HOUSING INITIATIVE PARTNERSHIP, INC.

FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

JUNE 30, 2018 AND 2017

TABLE OF CONTENTS

	Page No.
INDEPENDENT AUDITOR'S REPORT	1 - 3
FINANCIAL STATEMENTS	
Statements of Financial Position	4
Statement of Activities – Year Ended June 30, 2018	5
Statement of Activities – Year Ended June 30, 2017	6
Statement of Functional Expenses – Year Ended June 30, 2018	7
Statement of Functional Expenses – Year Ended June 30, 2017	8
Statements of Cash Flows	9
Notes to the Financial Statements	10 - 21
REPORTS AND SCHEDULES REQUIRED BY THE UNIFORM GUIDANCE	
Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	22 - 23
Independent Auditor's Report on Compliance for Each Major Program and on Internal Control over Compliance Required by the Uniform Guidance	24 - 26
Schedule of Expenditures of Federal Awards	27
Notes to the Schedule of Expenditures of Federal Awards	28
Schedule of Findings and Questioned Costs	29 - 30



10500 Little Patuxent Parkway Suite 770 Columbia, Maryland 21044 (410) 884-0220 (301) 596-5451 Fax: (301) 596-5471

Independent Auditor's Report

To the Board of Directors Housing Initiative Partnership, Inc. Hyattsville, MD

Report on the Financial Statements

We have audited the accompanying financial statements of Housing Initiative Partnership, Inc., (a nonprofit organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of 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

Independent Auditor's Report Housing Initiative Partnership, Inc. Page Two

opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Housing Initiative Partnership, Inc. as of June 30, 2018 and 2017, 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.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is presented for purposes of additional analysis 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 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 basic financial statements taken as a whole.

Independent Auditor's Report Housing Initiative Partnership, Inc. Page Three

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 21, 2018, on our consideration of Housing Initiative Partnership, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Housing Initiative Partnership, Inc.'s internal control over financial reporting and compliance.

September 21, 2018

Jane Maries & Mª Duade PA

Columbia, MD

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2018 AND 2017

	2018	2017
<u>ASSETS</u>		
CURRENT ASSETS		
Cash	\$ 1,385,030	\$ 1,686,984
Accounts receivable	596,406	682,130
Grants receivable	139,500	-
Due from related party	10,418	1,905
Total Current Assets	2,131,354	2,371,019
PROPERTY AND EQUIPMENT, NET	1,253,549	1,230,853
OTHER ASSETS		
Cash - restricted	22,054	27,248
Investments	412,343	2,414
Prepaid	7,550	5,173
Notes receivable, net	284,988	284,988
Total Other Assets	726,935	319,823
TOTAL ASSETS	\$ 4,111,838	\$ 3,921,695
LIABILITIES AND NET	<u>ASSETS</u>	
CURRENT LIABILITIES		
Accounts payable	\$ 56,183	\$ 152,385
Deferred income	67,941	_
Accrued expenses	106,179	87,030
Total Current Liabilities	230,303	239,415
LONG TERM LIABILITIES		
Partner's deficit in Mt. Rainier L.L.P. (Note J)	1,344,930	1,280,979
Note payable	280,003	280,003
Total Long Term Liabilities	1,624,933	1,560,982
TOTAL LIABILITIES	1,855,236	1,800,397
NET ASSETS		
Unrestricted	2,117,102	2,121,298
Temporarily restricted	139,500	-
Total Net Assets	2,256,602	2,121,298
TOTAL LIABILITIES AND NET ASSETS	\$ 4,111,838	\$ 3,921,695

The accompanying notes are an integral part of these financial statements.

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2018

	U	nrestricted	nporarily estricted		Total
REVENUE AND SUPPORT			 		
Federal grants	\$	618,408	\$ -	\$	618,408
State and local government revenue		1,039,479	-		1,039,479
Grants and contributions		476,292	139,500		615,792
Sale of homes		1,164,000	-		1,164,000
Development fees		140,145	-		140,145
In-kind contributions		211,316	-		211,316
Management fees		48,500	-		48,500
Program income		38,422	-		38,422
Interest income		3,987	 		3,987
Total Revenue and Support		3,740,549	139,500		3,880,049
EXPENSES					
Program Services:					
Single-family development		1,655,948	-		1,655,948
Multi-family development		55,625	-		55,625
Resident services		138,360	-		138,360
Housing counseling		1,083,094	-		1,083,094
Façade improvement		404,352	-		404,352
Total Program Services		3,337,379	-		3,337,379
Supporting Services:					
Fundraising		118,425	-		118,425
Management and general		224,990	-		224,990
Total Supporting Services		343,415	-	_	343,415
Total Expenses		3,680,794			3,680,794
CHANGE IN NET ASSETS FROM OPERATIONS		59,755	139,500		199,255
LOSS FROM INVESTMENT IN MT. RAINIER L.L.P.		(63,951)	 		(63,951)
CHANGE IN NET ASSETS		(4,196)	139,500		135,304
NET ASSETS, beginning of year		2,121,298			2,121,298
NET ASSETS, end of year	\$	2,117,102	\$ 139,500	\$	2,256,602

The accompanying notes are an integral part of these financial statements.

