020, HFHSL QALICB Real Estate Holding LLC ("QALICB") was organized as a nonprofit organization in the State of Missouri for the purpose of management of real estate for use in its homebuilding activity program. QALICB is owned entirely by Habitat.

These consolidated financial statements include the accounts of Habitat for Humanity Saint Louis, HFHSL Community Housing Development Organization, and HFHSL Community Housing Development Corporation II, and HFHSL QALICB Real Estate Holding LLC (collectively, the "Organization"). Inter-company activity is eliminated in consolidation.

The primary source of the Organization's revenues is contributions and sponsorships received from the general public, corporations, and religious organizations. Habitat also operates two retail hardware stores (the "ReStores") with sales to the general public. Inventory is primarily donated, with the sale proceeds used to carry out the Organization's mission.

The Organization's activities are primarily comprised of the following:

Program services

Home construction, financing and support - Includes all home construction costs such as materials, supplies, labor and overhead, as well as financing certain mortgages for the homeowners. This programming also includes construction supporting costs such as real estate development, volunteer mobilization and family selection services.

ReStore operations - Includes salaries, utilities, and overhead necessary to operate two discount and recycled materials hardware stores. This programming also includes the estimated value of donated merchandise sold in the stores.

Supporting activities

Management and general - Includes the functions necessary to maintain an equitable employment program; ensure an adequate working environment; provide coordination and articulation of the Organization's program strategy; secure proper administrative functioning of the Board of Directors; and manage the consolidated financial and budgetary responsibilities of the Organization.

Habitat for Humanity Saint Louis and Affiliates

Notes to Consolidated Financial Statements December 31, 2024 and 2023

Fundraising - Provides the structure necessary to encourage and secure consolidated financial support for the Organization through grants, contributions, and special events.

Note 2 - Summary of significant accounting policies

Basis of presentation

The Organization is required to report information regarding its consolidated financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. Additionally, information is required to segregate program service expenses from support expenses. Support expenses include management and general and fundraising expenses.

Principles of consolidation

The accompanying consolidated financial statements include the accounts of Habitat, HFHSL CHDO, HFHSL CHDC and QALICB. All intercompany balances and transactions have been eliminated in consolidation.

Revenue recognition

Contributions and grants received are recorded as without donor restrictions or with donor restrictions support, depending on the existence and/or nature of any donor restrictions. Contributions of assets other than cash are recorded at their estimated fair market value.

Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions received with donor-imposed restrictions that are met in the same year as received are reported as unrestricted revenues. The expiration of temporary restrictions on net assets (i.e., the donor imposed stipulated purpose has been fulfilled, or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Unconditional pledges receivable that are expected to be collected within a year are recorded at their net realizable value when the donor makes the promise. Unconditional pledges receivable that are expected to be collected in the future years are recorded at the present value of their estimated future cash flows.

Grants that are received prior to recognition of revenue are recorded as deferred revenue.

Sales to homeowners represent the sale of homes built or rehabilitated by the Organization. The resulting mortgages are noninterest-bearing and have been discounted based upon prevailing market rates for low-income housing at the inception of the mortgages. The Organization recognizes income from the sales to homeowners when home closings occur.

Donated property, materials and services

Donated materials are valued at the lower of estimated donor cost or fair value at the date of contribution. Certain professional services are donated to the Organization by various organizations. Since these donated services meet the criteria for recognition, as stated by generally accepted accounting principles, they are recorded at fair value at the date of donation. In addition, a substantial number of volunteers have donated a significant amount of time to the Organization. These donated services have not been recognized as contributions in the consolidated financial statements since the recognition criteria, as stated by generally accepted accounting principles, were not met. Some donated materials and services are designated by the donor for specific construction projects, and accordingly, are recorded as with donor restrictions.

Habitat for Humanity Saint Louis and Affiliates

Notes to Consolidated Financial Statements December 31, 2024 and 2023

Donated investments are recorded at the fair market value as of the date of the contribution. Gains and losses on investments and other assets or liabilities, are reported as increases or decreases in unrestricted net assets, unless their use is restricted by explicit donor stipulation or by law.

Net assets

The Organization classifies net assets as without donor restrictions and with donor restrictions.

Without donor restrictions net assets of the Organization are neither permanently restricted nor temporarily restricted by donor-imposed stipulations.

