



**FINANCIAL REPORT**

**September 30, 2021**



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## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
Montana HomeOwnership Network, Inc.  
dba NeighborWorks Montana  
Great Falls, Montana

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

We have audited the accompanying financial statements of Montana HomeOwnership Network, Inc., dba NeighborWorks Montana (a nonprofit organization), which comprise the statement of financial position as of September 30, 2021, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

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

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with 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 of material misstatement.

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

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

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Montana HomeOwnership Network, Inc., dba NeighborWorks Montana as of September 30, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## **Report on Summarized Comparative Information**

We have previously audited Montana HomeOwnership Network, Inc., dba NeighborWorks Montana's September 30, 2020 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated February 2, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

## **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 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 financial statements as a whole.

## **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated January 4, 2022, on our consideration of Montana HomeOwnership Network, Inc., dba NeighborWorks Montana'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 solely 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 the effectiveness of the Montana HomeOwnership Network, Inc., dba NeighborWorks Montana's 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 Montana HomeOwnership Network, Inc., dba NeighborWorks Montana's internal control over financial reporting and compliance.

  
Great Falls, Montana  
January 4, 2022

FINANCIAL STATEMENTS

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 STATEMENT OF FINANCIAL POSITION  
 September 30, 2021  
 (With Comparative Totals for September 30, 2020)

	<u>2021</u>	<u>2020</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 4,880,542	\$ 4,506,790
Miscellaneous receivables	284,541	54,418
Grant receivables	296,954	323,916
Due from NeighborWorks Great Falls	7,149	14,969
Current portion of notes receivable	2,351,706	838,076
Current portion of loans receivable	508,543	535,908
Real estate property held for sale	114,178	114,713
Prepaid expenses	<u>15,584</u>	<u>15,319</u>
Total current assets	<u>8,459,197</u>	<u>6,404,109</u>
<b>PROPERTY AND EQUIPMENT</b>		
Building	163,853	163,853
Furniture and office equipment	104,193	96,796
Less: accumulated depreciation	<u>(134,501)</u>	<u>(115,636)</u>
Total property and equipment, net	<u>133,545</u>	<u>145,013</u>
<b>OTHER ASSETS</b>		
Cash - endowment	2,896	2,879
Cash - loan loss reserve	141,906	141,892
Cash - NSP CLT	958	123,354
Cash - LIFT	95,100	58,700
Investments	429,716	179,839
Notes receivable, net of allowance and current portion	9,795,706	9,515,828
Loans receivable, net of allowance, current portion, and NHSA buyback discount	<u>12,330,672</u>	<u>14,179,534</u>
Total other assets	<u>22,796,954</u>	<u>24,202,026</u>
Total assets	<u>\$ 31,389,696</u>	<u>\$ 30,751,148</u>

The Notes to Financial Statements are an integral part of these statements.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 STATEMENT OF FINANCIAL POSITION (CONTINUED)  
 September 30, 2021  
 (With Comparative Totals for September 30, 2020)

	<u>2021</u>	<u>2020</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 216,423	\$ 294,188
Deferred revenue	442,917	479,400
Current portion of long-term debt	<u>915,000</u>	<u>1,190,000</u>
Total current liabilities	<u>1,574,340</u>	<u>1,963,588</u>
MORTGAGE ESCROW AND TRUST ACCOUNTS	<u>4,584,430</u>	<u>5,046,616</u>
LONG-TERM DEBT		
Notes payable, net of current portion	<u>8,897,855</u>	<u>8,154,105</u>
Total long-term debt	<u>8,897,855</u>	<u>8,154,105</u>
Total liabilities	<u>15,056,625</u>	<u>15,164,309</u>
NET ASSETS		
Without donor restrictions		
Undesignated	9,781,235	9,236,109
With donor restrictions		
Purpose and time restrictions	<u>6,551,836</u>	<u>6,350,730</u>
Total net assets	<u>16,333,071</u>	<u>15,586,839</u>
Total liabilities and net assets	<u>\$ 31,389,696</u>	<u>\$ 30,751,148</u>

The Notes to Financial Statements are an integral part of these statements.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 STATEMENT OF ACTIVITIES  
 Year Ended September 30, 2021  
 (With Comparative Totals for the Year Ended September 30, 2020)