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2017

UNRESTRICTED REVENUE AND SUPPORT	
Federal grants	\$ 958,209
State and local government revenue	1,149,424
Grants and contributions	455,243
Sale of homes	1,617,075
Development fees	216,839
Management fees	40,000
Program income	36,826
Interest income	40
Total Revenue and Support	4,473,656
EXPENSES	
Program Services:	
Single-family development	2,468,130
Multi-family development	54,369
Resident services	111,798
Housing counseling	793,613
Façade improvement	335,446
Total Program Services	3,763,356
Supporting Services:	
Fundraising	101,241
Management and general	282,269
Total Supporting Services	383,510
Total Expenses	4,146,866
CHANGE IN NET ASSETS	
FROM OPERATIONS	326,790
LOSS FROM INVESTMENT IN	
MT. RAINIER L.L.P.	(89,427)
CHANGE IN NET ASSETS	237,363
NET ASSETS, beginning of year	 1,883,935
NET ASSETS, end of year	\$ 2,121,298

The accompanying notes are an integral part of these financial statements.

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018

						Program	Servic	es					Supporting Services							
	Sin	gle-Family	Mu	lti-Family]	Resident		Housing]	Façade		Total			Ma	nagement		Total		Total
	De	velopment	Dev	elopment		Services	C	ounseling	Imp	rovement	1	Programs	Fu	Fundraising		d General	Support Services		Expenses	
Salaries	\$	92,490	\$	35,079	\$	101,612	\$	627,458	\$	90,007	\$	946,646	\$	91,463	\$	99,275	\$	190,738	\$	1,137,384
Payroll taxes		7,166		2,687		8,061		50,160		7,166		75,240		7,166		7,165		14,331		89,571
Employee benefits		6,503		2,439		7,316		45,520		6,503		68,281		6,503		6,501		13,004		81,285
Total Personnel Expenses		106,159		40,205		116,989		723,138		103,676		1,090,167		105,132		112,941		218,073		1,308,240
Accounting		-		-		-		-		-		-		-		75,750		75,750		75,750
Advertising and marketing		-		-		-		-		-		-		-		3,881		3,881		3,881
Bank and credit card fees		232		87		261		1,626		232		2,438		-		466		466		2,904
Board meetings		-		-		-		-		-		-		-		1,833		1,833		1,833
Community and resident services	S	-		8,296		-		-		-		8,296		-		-		-		8,296
Computer support		2,096		786		2,358		14,671		2,096		22,007		-		4,191		4,191		26,198
Construction costs		-		-		-		-		281,680		281,680		-		-		-		281,680
Consultants		2,450		919		2,757		17,152		2,450		25,728		-		4,901		4,901		30,629
Cost of real estate development		1,529,803		-		-		-		-		1,529,803		-		-		-		1,529,803
Depreciation		508		190		571		3,554		508		5,331		508		507		1,015		6,346
Dues and memberships		718		269		808		5,028		718		7,541		-		1,437		1,437		8,978
Fees and licenses		207		78		233		1,448		207		2,173		-		412		412		2,585
Grants		773		-		-		202,586		-		203,359		-		-		-		203,359
Insurance		1,792		672		2,016		12,543		1,792		18,815		1,792		1,792		3,584		22,399
Interest		217		-		-		-		-		217		-		-		-		217
Legal		-		-		-		-		-		-		-		5,891		5,891		5,891
Office supplies		1,286		482		1,447		9,004		1,286		13,505		1,286		1,287		2,573		16,078
Printing and postage		1,872		702		2,106		13,105		1,872		19,657		1,872		1,872		3,744		23,401
Rent		6,263		2,349		7,046		43,840		6,263		65,761		6,263		6,262		12,525		78,286
Repairs and maintenance		42		16		47		291		42		438		42		39		81		519
Telephone and website		1,530		574		1,721		10,707		1,530		16,062		1,530		1,528		3,058		19,120
Training								24,401				24,401								24,401
Total	\$	1,655,948	\$	55,625	\$	138,360	\$	1,083,094	\$	404,352	\$	3,337,379	\$	118,425	\$	224,990	\$	343,415	\$	3,680,794