With donor restrictions net assets of the Organization result (a) from contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that neither or either expire by passage of time or can be fulfilled and removed by actions of the Organization pursuant to those stipulations, (b) from other asset enhancements and diminishments subject to the same kinds of stipulations and (c) from reclassifications to (or from) other classes of net assets as a consequence of donor-imposed stipulations, their expiration by passage of time, or their fulfillment and removal by actions of the Organization pursuant to those stipulations.

Use of 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 affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Investments in new markets

The Organization's long-term investments are investments in entities related to the New Markets Tax Credit ("NMTC") program. The NMTC investments are accounted for using the equity method. Under the equity method, the initial investment is recorded at cost and is subsequently increased or decreased by its share of income or loss and increased or decreased by the amount of any contributions made or distributions received. All investment activity is reflected in the accompanying consolidated statements of activities as net investment return.

The Organization assess other-than-temporary declines in values in its NMTC investments. Annually, the carrying value of each investment is compared to its respective fair value. If an other-than-temporary decline in its carrying value exists, an impairment loss is recorded on the Organization's consolidated statement of activities to reduce the investment to fair value.

Cash and cash equivalents

The Organization considers all highly-liquid investments with an original maturity of three months or less to be cash equivalents.

Inventory

Inventory primarily consists of ReStore merchandise, construction in progress, homes available for sale, and land and buildings occupied and subject to lease with the option to purchase.

ReStore inventory consists of materials and is stated at donated value. Any purchased inventory is stated at the lower of cost or market value.

Habitat for Humanity Saint Louis and Affiliates

Notes to Consolidated Financial Statements December 31, 2024 and 2023

All direct material and equipment costs and indirect costs related to home construction are recorded as construction in progress inventory. When revenue from the sale of a home is recognized, the corresponding costs are expensed in the consolidated statement of activities and changes in net assets as program services.

Homes are transferred from construction in progress to homes available for sale once completed, with the accrued impairment for the sale of the mortgage and the expected loss on the sale of the property. Homes available for sale also includes foreclosed homes mortgage balances which are recorded at the unpaid mortgage balance at the time of foreclosure.

Mortgages receivable

Mortgages receivable consist of noninterest-bearing notes received from homebuyers in connection with the sale of homes constructed by the Organization. The notes are discounted to their present values using various interest rates at the time of closing. The discount is amortized over the lives of the mortgages using the effective interest method. A reserve for credit losses has been set up based on past collection experience of homeowners and current loan status.

Assets held for sale

Long-lived assets to be sold are classified as "held for sale" in the period in which certain criteria are met such as the estimated timeframe in which the assets are expected to be sold. As a result, depreciation is not recorded on an asset once deemed to be held for sale, and it is recorded in the consolidated financial statements at the lower of its carrying value or fair value less cost to sell.

Capitalization and depreciation

Property and equipment are recorded at cost. Improvements are capitalized, while expenditures for maintenance and repairs are charged to expense as incurred. Upon disposal of depreciable property, the appropriate property accounts are reduced by the related costs and accumulated depreciation. Assets are depreciated over their estimated service lives. The estimated service lives of the assets for depreciation purposes may be different than their actual economic useful lives.

Construction in progress

Costs incurred for construction in progress are capitalized when incurred. If at any time management determines that the costs incurred would no longer provide a future benefit to the Organization, the costs are expensed in the period in which the determination is made.

Capitalized costs

Guarantee fees paid in conjunction with the NMTC investments are capitalized and amortized over seven years, the NMTC guarantee period.

Impairment of long-lived assets

The Organization reviews its property for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the fair value is less than the carrying amount of the asset, an impairment loss is recognized for the difference. No impairment losses have been recognized during 2024 and 2023, respectively.

Income taxes

Habitat has applied for and received a determination letter from the Internal Revenue Service ("IRS") to be treated as a tax exempt entity pursuant to Section 501(c)(3) of the Internal Revenue Code and did not have any unrelated business income for the years ended December 31, 2024 and 2023. Due to its tax-exempt status, Habitat is not subject to income taxes. They are required to file, and do file, tax returns with the IRS and other taxing authorities. The Forms 990, Return of

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Organization Exempt from Income Tax, are subject to examination by the IRS generally for three years after they were filed.

Advertising costs

Advertising costs are charged to operations when incurred.

Reclassifications

Certain reclassifications may have been made to conform prior year data to the current presentation.