	Without Donor Restrictions	With Donor Restrictions	2021	2020
<b>REVENUE AND OTHER SUPPORT</b>				
Grants	\$ 2,071,204	\$ -	\$ 2,071,204	\$ 2,076,457
Contributions	161,937	-	161,937	14,574
Interest - loans	623,618	-	623,618	584,550
Interest - deposits	6,956	-	6,956	21,397
Loan fees	64,967	-	64,967	98,440
Conference income	79,950	-	79,950	30,600
Contract income	565,906	319,623	885,529	469,127
Other income	106,166	-	106,166	224,103
Net assets released from restrictions:				
Satisfaction of program restrictions	118,517	(118,517)	-	-
Total revenue and other support	<u>3,799,221</u>	<u>201,106</u>	<u>4,000,327</u>	<u>3,519,248</u>
<b>EXPENSES</b>				
Program services	2,674,416	-	2,674,416	2,426,911
Supporting services	579,679	-	579,679	573,086
Total expenses	<u>3,254,095</u>	<u>-</u>	<u>3,254,095</u>	<u>2,999,997</u>
Change in net assets	545,126	201,106	746,232	519,251
Net assets, beginning of year	<u>9,236,109</u>	<u>6,350,730</u>	<u>15,586,839</u>	<u>15,067,588</u>
Net assets, end of year	<u>\$ 9,781,235</u>	<u>\$ 6,551,836</u>	<u>\$ 16,333,071</u>	<u>\$ 15,586,839</u>

The Notes to Financial Statements are an integral part of these statements.



**MONTANA HOMEOWNERSHIP NETWORK, INC.**  
**dba NEIGHBORWORKS MONTANA**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**Year Ended September 30, 2021**  
**(With Comparative Totals for the Year Ended September 30, 2020)**

	Supporting Services				2021 Total	2020 Total
	Program Services	Management and General	Resource Development	Total Supporting Services		
Salaries, Benefits and Taxes	\$ 665,367	\$ 352,693	\$ 92,600	\$ 445,293	\$ 1,110,660	\$ 1,164,660
Audit	11,500	2,000	-	2,000	13,500	13,000
Bad Debt Expense	84,814	-	-	-	84,814	295,692
Insurance	6,778	6,163	628	6,791	13,569	13,273
Cyber Insurance	975	182	-	182	1,157	3,549
Computer Support	23,963	4,690	2,829	7,519	31,482	32,348
Depreciation	10,088	2,824	5,953	8,777	18,865	17,162
Marketing	7,533	-	7,330	7,330	14,863	8,688
Meeting Expense	998	114	109	223	1,221	4,691
Miscellaneous	4,577	5,011	574	5,585	10,162	10,244
HQS/Environmental/Home	920	-	-	-	920	2,190
Interest Expense	231,099	-	-	-	231,099	222,053
Loan Processing Expense	8,990	-	-	-	8,990	18,801
Property Costs	-	-	-	-	-	439
Repairs and Maintenance	5,152	20,082	970	21,052	26,204	21,243
Real Estate Taxes	341	205	136	341	682	1,405
Office Rent	10,691	13,783	5,647	19,430	30,121	29,597
Office Supplies	6,218	3,617	774	4,391	10,609	12,282
Outside Services	18,725	7,411	844	8,255	26,980	18,826
Legal Professional Services	6,078	819	-	819	6,897	2,685
Partner Conference Expenses	30,051	-	-	-	30,051	6,960
Postage	3,715	705	218	923	4,638	4,112
Subscriptions/Dues	29,434	8,668	4,656	13,324	42,758	45,032
Telephone	6,844	4,438	1,506	5,944	12,788	14,476
Training	5,402	4,290	1,760	6,050	11,452	14,149
Training-Partners	6,532	-	-	-	6,532	23,488
Travel	8,657	644	14	658	9,315	33,275
Parking	1,500	825	525	1,350	2,850	3,025
Utilities	952	669	273	942	1,894	1,804
Credit Reports	240	-	-	-	240	240
Loss on Real Estate Sold	-	-	-	-	-	65,748
Grant Expense	560,282	-	12,500	12,500	572,782	207,463
Distribution to Partners	916,000	-	-	-	916,000	687,397
	<u>\$ 2,674,416</u>	<u>\$ 439,833</u>	<u>\$ 139,846</u>	<u>\$ 579,679</u>	<u>\$ 3,254,095</u>	<u>\$ 2,999,997</u>

The Notes to Financial Statements are an integral part of these statements.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 STATEMENT OF CASH FLOWS  
 Year Ended September 30, 2021  
 (With Comparative Totals for the Year Ended September 30, 2020)