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2017

						Program	Servic	es					Support Services							
	Sing	le-Family	Mu	lti-Family	F	Resident	I	Housing	I	Façade		Total			Ma	nagement		Total		Total
	Dev	elopment	Dev	elopment	5	Services	Co	ounseling	Imp	provement	I	Programs	Fundraising		ng and General		Support Services		Expenses	
Salaries	\$	97,032	\$	31,869	\$	81,360	\$	520,141	\$	48,512	\$	778,914	\$	74,564	\$	151,098	\$	225,662	\$	1,004,576
Payroll taxes		8,097		2,429		6,478		43,725		4,049		64,778		7,053		9,142		16,195		80,973
Employee benefits		8,816		2,645		7,053		47,607		4,408		70,529		7,053		10,579		17,632		88,161
Total Personnel Expenses		113,945		36,943		94,891		611,473		56,969		914,221		88,670		170,819		259,489		1,173,710
Accounting		-		-		-		-		-		-		-		75,400		75,400		75,400
Advertising and marketing		-		-		-		-		-		-		-		5,430		5,430		5,430
Bank and credit card fees		372		112		298		2,009		186		2,977		-		744		744		3,721
Board meetings		-		-		-		-		-		-		-		593		593		593
Community and resident services	S	-		11,086		-		-		-		11,086		325		-		325		11,411
Computer support		3,547		1,064		2,838		19,154		1,774		28,377		-		7,093		7,093		35,470
Construction costs		-		-		-		-		267,911		267,911		-		-		-		267,911
Consultants		843		253		674		4,552		421		6,743		-		1,686		1,686		8,429
Cost of real estate development		2,332,628		-		-		-		-		2,332,628		-		-		-		2,332,628
Depreciation		558		167		446		3,014		279		4,464		446		671		1,117		5,581
Dues and memberships		680		204		544		3,674		340		5,442		-		1,362		1,362		6,804
Fees and licenses		384		115		307		2,075		192		3,073		-		770		770		3,843
Grants		400		-		-		48,539		-		48,939		-		-		-		48,939
Insurance		2,142		643		1,714		11,569		1,071		17,139		1,714		2,571		4,285		21,424
Interest		23		-		-		-		-		23		-		-		-		23
Office supplies		1,446		434		1,157		7,809		723		11,569		1,157		1,736		2,893		14,462
Postage and printing		1,810		543		1,448		9,775		905		14,481		1,448		2,172		3,620		18,101
Rent		7,445		2,233		5,956		40,201		3,722		59,557		5,956		8,934		14,890		74,447
Repairs and maintenance		119		36		95		640		59		949		95		141		236		1,185
Telephone and website		1,788		536		1,430		9,655		894		14,303		1,430		2,147		3,577		17,880
Training		-		-		-		19,474		-		19,474		-		-		-		19,474
Total	\$	2,468,130	\$	54,369	\$	111,798	\$	793,613	\$	335,446	\$	3,763,356	\$	101,241	\$	282,269	\$	383,510	\$	4,146,866

HOUSING INITIATIVE PARTNERSHIP, INC. STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2018 AND 2017

	2018		2017
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets from operations	\$ 135,304	\$	326,790
Adjustments to reconcile change in net assets to			
net cash provided by operating activities:			
Depreciation	6,346		5,581
Stock donation	1,316		-
Change in value of Mt. Rainier investment	63,951		89,427
(Increase) decrease in assets:			
Accounts receivable	85,724		(108,312)
Grants receivable	(139,500)		-
Due from related parties	(8,513)		(951)
Prepaid	(2,377)		-
Restricted cash	5,194		160,587
Increase (decrease) in liabilities:			
Accounts payable	(96,202)		94,906
Deferred income	67,941		-
Accrued expenses	19,149		7,616
Net Cash Provided by Operating Activities	138,333		575,644
CASH FLOW FROM INVESTING ACTIVITIES			
Cost of purchase and development of real estate	(1,188,578)		(1,532,571)
Purchase of mutual funds	(411,245)		-
Proceeds from sale of developed real estate	1,164,000		1,617,075
Purchase of property and equipment	(4,464)		(16,395)
Net Cash (Used for) Provided by Investing Activities	(440,287)		68,109
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from line of credit	_		_
Principal repayments on line of credit	_	_	
Principal repayments on note payable	_		_
Net Cash Used for Financing Activities			-
NET CHANGE IN CASH	(301,954)		643,753
CASH, beginning of year	1,686,984		1,043,231
CASH, end of year	\$ 1,385,030	\$	1,686,984

NOTE A – ORGANIZATION AND PURPOSE

Housing Initiative Partnership, Inc. ("HIP") was organized in October of 1988 as a not-for-profit organization dedicated to creating affordable housing in Prince George's County, Maryland. HIP's goal is to provide housing to low and middle-income families. HIP is state and locally certified as a Community Housing Development Organization ("CHDO") and, therefore, is eligible to apply for Home Program Set-Aside Funds.

HIP has the following program services:

<u>Single-Family Home Development</u> - HIP purchases and renovates vacant homes for the purpose of selling them to qualified low and moderate-income buyers. In some circumstances, houses are torn down and replaced with new homes. For the fiscal year ended June 30, 2018, five properties were purchased and five were sold and for the fiscal year ended June 30, 2017, five properties were purchased and seven were sold.