Functional expenses

The costs of providing program and other activities have been summarized on a functional basis in the consolidated statements of functional expenses. Included in each functional category are the expenses directly attributable to that functional area plus certain indirect or shared costs that have been allocated to the area. Expenses are allocated based on program, management and general, and resource development, with ReStore expenses being separately netted. Program expenses are defined as all costs related to the construction of homes, including hard and soft costs of a development, as well as all construction overhead expenses (staff salaries and benefits, and operating expenses related to construction). Program expenses also include the costs of mobilizing the volunteers used in the construction of homes, as well as the cost to select and educate partner families.

Note 3 - Availability and liquidity

The following represents the Organization's financial assets at December 31, 2024 and 2023:

	2024	2023
Financial assets at year end		
Cash and cash equivalents	\$ 472,351	\$ 218,699
Restricted cash	433,810	3,569,800
Contributions receivable	121,819	89,516
	<hr/>	<hr/>
Total financial assets	1,027,980	3,878,015
Less amounts not available to be used within one year		
Net assets with donor restrictions	-	4,861
	<hr/>	<hr/>
Financial assets not available to be used within one year	-	4,861
	<hr/>	<hr/>
Financial assets available to meet general expenditures within one year	<u>\$ 1,027,980</u>	<u>\$ 3,873,154</u>

Liquidity management

The Organization maintains a policy of structuring its financial assets to be available as its general expenditures, construction expenditures, liabilities and other obligations become due. The Organization utilizes project specific construction lines of credit to manage hard and soft construction expenses, as well as certain organization expenses as related directly to the construction program. These lines exist solely during the specific construction period and are paid in full upon the origination of a repayable mortgage on the sale of each home.

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To help manage unanticipated liquidity needs, the Organization utilizes short-term (on a daily basis) cash flow analysis and projection report. The Organization also utilizes a long-term cash flow analysis that operates as a trended profit and loss report which uses the annual budget as a basis but is updated in real time to reflect actual revenue and expenses. This allows for the projection of the availability of cash surplus and thus enhanced planning and budgeting for times of unexpected liquidity needs.

Additionally, the Organization has a proven track record of applying for and receiving grants and tax credit allocations that have been utilized to cover any gaps in revenue versus expense, as well as to actually fund ongoing operational expenses.

Note 4 - Cash and cash equivalents

The Organization maintains its cash reserve balances in several accounts. The cash reserve balances are insured by the Federal Deposit Insurance Corporation. At times, these balances may exceed the federal insurance limits; however, the Organization has not experienced any losses with respect to its bank balances in excess of government provided insurance. Management believes that no significant concentration of credit risk exists with respect to these cash reserve balances during the years ended December 31, 2024 and 2023.

Restricted cash consists of the following as of December 31, 2024 and 2023:

	2024	2023
Homeowner repair escrow	\$ 1,028	\$ 1,822
Restricted for NMTC expenses (Note 11)	432,782	3,567,978
	<u>\$ 433,810</u>	<u>\$ 3,569,800</u>

Note 5 - Project fund

In accordance with the Financing Agreement dated December 1, 2017 (the "Financing Agreement"), proceeds from the Series 2017 Revenue Bonds (see Note 16) are required to be deposited with Royal Bank of Missouri, the fiscal agent. The project fund is to be used to pay for the rehabilitation costs of the Organization's administrative office building at 3830 South Grand Boulevard. During 2018, the funds were used towards the construction of the new office building.

Note 6 - Operating leases

During the year ended December 31, 2023, the Organization entered into a lease for a ReStore facility with an effective date of June 1, 2023 through June 30, 2026.

Supplemental cash flow information related to the Organization's operating leases for the year ended December 31, 2024:

	Operating leases
Cash paid for amounts included in the measurement of lease liabilities	<u>\$ 357,641</u>

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On March 27, 2013, Habitat entered into a lease agreement to open a second ReStore location. The lease commenced on June 1, 2013 and terminated on May 31, 2018, with two five-year options to renew. During 2018, Habitat exercised the renewal option through May 31, 2023. During 2023, Habitat exercised the renewal option through May 1, 2028. During 2024, the lease renewal option was amended to expire June 30, 2026. The lease provides for annual base rent, a portion of which is donated back to Habitat each year on June 1, and monthly base rent payable by Habitat.

On November 14, 2016, Habitat entered into an amended lease agreement effective January 1, 2015. The new lease agreement states the Landlord shall compensate Habitat for the work performed, amount of any rent collected, and the amount of any invoice for service paid on behalf of the Landlord. During 2024 and 2023, Habitat earned \$17,358 and \$24,825, respectively, of reimbursement expenses.