	<u>2021</u>	<u>2020</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 746,232	\$ 519,251
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Bad debt expense	84,814	295,692
Depreciation	18,865	17,162
Amortization of NHTSA buyback discount	(2,824)	(2,060)
Loss on disposition of real estate property held for sale	-	65,748
Distribution from RB SB Lending, LLC	5,460	5,247
Changes in operating assets and liabilities:		
Receivables	(195,341)	(231,403)
Prepaid expenses	(265)	(2,031)
Accounts payable and accrued liabilities	(77,765)	147,103
Deferred revenue	332,017	106,851
Mortgage escrow and trust accounts	<u>(462,186)</u>	<u>1,753,246</u>
Net cash flows from operating activities	<u>449,007</u>	<u>2,674,806</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from real estate held for sale	121,384	517,209
Purchase of real estate held for sale	(120,849)	(265,256)
Cash paid for property and equipment	(7,397)	(7,249)
Purchase of investments	(255,337)	(5,336)
Payments received on loans and notes receivable	3,701,362	3,521,923
Additional funds issued on loans and notes receivable	<u>(4,069,133)</u>	<u>(5,376,474)</u>
Net cash flows from investing activities	<u>(629,970)</u>	<u>(1,615,183)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from new debt	500,000	565,334
Payments on debt	<u>(31,250)</u>	<u>(520,284)</u>
Net cash flows from financing activities	<u>468,750</u>	<u>45,050</u>
Net change in cash and cash equivalents	287,787	1,104,673
Cash and cash equivalents, beginning of year	<u>4,833,615</u>	<u>3,728,942</u>
Cash and cash equivalents, end of year	<u>\$ 5,121,402</u>	<u>\$ 4,833,615</u>

The Notes to Financial Statements are an integral part of these statements.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 STATEMENT OF CASH FLOWS (CONTINUED)  
 Year Ended September 30, 2021  
 (With Comparative Totals for the Year Ended September 30, 2020)

	<u>2021</u>	<u>2020</u>
<b>SCHEDULE OF INTEREST PAID</b>		
Interest paid	<u>\$ 231,099</u>	<u>\$ 222,053</u>
<b>SCHEDULE OF CASH AND CASH EQUIVALENTS</b>		
Cash - operating	\$ 4,880,542	\$ 4,506,790
Cash - endowment	2,896	2,879
Cash - loan loss reserve	141,906	141,892
Cash - NSP CLT	958	123,354
Cash - LIFT	<u>95,100</u>	<u>58,700</u>
	<u>\$ 5,121,402</u>	<u>\$ 4,833,615</u>

**NONCASH INVESTING AND FINANCING ACTIVITIES**

During the year ended September 30, 2021, there was \$368,500 of LIFT loans receivable forgiven in accordance with the terms and conditions of the program.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2021

**NOTE 1. ORGANIZATION**

Montana HomeOwnership Network, Inc. dba NeighborWorks Montana (NWMT) is a nonprofit corporation dedicated to increasing home ownership and preserving affordable housing for low-income families throughout Montana. Revenue is mainly from earned income and government grants, supplemented by donations. NWMT partners with other nonprofit agencies through service agreements, contracts and loans to provide services, encourage development, and finance construction. These agencies are commonly referred to as “partners”, but the use of the term in no way suggests a formal, legal partnership exists between NWMT and the individual agencies.

The services provided by NWMT are segregated in the following program categories:

*Homebuyer Education and Housing Counseling* – includes the operation of a statewide partner network of local agencies which provide individual homeownership planning services to homebuyers so they are knowledgeable of all aspects of the home buying process to create successful homeownership for the long-term. Foreclosure mitigation services provide counseling, loan servicer negotiations and foreclosure prevention loans to homeowners of all incomes. These services are contracted by NWMT with local agencies.

*Lending and Loan Servicing* – provides down payment loans to low and moderate income families to allow them to become homeowners. Deferred mortgages bridge the gap between the home price and an affordable mortgage for the family, while amortizing mortgages allow families to reduce their down payment and avoid mortgage insurance premiums. For current homeowners, NWMT offers foreclosure mitigation loans to allow them to retain homeownership.

*Real Estate Development and Acquisition Program (REDA)* – provides loans on projects for pre-development, land, or building acquisition, bridge funds for equity and other structures crafted to serve the needs of development partners. As a Community Development Financial Institution (CDFI), NWMT can leverage grant funds with loans from numerous sources and offers financing to help housing developers complete their financing packages.

*Housing and Real Estate* – encompasses new home development using factory-built homes, replacement home development using manufactured homes, and conversion of manufactured housing communities into resident-owned cooperatives. Manufactured housing is Montana’s largest unsubsidized form of affordable housing. This line of business works to preserve and enhance the assets of manufactured housing homeowners.

*Partner Support* – provides funding to the statewide network of local agencies that offer homebuyer education, housing counseling, matched savings accounts, and housing land trust development. Expenses in this program function are pass-through funds to third parties for services provided to homebuyers and homeowners throughout the state.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

The financial statements are presented in accordance with accounting principles generally accepted in the United States of America (GAAP), as codified by the Financial Accounting Standards Board (FASB). Under GAAP, NWMT is required to report information regarding its financial position and activities according to two classes of net assets:

- *Net assets without donor restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. Designated amounts represent those net assets that the board has set aside for a particular purpose and shall be segregated in the accounting records as “board-designated” funds. There were no board designated funds at September 30, 2021.
- *Net assets with donor restrictions* – Net assets that are subject to donor or certain grantor imposed stipulations. Some donor or grant restrictions are temporary in nature such as those that will be met by passage of time or other events specified by the donor or grantor. Other donor imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled or both.