<u>Multi-family Development</u> - HIP develops multi-family rental property for low and moderate-income tenants. In some cases, HIP enters into a partnership with other for-profit or non-profit developers to develop rental housing in Maryland. For the years ended June 30, 2018 and 2017, HIP formed HIP Towne Courts which will enter into a partnership to develop 42 family rental units later in the year 2018.

<u>Resident Services</u> – A Resident Services Coordinator provides recreational activities and information and referral services to residents of Mount Rainier Artists Apartments, Newton Green Senior Apartments and Bladensburg Common Apartments in Bladensburg, and the Renaissance Square Artists Apartments in Hyattsville. Services include linkages to social services, budget counseling, parenting skills training, and education. Two Resident Services Coordinators also provides on-site recreational activities, food pantries, and other social activities to residents of Elkton Senior Apartments, New East Crossing Apartments, and Parklands at Cecilton in Cecil County, Maryland.

<u>Housing Counseling</u> – Under this program HIP provides homebuyer education and counseling, foreclosure prevention education and counseling, and financial capability counseling. Homebuyer education and counseling services include eight-hour educational workshops and individual counseling for first-time homebuyers. The foreclosure prevention program works with families, who are in danger of losing their homes, to develop a budget, evaluate their options, and negotiate with their mortgage servicers for the best possible outcome. The financial capability counseling services initially targeted homeowners who have recovered from default, and have now been expanded to assist low-income renters and families at risk of homelessness. The goal of the program is to strengthen participants' finances so that they can acquire and maintain stable and affordable housing options.

(continued)

NOTE A – ORGANIZATION AND PURPOSE – continued

Housing Counseling (continued) –

Counseling services are provided in the Hyattsville, Germantown and Gaithersburg offices. In fiscal year 2018, HIP provided housing counseling services to 1,328 Maryland residents, and held 26 homeowner education workshops with 571 attendees. Another 98 participated in HIP's online workshop. The average reduction a homeowner saw in their monthly mortgage payment as a result of HIP intervention was \$395. In fiscal year 2017, HIP provided housing counseling services to 1,549 Maryland residents, and held 26 homeowner education workshops with 527 attendees. The average reduction a homeowner saw in their monthly mortgage payment as a result of HIP was \$352.

Rapid Rehousing Program: In 2017, HIP entered into a partnership with Prince George's County's Department of Social Services to manage the *Rapid Rehousing Program*, in which HIP provides intensive coaching along with temporary rent subsidies to homeless families moving into permanent housing. Families enter a 12-month program with HIP's Case Manager and Financial Capability Administrator to develop a budget, receive individual counseling, attend financial capability workshops, and make the transition from homelessness to permanent and secure housing. In fiscal year 2018, HIP helped forty-four families move into permanent housing. Thirty of these families so far have completed the program and remain stably housed, while another four require longer term assistance and will be considered for other housing options.

<u>Façade Improvement Program</u> – HIP worked with Prince George's County's Transforming Neighborhoods Initiative team in Kentland and Palmer Park to target sections of Kentland for intensive façade improvements, including new siding, windows, fixtures, landscaping, fencing and walkways. Twenty-five low-income home owners were assisted in the first phase of this program completed in Spring, 2016 and 25 additional home owners were helped from Spring, 2017 to Spring 2018.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements have been prepared using the accrual basis of accounting. Therefore revenue and related assets are recognized when earned and expenses and related liabilities are recognized as the obligations are incurred.

(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Basis of Presentation

HIP is the general partner and owns a 99% interest in Mount Rainier Artist Apartments Limited Liability Partnership ("Mt. Rainier LLP"). These financial statements should be read in conjunction with HIP's consolidated financial statements.

HIP is sole owner of Green Hippopotamus Development Corporation, who is the General Partner of Renaissance Square Artists' Housing LLLP. The purpose of Renaissance Square Artists' Housing LLLP is to acquire, own and operate Renaissance Square Artists' Apartments using Low Income Housing Tax Credits.

HIP is also the owner of HIP Hurrah, Inc. HIP Hurrah, Inc. was formed to acquire, own and operate real estate using Low Income Housing Tax Credits. HIP Hurrah, Inc. has a 51% interest in Managing Members of North East Apartments, LLC and in Parklands Apartment, LLC and an 11% interest in the General Partner of Bladensburg Commons LLLP.

In 2018, HIP Towne Courts LLC was created as a limited liability company by HIP for the sole purpose of acquiring and developing a multifamily property at 2010 West Street, Annapolis, MD, using Low Income Housing Tax Credits. HIP is the sole member of the LLC that is treated as a disregarded partnership for tax purposes. HIP Towne Courts will enter into a partnership with another LLC acting as General Partner of this property later in 2018.