The future minimum rental commitments under all such operating leases for the next two years are as follows:

	Total annual base rent
2025	\$ 326,700
2026	163,350
Total	<u>\$ 490,050</u>

On September 16, 2020, Habitat entered into a ground lease agreement with HFHSL QALICB Real Estate Holding LLC. The lease term is for 25 years terminating on September 16, 2045, with an option to renew for 5 more years. Commencing on October 1, 2020, Habitat shall pay the lessor annual base rent of \$225,095 in monthly installments. The base rent shall increase 2% each year during the term of the lease. The activity is eliminated in consolidation.

The future minimum rental commitments under the ground lease are as follows:

	Base rent
2025	\$ 244,868
2026	249,766
Total	<u>\$ 494,634</u>

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Note 7 - Investments

Certain investments have been designated by the Board for specific purposes (see Note 16). Income on those investments includes the following for the years ended December 31, 2024 and 2023:

	2024	2023
Investment income from NMTC investments	\$ 49,057	\$ 57,301
Interest and dividend income	22,652	26,708
Realized (loss)/gain on investments	(17)	787
	<u>\$ 71,692</u>	<u>\$ 84,796</u>

Note 8 - Grants receivable and grant revenue

Grants receivable as of December 31, 2024 and 2023 consists primarily of reimbursement type grants for home construction costs:

	2024	2023
State of MO Allocation	\$ 118,619	\$ 58,722
LaSaison Phase 1	3,200	3,200
MHRP	-	27,594
	<u>\$ 121,819</u>	<u>\$ 89,516</u>

Grant revenue earned during 2024 and 2023 consists of the following:

	2024	2023
Affordable Housing Trust Fund	\$ 288,468	\$ 65,573
MHRP	186,854	144,702
State of MO Allocation	245,353	253,350
Other	139,808	30,000
	<u>\$ 860,483</u>	<u>\$ 493,625</u>

Note 9 - Mortgages receivable

Mortgages receivable consist of noninterest-bearing mortgages secured by real estate, receivable in monthly installments through years ranging to 2049. Mortgage receivables include those mortgages repurchased from CitiMortgage upon homeowner default and second promissory notes on homes under the zero-equivalent mortgage method. Each mortgage is discounted to the value it could be sold to a third-party lender.

The Organization utilizes an affordable mortgage analysis method for financing homes. Under this method, the lending bank charges the homebuyer a below-market rate of interest. The monthly payments the homebuyer makes to the lending bank are the same as if the Organization was providing a zero-percent loan directly to the homebuyer. The Organization sells homes at a reduced

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price in order for the mortgage with interest to be equivalent to the mortgage with no interest at a normal sale price. The Organization holds the second mortgage on each home which will be forgiven over the life of the mortgage.

Mortgages receivable as of December 31, 2024 and 2023 are presented net of unamortized discount resulting from the imputation of interest, and a reserve for credit losses as follows:

	2024	2023
Mortgages receivable at face value	\$ 3,673,029	\$ 3,497,859
Less: Reserve	(2,308,317)	(2,243,516)
Long-term portion of mortgages receivable	<u>\$ 1,364,712</u>	<u>\$ 1,254,343</u>

Note 10 - Home construction and inventory

Home construction and inventory for the years ended December 31, 2024 and 2023 consists of the following:

	2024	2023
Land	\$ 150,110	\$ 224,360
Construction in progress	6,594,007	3,380,027
	<u>\$ 6,744,117</u>	<u>\$ 3,604,387</u>

Leases for homes contain purchase options, which allow the lessee to purchase the home with an affordable mortgage payable over 30 years. Leased and available-for-sale homes are valued in inventory at the lower of cost or net realizable proceeds after all expected selling costs. During 2024 and 2023, all leased homes have been sold to Habitat homebuyers.

Note 11 - Investments in New Markets Tax Credit programs

Habitat entered into three transactions involving New Markets Tax Credit ("NMTC") financing. Under the NMTC structure, Habitat makes investments in a leverage lender, whose sole purpose is to lend to an investment fund. The investment fund entity also receives capital contribution equity from private investors. The private investor receives tax credits in return for its contribution into the investment fund. The investment fund uses the loan from the leverage lender and the equity from the investors to make an investment in a community development entity ("CDE"). All of the proceeds received by the CDE are then loaned to Habitat.