Revenues are reported as increases in net assets without donor restrictions, unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on assets or liabilities are reported as increases or decreases in net assets without donor restrictions, unless their use is restricted by explicit donor stipulation or by law. Expirations of restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restriction.

**Net Assets With Donor Restrictions**

*Purpose or Time Restrictions*

NWMT has received grants from the state and federal governments that are to be used for neighborhood revitalization to increase home ownership, increase the availability of affordable rentals among low-income individuals and to preserve affordable homes. These grants are reflected as net assets with donor imposed restrictions due to restrictions as to their purpose and/or usage over time.

**Comparative Data**

The amounts shown for the year ended September 30, 2020 in the accompanying financial statements are included to provide a basis for comparison with 2021 and present summarized totals only. Accordingly, the 2020 totals are not intended to present all information necessary for a fair presentation in conformity with GAAP. Such information should be read in conjunction with NWMT’s financial statements for the year ended September 30, 2020, from which the summarized information was derived.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Income Tax Status**

NWMT is a nonprofit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, NWMT considers all short term investments with a maturity of three months or less, and all certificates of deposit, to be cash equivalents.

**Concentration of Credit Risk for Cash Deposits**

NWMT maintains deposits in various financial institutions located in Montana. The deposits are insured by federal agencies for up to \$250,000 per bank. At September 30, 2021, the amount on deposit exceeding the federally insured limit was \$4,852,524. NWMT maintains a repurchase account where large cash balances would be on deposit for more than 30 days.

**Property and Equipment**

Property and equipment are recorded at cost for purchased assets and fair market value as of the date of donation for donated assets. Those assets over \$2,500 are capitalized. In the absence of donor stipulations regarding how long the contributed assets must be used, contributions of property and equipment are recorded as net assets without donor restrictions.

Depreciation is provided over the estimated useful lives of the assets using straight-line depreciation. Total depreciation expense for the year ended September 30, 2021 is \$18,865. Estimated useful lives are as follows:

Building	27.5 years
Furniture and office equipment	3 – 7 years

**Revenue Recognition**

All fee and contract revenue related to performance obligations satisfied at a point in time and are recognized when services are provided. Performance obligations are determined based on the nature of the services provided by NWMT. Transaction prices are based on agreed upon charges for services provided or approved transaction prices set by other agencies. Loan service fee revenue and loan origination fees are recorded as earned. See Notes 4 and 5 for revenue recognition of interest income on notes and loans receivable.

**Functional Allocation of Expenses**

The financial statements report certain expense categories that are attributable to more than one program service or support function. Therefore, expenses require an allocation on a reasonable basis that is consistently applied. Such allocations are determined by management an equitable basis. The expenses that are allocated include salaries and benefits and are allocated based on estimates of time and effort and occupancy costs which are allocated on a square-footage percentage basis.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Estimates**

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**COVID-19**

NWMT's operations may be affected by the continued ongoing outbreak of the coronavirus disease (COVID-19) which was declared a pandemic by the World Health Organization in March 2020. The ultimate disruption which may be caused by the outbreak is uncertain; however, it may result in a material impact on NWMT's financial position, operations, and cash flows. Possible effects may include, but are not limited to, disruption to the NWMT's support and revenue, absenteeism in the NWMT's labor workforce, unavailability of products and supplies used in operations, and a decline in value of assets held by NWMT.

**Subsequent Events**

NWMT has evaluated subsequent events through January 4, 2022, which is the date the financial statements were available to be issued.

**NOTE 3. LIQUIDITY AND AVAILABILITY**

Financial assets expected to be available to support NWMT in the year ending September 30, 2022 consist of the following:

Cash and cash equivalents	\$ 5,121,402
Receivables	581,495
Due from NeighborWorks Great Falls	7,149
Notes receivable	12,147,412
Loans receivable	<u>12,839,215</u>
Total financial assets	<u>30,696,673</u>
Long-term notes receivable	(9,795,706)
Long-term loans receivable	(12,330,672)
Restricted cash	<u>(240,860)</u>
Financial assets available within 1 year	<u><u>\$ 8,329,435</u></u>

Financial assets include cash and cash equivalents, certificates of deposit and accounts and grants receivable as reported on the statement of financial position. As of September 30, 2021, NWMT has working capital of \$6,979,957 and 121 days cash on hand. Days cash on hand does not include cash designated by management for projects or deferred revenue items.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 3. LIQUIDITY AND AVAILABILITY (CONTINUED)**

As part of NWMT's liquidity management plan, NWMT's annual operating budget anticipates receiving funds throughout the year from the following sources, typically allowing them to operate with a positive cash flow position:

- Grants
- Interest income from loans and notes receivable.