Financial statement presentation follows Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic *Not-for-Profit-Entities*. In accordance with the topic, HIP is required to report information regarding its financial position and activities according to three classes of net assets. Accordingly, the net assets of HIP and changes therein are classified and reported as followed:

Unrestricted Net Assets – Net assets not subject to donor-imposed stipulations.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that may or will be met by either actions of HIP and/or the passage of time. Temporarily restricted net asset totaled \$139,500 as of June 30, 2018 that were restricted for time.

Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by HIP. There were no permanently net assets as of June 30, 2018 and 2017.

Management believes it is not exposed to any significant credit risk on cash.

(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Cash

HIP maintains its cash balances in banks that are insured by the Federal Deposit Insurance Corporation ("FDIC"). At times, the account balances may exceed the limits of the FDIC.

Restricted Cash

Restricted cash represents funds that are restricted by Prince George's County to be used for home construction.

Accounts Receivable

Accounts receivable are stated as the amount management expects to collect from balances outstanding at year-end. Annually, management determines if an allowance for doubtful accounts is necessary based upon a review of outstanding receivables, historical collection of information, and existing economic conditions. Accounts deemed uncollectible are charged off based on specific circumstances of the parties involved. As of June 30, 2018 and 2017, management has determined that all significant receivables are collectible within one year or less; therefore, an allowance for doubtful accounts has not been established.

Grants Receivable

Grants receivable are stated as the amount management expects to collect from balances outstanding at year-end. Grants receivable include amounts carried at the original invoice amount billed to the government for services performed in accordance with the terms of the grant and are all due within one year. As of June 30, 2018 and 2017, management has determined that all significant receivables are collectible within one year or less; therefore, an allowance for doubtful accounts has not been established.

Notes Receivable

Notes receivable are stated as the amount management expects to collect from outstanding balances. HIP uses the allowance method to account for uncollectible loans. The allowance is based on management's analysis and prior experience of unpaid loans.

Property and Equipment

Property and equipment are stated at cost. Property and equipment with a minimum cost basis of \$500 are capitalized. Depreciation is calculated using the straight-line method based on the estimated useful lives of the assets of three to five years. Maintenance and repairs which do not improve or extend the life of the respective asset are charged to expense when incurred.

(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Construction in Progress

Construction in progress consists of homes under construction that are carried at the lower-of-cost or net realizable value. Net realizable value is determined based on individual projects and is the estimated selling price plus other estimated revenue such as specific project contributions, grants, and incentive fees. Reacquisition, land acquisition and improvement, development and construction, taxes, insurance, and interest costs are a part of the cost of a home under construction. Once a project is completed, the homes are listed for sale.

Revenue Recognition

Grants and contributions are recognized as revenue in the year notification is received from the donor. Grants and contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Gross revenue from the sale of homes under the home construction program is recognized at the closing date of the sale.

Federal, state and local government revenue is recognized as it is earned for the purpose that it is given.

Development fees are earned by HIP on the construction and development of the single or multiple family homes held in the construction-in-progress account.

Management fees are monies received from multifamily properties in which an affiliate of HIP is part of the ownership structure and for which HIP provides on-site recreational and social services for low-income tenants.

Program income is the fee collected from clients and home owners who attend home ownership counseling classes.

Functional Allocation of Expenses

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

(continued)

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make certain estimates and assumptions. These estimates affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these estimates.

NOTE C – FAIR VALUE MEASUREMENTS AND INVESTMENTS

Housing Initiative Partnership, Inc. utilizes the framework established in FASB ASC 820 for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels within the hierarchy in order of priority are:

Level 1 - unadjusted quoted prices for identical assets or liabilities in an active market

Level 2 - quoted prices for similar assets or liabilities in active markets, quoted prices for identical assets and liabilities in inactive markets, observable inputs other than quoted prices, or inputs derived from or corroborated by observable market data by correlation or other means.

Level 3 - Inputs which are unobservable and significant to the fair value measurement.

The fair value of common stocks is based on observable quoted market prices.

The following table sets forth by level, within the fair value hierarchy, the assets of reported at fair value on a recurring basis as of June 30, 2018:

	Level 1		Lev	vel 2	Lev	rel 3	Total			
Investments at Fair Value										
Cash	\$	11,367	\$	-	\$	-	\$	11,367		
Equities		198,873		-		-		198,873		
Common Stock		1,506		-		-		1,506		
Mutual Funds		180,563		-		-		180,563		
Fixed Income										
Mutual Funds		20,034		-		-		20,034		
Total Investments	\$	412,343	\$	-	\$	-	\$	412,343		

(continued)

NOTE C - FAIR VALUE MEASUREMENTS AND INVESTMENTS - continued

The following table sets forth by level, within the fair value hierarchy, the assets of reported at fair value on a recurring basis as of June 30, 2017:

	L	evel 1	Lev	vel 2	Lev	el 3	Total		
Investments at Fair Value									
Cash	\$	2,414	\$	-	\$	-	\$	2,414	
Total Investments	\$	2,414	\$	-	\$	-	\$	2,414	

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

Marketable securities are exposed to various risks such as interest rates, market, and credit risks. Due to the level of risks associated with certain investment securities, it is at least reasonably possible that changes in the values of investment will occur in the near term and those changes could materially affect the amounts reported in the consolidated statements of financial position.