Investment in Harbor Habitat Leverage II, LLC

In 2017, Habitat made an investment in Harbor Habitat Leverage II, LLC in the amount of \$1,207,410, plus transaction costs of \$53,142. Habitat is the 16.67% member of Harbor Habitat Leverage II, LLC. Habitat recorded its investment at cost plus transaction costs. In return for its investment, Habitat received a loan from Harbor Community Fund XIII, LLC in the amount of \$1,715,000.

In December 2024, Twain Investment Fund 296, LLC (the "2017 Fund") and the upstream effective owner of Harbor Community Fund XIII, LLC (holder of the promissory note due from the Habitat)

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exercised its put option. Under the terms of the put option agreement, Harbor Habitat Leverage II, LLC purchased the ownership interest of the 2017 Fund. Exercise of the option effectively extinguished Habitat's outstanding debt owed to the 2017 Fund and resulted in \$507,587 in debt forgiveness income during 2024.

As of December 31, 2024 and 2023, Habitat's investment in Harbor Habitat Leverage II, LLC was \$0 and \$1,260,552, respectively.

Investment in Harbor Habitat Leverage III, LLC

In 2020, Habitat made an investment in Harbor Habitat Leverage III, LLC in the amount of \$1,111,838, plus transaction costs of \$82,986. Habitat is the 25% member of Harbor Habitat Leverage III, LLC. Habitat recorded its investment at cost plus transactions costs. In return for its investment, Habitat received a loan from Harbor Community Fund XXII, LLC in the amount of \$1,521,250.

As of December 31, 2024 and 2023, Habitat's investment in Harbor Habitat Leverage III, LLC was \$1,194,824.

In June 2027, USBCDC Investment Fund 346, LLC (the "2020 Fund") and the upstream effective owner of Harbor Community Fund XXII, LLC (holder of the promissory note due from Habitat) is expected to exercise its put option. Under the terms of the put option agreement, Harbor Habitat Leverage III, LLC is expected to sell the ownership interest of the 2020 Fund. If the put option is not exercised, Harbor Habitat Leverage III, LLC has the option to purchase (call), at any time during the 12-month period following the expiration of the put option. Exercise of the option will effectively allow Habitat to extinguish its outstanding debt owed to the 2020 Fund.

Investment in SLDC Leverage I, LLC

In 2023, Habitat made an investment in SLDC Leverage I, LLC in the amounts of \$490, plus transaction costs of \$204,718. Habitat is the 49% member of SLDC Leverage I, LLC. Habitat recorded its investment at cost plus transactions costs. In return for its investment, Habitat received loans from St. Louis New Market Tax Credit Fund 71, LLC and USBCDE Sub-CDE 235, LLC in the amounts of \$4,800,000 and \$1,980,000, respectively.

As of December 31, 2024 and 2023, Habitat's investment in SLDC Leverage I, LLC was \$205,211.

In February 2030, Twain Investment Fund 708, LLC (the "2023 Fund") and the upstream effective owner of St. Louis New Market Tax Credit Fund 71, LLC and USBCDE Sub-CDE 235, LLC (holder of the promissory notes due from Habitat) is expected to exercise its put option. Under the terms of the put option agreement, SLDC Leverage I, LLC is expected to sell the ownership interest of the 2023 Fund. If the put option is not exercised, SLDC Leverage I, LLC has the option to purchase (call), at any time during the 12-month period following the expiration of the put option. Exercise of the option will effectively allow Habitat to extinguish its outstanding debt owed to the 2023 Fund.

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Management expects the put option for each of its NMTC transactions to be exercised at the end of each respective compliance period. If that does occur, management anticipates revenue from the forgiveness of debt as follows for the years ending December 31:

	Revenue
2025	\$ -
2026	-
2027	326,426
2028	-
2029	-
Thereafter	<u>6,574,789</u>
Total	<u>\$ 6,901,215</u>

Interest income earned from the investments and interest expense incurred from the loans during the years ended December 31, 2024 and 2023 is as follows:

	2024	2023
Interest income	\$ 49,057	\$ 57,291
Interest expense	<u>(95,683)</u>	<u>(85,334)</u>
Net interest	<u>\$ (46,626)</u>	<u>\$ (28,043)</u>

Note 12 - Fixed assets

Property and equipment are depreciated using the straight-line method over the estimated useful lives of the assets. Property and equipment as of December 31, 2024 and 2023 is comprised of the following:

	Useful life	2024	2023
Land	N/A	\$ 897,226	\$ 1,141,364
Building and improvements	10 - 40 years	2,852,745	2,825,435
Equipment	3 - 39 years	606,144	584,952
Vehicles	5 years	201,017	185,562
Computer software	3 years	<u>43,752</u>	<u>43,752</u>
Total property and equipment		4,600,884	4,781,065
Less: Accumulated depreciation		<u>(1,391,150)</u>	<u>(1,283,308)</u>
Property and equipment, net		<u>\$ 3,209,734</u>	<u>\$ 3,497,757</u>

Depreciation expense for the years ended December 31, 2024 and 2023 was \$109,886 and \$113,400, respectively.