In addition, NWMT has a \$1 million line of credit, as discussed in more detail in Note 11. As of September 30, 2021, \$1 million remained available on NWMT's line of credit.

**NOTE 4. NOTES RECEIVABLE**

NWMT makes loans to nonprofit multi-family housing developers to encourage the development and preservation of affordable rentals. Loan policies are approved by the Real Estate Development and Acquisition Committee of NWMT's Board of Directors. Notes receivable are carried at the unpaid principal balance. Interest on notes receivable is accrued using the simple interest method, based on the unpaid principal balance. Interest income is recognized over the contractual life of the note receivable. Notes are placed on nonaccrual status when management believes the notes are impaired or collection of interest is doubtful. Notes receivable are considered impaired if full principal or interest payments are not anticipated to be received in accordance with the terms of the note. It is NWMT's practice to charge off any note, or portion of a note, when management feels it will be uncollectible due to the borrower's failure to meet repayment terms, the borrower's deteriorating or deteriorated financial condition, or for other reasons.

**Credit Risk Policies**

In 2020, NWMT began utilizing a new process for calculating loan loss reserves on impaired notes receivable. All notes are evaluated for impairment on an individual basis. As of September 30, 2021, there were three impaired notes receivable with a total unpaid principal balance of \$552,142 in nonaccrual status and a loan loss reserve of \$224,553. NWMT's recorded investment and average recorded investment in the impaired notes receivable was \$552,142 as of September 30, 2021.

Notes receivable at September 30, 2021 consist of the following:

A note receivable from Homeward, Inc. to incorporate environmentally friendly aspects into the Equinox II condominium complex in Missoula, Montana. There is a zero interest rate and no due date on this note. Due at time of sale if property is sold.	\$ 45,000
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MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 4. NOTES RECEIVABLE (CONTINUED)**

<p>A note receivable from Confluence-Homeword, Inc. for predevelopment expenses of a low-income project in Missoula, Montana. There is a zero interest note with no due date. Due at time of sale if property is sold.</p>	115,000
<p>A note receivable from Trailer Terrace for infrastructure development financing for the Trailer Terrace park residence in Great Falls, Montana. The note receivable is amortizing with monthly installments through February 28, 2028, including interest at a rate of 5.0%. The note is secured by a lien on the property.</p>	273,540
<p>A note receivable from Missouri Meadows Community for acquisition financing for their manufactured home park residence in Great Falls, Montana. The note receivable is deferred until January 15, 2022 and will then amortize at zero interest through December 15, 2037. The note is secured by a trust indenture agreement.</p>	256,343
<p>A note receivable from Missouri Meadows Community for acquisition financing for their manufactured home park residence in Great Falls, Montana. The note receivable is amortizing and due on January 15, 2045. Interest is due monthly at a rate of 3.0%. The note is secured by a trust indenture agreement.</p>	113,204
<p>A note receivable from Laurel Depot, LLLP for predevelopment financing of a land acquisition and construction of an affordable rental housing project in Laurel, Montana. The note receivable is nonamortizing and due on January 31, 2022. Interest is due quarterly at a rate of 6.5%. The note is secured by a personal guaranty from the developer.</p>	611,529
<p>A note receivable from Mountain Springs Villa for construction financing for their manufactured home park residence in Red Lodge, Montana. This is a zero interest note. No payments will be made until December 1, 2021 after which monthly payments of \$750 will be made until November 1, 2031. The note is secured by a trust indenture agreement.</p>	105,000
<p>A note receivable from Spruce Grove, LLLP for predevelopment financing of an affordable rental housing project to be rehabilitated in Laurel and Joliet, Montana. The note receivable is nonamortizing and due on November 30, 2021. Interest is due quarterly at a rate of 6.5%. The note is secured by a personal guaranty from the developer.</p>	375,254

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 4. NOTES RECEIVABLE (CONTINUED)**