NOTE D – NOTES RECEIVABLE

In connection with the Maryland Community Legacy Program, which is under the Department of Housing and Community Development, HIP borrowed funds (see Note F) and then entered into separate notes receivable agreements with eleven qualifying homeowners. The program is intended to preserve existing communities as desirable places to live and provide financial assistance to sponsors for the development of community legacy projects. The notes receivable were made between 2005 and 2010, and HIP has given such notes, ranging from \$20,000 - \$50,000, at zero interest and no monthly payments. Per the promissory notes, the principal on each shall be payable upon the sale of each property secured by a deed. At June 30, 2018 and 2017, the balance of the notes receivable totaled \$284,988 for both years.

The Community Legacy High Risk Rehabilitation Loans were made in 2002 to ten qualifying applicants for repairs and improvements to their homes. These loans were made at a zero percent rate of interest for a period of ten years, in amounts that ranged from \$2,500 to \$6,300. The repayment of monthly principal ranged from \$25 to \$44. If timely payments are made for the first eighty months, the last 40 months of the loan will be forgiven. As of June 30, 2018 and 2017, none of the borrowers were paying the principal regularly. An allowance for doubtful accounts was established based on management's analysis and prior experience of unpaid loans. At June 30, 2018 and 2017, the balance of loans receivable, net of the allowance of doubtful accounts of \$19,286, was zero for both years.

(continued)

NOTE D - NOTES RECEIVABLE - continued

On May 15, 2007, HIP entered into a loan agreement with Renaissance Square Artists' Housing, LLP (the "Square") in the amount of \$722,500. Interest and principal shall be due and payable in consecutive annual installments in the amount equal to the lesser of surplus cash, as defined, or the scheduled payment, as defined. The outstanding principal balance together with accrued interest shall be paid on August 1, 2048. Interest on the loan accrues at 4.9%. The loan is secured by a lien on the land, building, and building improvements of the Square. Since it is not likely that the Square will have surplus cash to pay off this loan, an allowance for doubtful accounts has been set up for the full amount of the loan.

NOTE E - LINE OF CREDIT

HIP has a line of credit for an amount not to exceed \$250,000 with Capital One, N.A. The credit line is unsecured and the amount due is payable on demand until this credit line is terminated for any reason. The rate of interest is three percent over The Wall Street Journal Prime Rate which was 6.75 percent as of the date of the line of credit. There was no outstanding balance on this line of credit as of December 31, 2018 and 2017.

NOTE F – NOTE PAYABLE

In connection with the Maryland Community Legacy Program, which is under the Department of Housing and Community Development, HIP borrowed funds and then entered into note receivable agreements with eleven qualifying homeowners (see Note D). The program is intended to preserve existing communities as desirable places to live and provide financial assistance to sponsors for the development of community legacy projects. The principal and the interest on all these borrowings have been deferred until May 31, 2030. The total amount outstanding on this loan was \$280,003 as of June 30, 2018 and 2017, respectively.

NOTE G – PENSION PLAN

HIP established a pension plan under Section 403(b) of the Internal Revenue Code for all eligible employees. Under the provisions of the plan, employees can elect to contribute up to a certain amount of their wages as determined by IRS regulations each year. There were no employer contributions to the plan for the years ended June 30, 2018 and 2017.

NOTE H – OPERATING LEASE

On April 2014, HIP signed a ten-year lease agreement for office space commencing September 1, 2014, and ending April 30, 2024. HIP will pay the agreed upon base rent which shall increase by 2.5% each year, beginning the second anniversary of the agreement. HIP will also be responsible for its share of the operating and common area expenses.

(continued)

NOTE H – OPERATING LEASE - continued

The future minimum rent payments as of June 30:

2019	\$ 72,397
2020	74,207
2021	76,062
2022	77,964
2023	79,913
Thereafter	67,976
	\$ 448,519

Rent expense for the years ended June 30, 2018 and 2017, totaled \$78,286 and \$74,447 respectively.

NOTE I – INCOME TAXES

HIP is recognized as exempt from federal income tax, except on unrelated business activities, under the provisions of Section 501(c)(3) of the Internal Revenue Code.

HIP believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements or that would have an effect on its tax-exempt status. There are no unrecognized tax benefits or liabilities that need to be recorded

HIP's information tax returns are subject to examination by the Internal Revenue Service for a period of three years from the date they were filed, except under certain circumstances. HIP's Form 990 information returns for the years ending June 30, 2015 through June 30, 2017 are open for a tax examination by the Internal Revenue Service, although no request has been made as of the date of these financial statements.