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During the year ended December 31, 2024, Habitat sold an outparcel of land, with a basis of \$244,138, resulting in a gain of \$547,157 on the accompanying consolidated statements of activities.

Note 13 - Capitalized costs

The guarantee fees associated with the NMTC transactions have been capitalized and amortized over the seven-year guarantee period. As of December 31, 2024 and 2023, guarantee fees amounted to \$473,992 and \$473,992, respectively, and accumulated amortization amounted to \$277,616 and \$224,885, respectively. During the years ending December 31, 2024 and 2023, amortization expense totaled \$88,408 and \$51,782, respectively.

Estimated amortization expense for the ensuing years is as follows:

Year	Amount
2025	\$ 35,559
2026	35,559
2027	19,729
2028	19,729
2029	19,729
Thereafter	66,071
	<u>\$ 196,376</u>

Note 14 - Lines of credit

Lines of credit at December 31, 2024 and 2023 consist of the following:

Lender	Face amount	Outstanding	Interest rate + prime rate	Maturity date	Function	Status, report date
People's National Bank, N.A.	\$ 144,000	\$ 143,076	8.00%	10/2/2025	Construction	To be renewed
People's National Bank, N.A.	144,000	12,435	8.00%	10/2/2025	Construction	To be renewed
People's National Bank, N.A.	144,000	2,652	7.50%	2/9/2026	Construction	To be renewed
People's National Bank, N.A.	535,500	110,812	7.50%	3/30/2025	Construction	Repaid
People's National Bank, N.A.	270,000	39,558	8.50%	3/12/2026	Construction	To be renewed
Total lines of credit, 12/31/24		<u>\$ 308,533</u>				

Lender	Face amount	Outstanding	Interest rate + prime rate	Maturity date	Function
People's National Bank, N.A.	\$ 144,000	\$ 86,637	8.50%	10/2/2024	Construction
People's National Bank, N.A.	144,000	2,152	8.50%	10/2/2024	Construction
People's National Bank, N.A.	625,200	435,819	8.50%	12/30/2024	Construction
Royal Banks of Missouri	800,000	400,000	8.50%	11/4/2024	Permanent
Total lines of credit, 12/31/23		<u>\$ 924,608</u>			

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Note 15 - Long-term debt

Long-term debt at December 31, 2024 and 2023 consists of the following:

	<u>2024</u>	<u>2023</u>
<u>St. Louis New Markets Tax Credit Fund 71, LLC</u>		
The loan in the amount of \$4,800,000, dated February 28, 2023, is held by St. Louis New Markets Tax Credit Fund 71, LLC. The loan bears interest at fixed rate of 0.714615%. The loan matures on February 28, 2043. Commencing on June 5, 2023, semi-annual interest payments are due until December 5, 2029 when principal and interest payments commence. The loan is secured by the operating account, Joint expense account and all other bank accounts held by U.S. Bank. The loan is also guaranteed by a related party if an event of NMTC recapture occurs. The loan has a put option feature that is exercisable in February 2030 (Note 12).	\$ 4,800,000	\$ 4,800,000
<u>USBCDE Sub-CDE 235, LLC</u>		
The loan in the amount of \$1,980,000, dated February 28, 2023, is held by USBCDE Sub-CDE 235, LLC. The loan bears interest at fixed rate of 0.714615%. The loan matures on February 28, 2043. Commencing on June 5, 2023, semi-annual interest payments are due until December 5, 2029 when principal and interest payments commence. The loan is secured by the operating account, Joint expense account and all other bank accounts held by U.S. Bank. The loan is also guaranteed by a related party if an event of NMTC recapture occurs. The loan has a put option feature that is exercisable in February 2030 (Note 12).	1,980,000	1,980,000
<u>IFF Note A</u>		
The loan in the amount of \$1,116,593, dated September 16, 2020, is held by St. Louis New Markets Tax Credit Fund 59, LLC. The loan bears interest at 5% per annum. Commencing on December 1, 2020, quarterly interest payments are due. The loan matures on June 27, 2026 when all principal and accrued interest is due. The loan is secured by real estate and an assignment of leases and rents.	1,116,593	1,116,593