<p>A note receivable from Jackson Court, LLLP for predevelopment financing of a land acquisition and construction of an affordable rental housing project in Billings, Montana. The note receivable is nonamortizing and due on January 31, 2022. Interest is due quarterly at a rate of 6.5%. The note is secured by a personal guaranty from the developer.</p>	680,331
<p>A note receivable from Buena Vista in Missoula, MT for infrastructure improvements. The note matures on November 27, 2023 and interest accrues at a rate of 6.0%. The note is secured by a lien on the property.</p>	63,793
<p>A note receivable from Human Resource Development Council of District IX for land acquisition in Gardiner, Montana. The note receivable is nonamortizing and due on February 28, 2023. Interest is due quarterly at a rate of 6.5%. The note is secured by a lien on the property.</p>	220,000
<p>A note receivable from Northwood Community in Ronan, MT. The note matures on November 5, 2024. The note is amortized monthly with interest at a rate of 4.0%. The note is secured by a lien on the property.</p>	182,595
<p>A note receivable from Morning Star Community in Kalispell, Montana for acquisition of the property. The note is due on June 6, 2027. The note is amortized monthly with interest at a rate of 5.5%. The note is secured by trust indenture on the property.</p>	143,553
<p>A note receivable from the YWCA in Helena, Montana for renovation of a housing shelter. The note matures on October 20, 2036, and interest accrues at a rate of 4.5%. The note is secured by a lien on the YMCA's main building.</p>	65,079
<p>A note receivable from Creekside Apartments in Missoula, Montana for acquisition funding. The note matures on August 31, 2027, and interest accrues at a rate of 2.5%. The note is secured by a second lien behind the first mortgage.</p>	3,687,500
<p>A note receivable from Echo Enterprises, LLC for the acquisition and rehabilitation of an affordable rental housing projected in Havre, Montana. The note is nonamortizing and due on April 30, 2022. Interest is due quarterly at a rate of 6.5%. The note is secured by a personal guaranty from the developer.</p>	216,540

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 4. NOTES RECEIVABLE (CONTINUED)**

<p>A note receivable from Country Court Community, Inc. for acquisition financing for their manufactured home park residence in Kalispell, Montana. The note matures on June 29, 2028. The note is amortized monthly with interest at 5.0%. The note is secured by a lien on the property.</p>	39,927
<p>A note receivable from Country Court Community, Inc. for acquisition financing for their manufactured home park residence in Kalispell, Montana. The note matures on June 29, 2028. The note is amortized monthly with interest at 1.0%. The note is secured by a lien on the property.</p>	171,704
<p>A note receivable from Country Court Community, Inc. for acquisition financing for their manufactured home park residence in Kalispell, Montana. The note matures on July 1, 2028. The note is amortized yearly with interest at 2.5%. The note is secured by a lien on the property.</p>	18,699
<p>A note receivable from Libby Creek Community, Inc. for acquisition financing. The note matures on September 30, 2028. The note is amortized monthly with interest at 5.25%. The note is secured by a lien on the property.</p>	160,236
<p>A note receivable from Libby Creek Community, Inc. for acquisition financing. The note matures on September 30, 2028. The note is amortized monthly with interest at 1.0%. The note is secured by a lien on the property.</p>	63,437
<p>A note receivable from Collin Bangs for acquisition financing. The note matures on July 31, 2031, and interest accrues at a rate of 2.0%. The note is secured by a lien on the property.</p>	150,000
<p>A note receivable from Fraser Tower, LLC for acquisition financing. The note matures on December 31, 2028, and interest accrues at a rate of 2.75%. The note is secured by a lien on the property.</p>	1,241,710
<p>A note receivable from Habitat for Humanity of Gallatin Valley, Inc. for acquisition financing for a 10 home, homeownership-oriented development using the Habitat for Humanity model in Ennis, MT. The note matures on January 31, 2024, and interest accrues at a rate of 5.25%. The note is secured by a lien on the property.</p>	225,000
<p>A note receivable from C &amp; C Community, Inc. for acquisition financing. This is a zero interest note. No payments will be made until several vacant lots are filled and the borrower's income has stabilized after which monthly payments will be made calculated on a 35 year amortization schedule until March 31, 2029. The note is secured by a lien on the property.</p>	150,000

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 4. NOTES RECEIVABLE (CONTINUED)**

A note receivable from C & C Community, Inc. for acquisition financing. The note matures on March 31, 2029. The note is amortized monthly with interest at 5.25%. The note is secured by a lien on the property.	289,385
A note receivable from Homeword, Inc. for acquisition financing for the Lenox Flats Apartments. The note matures on April 16, 2029, and interest accrues at a rate of 3.25%. The note is secured by a lien on the property.	920,000
A note receivable from View Vista Apartments, Inc. and View Vista Community, Inc. for acquisition financing of the View Vista Community in Livingston, Montana. The note matures on February 28, 2030, and interest accrues at a rate of 5.50%. The note is secured by a lien on the property.	391,329
A note receivable from View Vista Apartments, Inc. and View Vista Community, Inc. for acquisition financing of the View Vista Community in Livingston, Montana. The note matures on February 28, 2030, and interest accrues at a rate of 4%. The note is secured by a lien on the property.	485,894
A note receivable from NWGF Golden Valley Homes, LLC for acquisition financing of the real property known as Golden Valley Homes in Belt, Montana. The note matures on May 1, 2050. The note is amortized monthly with interest at 3.36%. The note is secured by a lien on the property.	73,024
A note receivable from NWGF Quiet Day Manor, LLC for acquisition financing of the real property known as Quiet Day Manor in Cascade, Montana. The note matures on May 1, 2050. The note is amortized monthly with interest at 3.4%. The note is secured by a lien on the property.	73,037
A note receivable from Human Resource Development Council of District IX, Inc. for acquisition financing of the real property known as Livingston Land Trust Cottages in Livingston, Montana. The note matures on October 1, 2050. The note is amortized monthly with interest at 4%. The note is secured by a lien on the property.	196,777
A note receivable from Pleasant Park Community, Inc. for acquisition financing of the real property known as Pleasant Park Community in Great Falls, Montana. The note matures on September 30, 2030. The note is amortized monthly with interest at 5.35%. The note is secured by a lien on the property.	249,457