NOTE J – RELATED PARTY TRANSACTIONS

HIP is the general partner and owns a 99% interest in the Mt. Rainier LLP. Mt Rainier reimburses HIP for the actual expenses related to employee salaries and other expense for a total of \$6,288. For the years ended June 30, 2018 and 2017, the balance of the receivable from Mt. Rainier LLP totaled \$7,596 and \$1,905, respectively. For the year ended June 30, 2018, the balance of the receivable from HIP Towne Courts LLC totaled \$2,822.

(continued)

NOTE K – INVESTMENT IN LIMITED LIABILITY PARTNERSHIP

HIP is the general partner and owns a 99% interest in the Mt. Rainier LLP. The purpose of Mt. Rainier LLP is to provide affordable rental housing for artists whose income is below fifty percent of the median income for the state. The "due from related party" account represents the allocated salary of the maintenance staff of the Mt. Rainier LLP, which is to be reimbursed to HIP. The increase in the partners' deficit each year is caused by the increase in the accrued interest payable on the two outstanding loans. One loan is the HOME loan with Prince George's County and the second is with the Maryland Department of Housing and Community Development. Both loan principles are to be paid from available cash flows, if any, and will otherwise accrue until the loan's maturity. The equity method was used to state the financial position of Mt. Rainier LLP as follows:

		2018		2017
BALANCE SHEET				
ASSETS				
Cash	\$	44,603	\$	16,350
Accounts receivable		6,092		4,931
Property and equipment, net		840,767		898,995
Other assets		155,011		151,817
Total Assets	\$ 1	,046,473	\$ 1	1,072,093
LIABILITIES AND PARTNERS' CAPITAL				
Accounts payable	\$	3,808	\$	-
Prepaid rent		1,595		-
Due to related party		7,596		1,905
Tenants security deposits held in trust		7,010		7,010
Accrued interest payable		795,013		767,130
Mortgage payable	1	,020,000]	1,020,000
HOME loan payable		569,966		569,966
Total Liabilities	2	2,404,988	2	2,366,011
Partners' Deficit	(1	,358,515)	(1	1,293,918)
Total Liabilities and Partners' Deficit	\$ 1	,046,473		1,072,093

(continued)

NOTE K - INVESTMENT IN LIMITED LIABILITY PARTNERSHIP - continued

	2018						
INCOME STATEMENT	Γ						
REVENUE							
Rental income	\$	98,569	\$	99,140			
Other income		25,585		-			
Total Revenue		124,154		99,140			
EXPENSES							
Rental operations		97,083		82,056			
Depreciation		63,785		63,578			
Debt service		27,883		43,836			
Total Expenses		188,751		189,470			
NET LOSS	\$	(64,597)	\$	(90,330)			
PARTNERS' DEFICIT, beginning of year	(1	1,293,918)	(1,203,588)			
Net loss		(64,597)		(90,330)			
PARTNERS' DEFICIT, end of year	\$ (1	1,358,515)	\$ (1,293,918)			
HIP's share - 99% of net loss	\$	(63,951)	\$	(89,427)			
Partner's share - 1% of net loss	_	(646)	4	(903)			
Total Loss	\$	(64,597)	\$	(90,330)			
HIP's share - 99% of Partner's deficit	¢ (*	1 244 020)	¢ /:	1 200 070)			
Partner's share - 1% of Partner's deficit	5 (.	1,344,930)) (1,280,979)			
Total Deficit	• ((13,585) 1,358,515)	• ((12,939) 1,293,918)			
TOTAL DELICIT	D (1,330,313)	D (1,493,910)			

NOTE L – RISKS AND UNCERTAINTIES

HIP invests in various real estate properties. Real estate properties are exposed to various risks such as interest rate, market, and credit risks. Because of the level of risk associated with the real estate market, it is at least reasonably possible that changes in the values of real estate will occur in the near term and that such changes could materially affect the amounts reported in the statements of financial position.

(continued)

NOTE M – SUBSEQUENT EVENTS

In preparing these financial statements, HIP's management has evaluated events and transactions for potential recognition or disclosure through September 21, 2018, the date the financial statements were available to be issued. There were no additional events or transactions that were discovered during the evaluation that required additional disclosure or recognition.



10500 Little Patuxent Parkway Suite 770

Columbia, Maryland 21044 (410) 884-0220

(301) 596-5451

Fax: (301) 596-5471

Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed In Accordance With Government Auditing Standards

To the Board of Directors Housing Initiative Partnership, Inc. Hyattsville, MD

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Housing Initiative Partnership, Inc. ("HIP"), which comprise the statement of financial position as of June 30, 2018, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 21, 2018.

Internal Control over Financial Reporting

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

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

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

To the Board of Directors Housing Initiative Partnership, Inc.