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	2024	2023
<u>IFF Note B</u>		
The loan in the amount of \$133,407, dated September 16, 2020, is held by St. Louis New Markets Tax Credit Fund 59, LLC. The loan bears interest at 5% per annum. Commencing on December 1, 2020, quarterly interest payments are due. The loan matures on June 27, 2026 when all principal and accrued interest is due. The loan is secured by real estate and an assignment of leases and rents.	133,407	133,407
<u>Harbor Community Fund XIII LLC</u>		
The loan in the amount of \$1,715,000, dated December 20, 2017, is held by Harbor Community Fund XIII LLC. The loan bears interest at a fixed rate of 0.7041%. The loan matures on December 20, 2037. Commencing on June 5, 2018, semi-annual payments are due until December 5, 2024 when principal and interest payments commence. The loan is secured by the operating account, Joint expense Non-POB account and all other bank accounts held by U.S. Bank. The loan is also guaranteed by a related party if an event of NMTC recapture occurs. The loan has a put option feature that was exercised in December 2024 (Note 12).	-	1,715,000
<u>Harbor Community Fund XXII LLC</u>		
The loan in the amount of \$1,521,250, dated June 4, 2020, is held by Harbor Community Fund XIII LLC. The loan bears interest at fixed rate of 0.7309%. The loan matures on June 4, 2040. Commencing on December 5, 2020, semi-annual interest payments are due until December 5, 2027 when principal and interest payments commence. The loan is secured by the operating account, Joint expense Non-POB account and all other bank accounts held by U.S. Bank. The loan is also guaranteed by a related party if an event of NMTC recapture occurs. The loan has a put option feature that is exercisable in June 2027 (Note 12).	1,521,250	1,521,250
<u>2016 Ford Transit</u>		
The loan in the amount of \$24,476, dated October 15, 2022, bears interest at 6.94% per annum. Commencing on October 15, 2022, monthly payments are due. The loan matures August 2027. The loan is secured by the asset.	13,053	17,948

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	2024	2023
<u>Series 2017 Revenue Bonds</u>		
On December 1, 2017, The Industrial Development Authority of the City of St. Louis, Missouri, issued Series 2017 revenue bonds in the amount of \$2,040,000 to finance the rehabilitation of 3830 South Grand Boulevard, St. Louis, MO. Royal Bank of Missouri is the fiscal agent. During 2020, the terms of the note were changed reducing the principal amount to \$2,030,232. The note initially carries interest at the rate of 3.3%. Commencing in February 2023, the note will bear interest at 2.52% plus the rate of the Federal Home Loan Bank of Des Moines 5 Year Long-Term Fixed Rate Advance, but is not to be adjusted more often than each five years. Principal and interest payments in the amount of \$8,920 were due monthly beginning on January 1, 2020 but were deferred to commence on April 1, 2020. The loan matures on December 1, 2049.		
	1,885,957	1,925,187
Total	11,450,260	13,209,385
Less: current maturities	(46,186)	(44,125)
Net long-term debt	<u>\$ 11,404,074</u>	<u>\$ 13,165,260</u>

Aggregate annual maturities of the mortgages and notes payable for each of the five following years and thereafter is as follows:

Year	Amount
2025	\$ 46,186
2026	1,298,096
2027	48,463
2028	47,065
2029	49,467
Thereafter	9,960,983
	<u>\$ 11,450,260</u>

Note 16 - Net assets with donor restrictions

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

	2024	2023
Other	<u>\$ -</u>	<u>\$ 4,861</u>

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Net assets of \$533,517 and \$478,691 were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors for the years ended December 31, 2024 and 2023, respectively.

Note 17 - Related party transactions

Habitat has a nonbinding covenant with Habitat for Humanity International, Inc. ("HFHI") to make an annual voluntary tithe payment to HFHI. In 2024 and 2023, Habitat paid \$1,000 in tithe per year.