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 4. NOTES RECEIVABLE (CONTINUED)**

A note receivable from Clear Creek Court Community, Inc. for acquisition financing of the real property in Havre, Montana. The note matures on December 31, 2029. The note is amortized monthly with interest at 5%. The note is secured by a trust indenture agreement.	358,000
A note receivable from YWCA Billings for predevelopment financing of emergency shelter housing in Billings, Montana. The note receivable is nonamortizing and due July 31, 2023. Interest is due quarterly at a rate of 6.0%. The note is secured by a personal guaranty from the developer.	162,551
A note receivable from GMD Development, LLC for predevelopment financing of an affordable rental housing project in Kalispell, Montana. The note receivable is nonamortizing and due September 30, 2022. Interest is due quarterly at a rate of 6.5%. The note is secured by a personal guaranty from the developer.	<u>354,582</u>
Total	12,929,010
Less current portion	<u>(2,351,706)</u>
Notes receivable, net of current portion	10,577,304
Less allowance for loan loss reserve	<u>(781,598)</u>
Total notes receivable, net of allowance and current portion	<u>\$ 9,795,706</u>

Maturities of notes receivable are as follows:

2022	\$	2,351,706
2023		452,733
2024		295,183
2025		70,183
2026		70,183
Thereafter		<u>9,689,022</u>
		<u>\$ 12,929,010</u>

NWMT has a reserve for loss on notes receivable in the amount of \$781,598.

NWMT has set aside a certificate of deposit for \$62,244 in connection with the Missouri Meadows loan. A six month reserve was required by Resident Owned Community (ROC) in their acquisition loan for the park in case of flooding. NWMT provided the guarantee. This was a 15 year loan commencing October 3, 2011.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 5. LOANS RECEIVABLE**

NWMT grants credit to low to moderate income home owners, all of whom are in Montana. The Board of Directors approves all loan policies and procedures. The Board is also responsible for the review and approval of eligible loan applications and the interest rate and repayment terms of loans that fall outside of the designated parameters.

Loans receivable of \$12,839,215, for which NWMT has the intent and the ability to hold for the foreseeable future or until either maturity or earlier prepayment, are stated at face value, and are net of the allowance for uncollectible loans of \$173,629 and a purchase discount of \$3,054. Management's views regarding the foreseeable future and, consequently, the intent with respect to holding these loans receivables may change due to changes in business strategies, the economic environments of the markets in which NWMT operates, general market conditions, and the availability of various government programs in which NWMT participates. Loans receivable are tested annually for impairment. Loans receivable are considered impaired if the face value plus accrued interest is less than the book value of the property collateralizing the mortgage. No loans receivable were considered to be impaired at September 30, 2021.

Interest on the loans receivable is accrued based on the outstanding principal balance. Interest income is recognized over the contractual life of the loan receivable using the simple interest method, which results in a constant effective yield over the contractual life of the loan. Amortizing loans are interest-bearing at rates ranging between 0.0% and 6.36% per annum. Federal HOME funds are used for deferred mortgages for low to moderate income homebuyers below 80% of median income. The deferred mortgages are made at zero interest and require the borrower to repay the loan when the home is sold. Loans receivable are placed on nonaccrual status when management believes the loans are impaired. There were no loans receivable not accruing interest because of impairment at September 30, 2021.

The following table presents informative data of loans receivable regarding their age at September 30, 2021:

	Past due				Total Past Due	Total Loans Receivable
	Current	30-59 days	60-89 days	Over 90 days		
Loans receivable	\$ 12,976,868	\$ 33,179	\$ 2,913	\$ 2,938	\$ 39,030	\$ 13,015,898

**Credit Risk Policies**

Loans receivable are considered past due and delinquent when payments are 30 days late. There were no loans receivable that were past due 90 days or over and still accruing interest as of September 30, 2021. A loan that is 120 days past due is written off as uncollectible.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 5. LOANS RECEIVABLE (CONTINUED)**

**Credit Risk Policies (Continued)**

If repayment of a past due loan is expected to be obtained solely from the proceeds of selling the property that is collateral for the loan, the loan is designated as being collateral-dependent. When a collateral-dependent loan is over 120 days past due, a fair value assessment of the property that is pledged as collateral for the loan is initiated. NWMT considers the sufficiency of a loan's collateral by comparing the estimated fair value of the collateral less an estimate to cover potential expenses of foreclosure to the recorded investment in the loan, adjusted for any superior liens to which the collateral is subject.