Compliance and Other Matters

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

Purpose of this Report

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

Columbia, MD

September 21, 2018

Jaen Maries & Mª Quada PA



10500 Little Patuxent Parkway Suite 770 Columbia, Maryland 21044

(410) 884-0220 (301) 596-5451 Fax: (301) 596-5471

Independent Auditor's Report on Compliance for Each Major Program and on Internal Control over Compliance Required by the Uniform Guidance

To the Board of Directors Housing Initiative Partnership, Inc. Hyattsville, MD

Report on Compliance for Each Major Federal Program

We have audited Housing Initiative Partnership, Inc.'s ("HIP") compliance with the types of compliance requirements described in the U.S. Office of Management and Budget ("OMB") Compliance Supplement that could have a direct and material effect on each of HIP's major federal programs for the year ended June 30, 2018. HIP's major federal program is identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on the compliance for each of HIP's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirement for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about HIP's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of HIP's compliance.

To the Board of Directors Housing Initiative Partnership, Inc.

Opinion on Each Major Federal program

In our opinion, HIP complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2018.

Report on Internal Control Over Compliance

Management of HIP is responsible for establishing and maintaining effective internal control over compliance with types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered HIP's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program, and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of HIP's internal control over compliance.

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

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

To the Board of Directors Housing Initiative Partnership, Inc.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Jan Marues & Mª Queste PA

Columbia, MD September 21, 2018

HOUSING INITIATIVE PARTNERSHIP, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED JUNE 30, 2018

Federal Grantor/Pass-through Grantor/ Program or Cluster Title	Federal CFDA Number	Pass-through Identifying Number	Federal Expenditures	
U. S. Department of Housing and Urban Development				
Housing Counseling Assistance Program	14.169	N/A	\$	33,786
Pass Through from Prince George's County and Redevelopment				
Authority of Prince George's County, Maryland/Community Development Block Grant				
Community Development Block Grant Entitlement Grants	14.218			26,901
Community Development Block Grant Entitlement Grants	14.218	ARC No. 922-1858-2017		49,764
Community Development Block Grant Entitlement Grants	14.218	ARC No. 124-1959-2018		200,000 276,665
Pass Through from Department of Housing and Community Development of Prince George's County				
HOME Investment Partnership Program	14.239	816-1845-2017		101,910
HOME Investment Partnership Program	14.239	HOME PY26		51,261 153,171
Pass Through from Department of Housing and Community Development of Prince George's County Department of Social Services				,
Continuum of Care Program	14.267	418-009-2018		92,286
Service linked Housing	14.267			17,500
Pass Through from Enterprise Community Partners, Inc.				109,786
Section 4 Capacity Building for Community Development and				
Affordable Housing Total U.S. Department of Housing and Urban Development	14.252	16SG0499		45,000
TOTAL EXPENDITURES OF FEDERAL AWARDS			\$	618,408

HOUSING INITIATIVE PARTNERSHIP, INC. NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS JUNE 30, 2018 AND 2017

NOTE A – BASIS OF PRESENTATION

The accompanying Schedule of Expenditures of Federal Awards (the "Schedule") includes the federal grant activity of HIP under programs of the federal government for the year ended June 30, 2018. The information in the Schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirement for Federal Awards* ("Uniform Guidance"). Therefore some amounts presented in this schedule may differ from amounts presented in, or used in, the preparation of the financial statements.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported in the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein, certain types of expenses are not allowable or are limited as to reimbursement. HIP elected not to use the 10 percent de minimus indirect cost rate. Pass through amounts, programs, agencies, and entity identifying numbers are presented where available.

HOUSING INITIATIVE PARTNERSHIP, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS JUNE 30, 2018 AND 2017

SECTION I - SUMMARY OF AUDITOR'S RESULTS

Financial Statements

Type of auditor's report issued Unmodified

Internal control over financial reporting:

Material weakness identified?

Significant deficiencies None Reported

Noncompliance material to financial statements noted? No

Federal Awards

Type of auditor's report issued on compliance for

major programs: Unmodified

Internal control over major programs:

Material weakness identified?

Significant deficiencies identified that are not

considered to be material weakness?

None Reported

Any audit findings disclosed that are required to be

reported in accordance with 2 CFR Section 200.516(a)? None Reported

Major program

Name of Federal Program or Cluster: Community Development Block

Grant

CFDA Number 14.218

Dollar threshold used to distinguish between

type A and type B programs: \$750,000

Auditee qualified as low-risk auditee?

HOUSING INITIATIVE PARTNERSHIP, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS JUNE 30, 2018 AND 2017

(continued)

SECTION II - FINDING RELATED TO FINANCIAL STATEMENTS

None

SECTION III – FINDINGS AND QUESTIONED COSTS RELATED TO FEDERAL AWARDS

None

SECTION IV – SCHEDULE OF PRIOR YEAR FINDINGS

None