In 2013, HFHI implemented its Stewardship and Organizational Sustainability Initiative (SOSI) which required payment from affiliates of an annual fee, in addition to the annual tithe, based on the geographic service area of the affiliate. The annual fee required of Habitat was \$25,000 payable to HFHI. A final payment of the SOSI fee was paid in January 2024 for HFHI fiscal year 2024. Beginning July 1, 2024, HFHI implemented a new fee structure based on regional population plus total revenue, calculated using a three-year average of line 12 of Form 990. Based on this new calculation, the full annual fiscal year fee for Habitat is \$195,000. The amount can be offset by various percent of fee and percent of revenue sharing options depending on the path elected. Habitat selected Path 2 (40% of the annual fee and 30% of revenue less HFHI costs) and, as such, the fee payment for 2024 was \$2,251. As of December 31, 2024 and 2023, the payable amounted to \$0 and \$12,500, and is included in accounts payable and accrued expenses on the accompanying consolidated statements of financial position.

Note 18 - Lease agreements

The Organization leases some of its properties from time-to-time. Although the Organization is a for-sale housing program, certain situations may arise where a property may be temporarily leased before it is sold. Most situations involve a lease-to-own or option-to-purchase agreement, but others may be only a rental situation for a fixed or renewable term.

During 2024 and 2023, Habitat was receiving lease payments on one home.

Note 19 - Mortgages sold with recourse

Prior to 2002, Habitat sold mortgages receivable with recourse to the Missouri Housing Development Commission. Habitat has guaranteed payment of the mortgage loans and in the event of any loan default, Habitat will replace the nonperforming loan with a performing loan or will buy back the nonperforming loan at par. As of December 31, 2024 and 2023, there were no uncollected balances remaining on the mortgages.

Note 20 - Commitments and contingencies

The purchase option agreement when a home is sold contains a provision that if the home is sold within 10 years of the initial date of the lease agreement, the Organization has the right to receive a certain percentage of the gain on the sale of the home. The percentage ranges from 100% if sold during the first year to 10% if sold in the 10th year.

The Organization provides a limited warranty to homeowners for all work done and materials provided in the construction of the home. This warranty is for one year from the date the buyer took occupancy, including the buyer's lease term. During this time, upon written notice from the purchaser, the Organization will repair or replace substantial defects free of charge. However, the Organization has the right to use the funds in the major repair fund (a portion of each mortgage

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payment is allocated to this escrow account). Based on past experience, management has determined no reserve is needed for warranties.

The Organization is a party to lawsuits arising in the ordinary course of their business. The Organization provides for costs relating to these matters when a loss is probable, and the amount is reasonably estimable. The effect of the outcome of these matters on the Organization's consolidated financial statements cannot be predicted with certainty. While the results of litigation cannot be predicted with certainty, the Organization believes, based on the advice of counsel, that the final outcome of such litigation will not have a materially adverse effect on the Organization's financial position, results of operations and cash flows.

Note 21 - Employee benefit plan

Habitat implemented a SIMPLE-IRA plan in 1998. An employee was eligible for the plan if \$2,400 of wages have been earned in any prior year. On December 31, 2019, Habitat terminated the SIMPLE-IRA plan in favor of a new Defined Contribution 401(k) Profit Sharing retirement plan. An employee is eligible for the plan after 1 year of entry service, which amounts to 1,000 hours of service and 12 months after hire date. Participation in the plan is optional. 401(k) elective deferrals, up to a percentage of an employee's pay as decided by the Organization, are matched. Matching contributions are calculated based on the employee's pay and 401(k) elective deferrals for the payroll period. Matching contributions are made for all persons who were active participants at any time during that payroll period. Any percentage chosen will apply for the entire plan year. During the years ended December 31, 2024 and 2023, Habitat's contribution to the plan amounted to \$22,381 and \$21,053, respectively.

Note 22 - Subsequent events

Events that occur after the consolidated balance sheet date but before the consolidated financial statements were available to be issued must be evaluated for recognition or disclosure. The effects of subsequent events that provide evidence about conditions that existed at the consolidated statement of financial position date are recognized in the accompanying consolidated financial statements. Subsequent events which reflect significant matters but which provide evidence about conditions that existed after the consolidated statement of financial position date require disclosure in the accompanying notes. Management evaluated the activity of the Organization through July 16, 2025 (the date the consolidated financial statements were available to be issued) and concluded that the following subsequent event requires disclosure in the notes to the consolidated financial statements:

On July 15, 2025, the Organization entered into a 24-month loan with Royal Banks of Missouri in the amount of \$76,758 to finance the purchase of a ReStore truck. Principal and interest payments in the amount of \$1,171 are due monthly beginning August 1, 2025. The loan matures July 1, 2027.



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