If the estimated fair value of the collateral, net of estimated foreclosure-related expenses equals or exceeds the adjusted recorded investment in the loan, the loan is judged to be sufficiently collateralized.

NWMT recognizes the allowance for uncollectible loans in an amount believed to be sufficient to absorb losses inherent in the loan portfolio, including those losses not yet specifically identifiable. Neighborhood Reinvestment Corporation will allow NWMT to use net assets with donor restrictions to supplement its loan loss reserves. Loans receivable are evaluated for impairment on a collective basis. An allowance for uncollectible loans has been established based on review of loans that are in default. The allowance is established at the three year average plus one percent of each year-end pool balance.

Loan reserve balance, October 1, 2020	\$ 196,116
Loans written off	(26,912)
Reserve replenished	<u>4,425</u>
Loan reserve balance, September 30, 2021	<u>\$ 173,629</u>

**NHSA Loan Buy Back**

In 2010, Neighborhood Housing Services of America (NHSA) sold loans back to NWMT that they had previously purchased from NWMT. The total principal of the loans as of September 30, 2021 is \$5,853 with a purchase discount of \$3,054 for a net purchase of \$2,799. The discount is amortized to interest income over the life of the loans effectively increasing the interest rate earned on the loans. The net purchase amount is included in the loans receivable balance at September 30, 2021.

**Glacier Affordable Housing**

NWMT operates a revolving loan fund of \$4,347,663 made up of grants assigned to Glacier Affordable Housing between 1995 and 2005. NWMT has no liability for these grants. Of this amount, \$3,456,520 is in loans receivable at September 30, 2021.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 5. LOANS RECEIVABLE (CONTINUED)**

Maturities of loans receivable are as follows:

<u>Year Ended</u> <u>September, 30</u>	<u>Loans</u> <u>Receivable</u>
2022	\$ 508,543
2023	497,877
2024	488,311
2025	475,383
2026	107,008
Thereafter	<u>10,938,776</u>
	<u>\$ 13,015,898</u>

Included in the "Thereafter" category are loans that are due on sale of the customers' home.

**NOTE 6. REAL ESTATE PROPERTY HELD FOR SALE**

NWMT has purchased properties with the intention of selling them to qualifying buyers in accordance with NWMT's mission. All costs associated with the property including preacquisition, acquisition, development, and construction costs are capitalized and included in the total cost of the property. The real estate property held for sale is stated at the lower of the carrying value or fair value.

The reconciliation of the changes in the real estate property is as follows:

October 1, 2020	\$ 114,713
Net expenses	120,849
Sales and ROC park infill proceeds	<u>(121,384)</u>
September 30, 2021	<u>\$ 114,178</u>

**NOTE 7. CASH – LOAN LOSS RESERVE**

NWMT currently maintains a cash reserve of \$141,906 in an account at D.A. Davidson for potential loan losses.



MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 8. CASH – NSP**

NWMT currently maintains a cash reserve of \$958 in an account at Stockman Bank for program income that is being administered for the Northwest Montana Community Land Trust, Inc. in Kalispell.

**NOTE 9. CASH – LIFT**

NWMT currently maintains a cash reserve of \$95,100 for the Wells Fargo Neighborhood LIFT Down Payment Assistance Loan Program. The reserve will be utilized to fund additional down payment assistance grants and program delivery costs.

**NOTE 10. INVESTMENTS**

In July 2012, NWMT invested \$179,500 into RB SB Lending, LLC to partner with Homeward, Inc. in Missoula to fund the development and renovation of housing units in Missoula. NWMT's investment in this entity was initially recorded at cost and is adjusted annually for its 21% share of the current year income or loss (equity method). The current balance as of September 30, 2021 is \$179,716.

Condensed financial information reported by RB SB Lending, LLC as of September 30, 2021 is as follows:

Current assets	\$ 1,028
Noncurrent assets	<u>830,634</u>
Equity	<u><u>\$ 831,662</u></u>
Net income	<u><u>\$ 25,411</u></u>
Distributions	<u><u>\$ 26,000</u></u>

In August 2021, NWMT invested \$250,000 into a participation investment in the Great Falls North Apartments, LLC to fund the development of affordable housing in Great Falls, Montana. The participation investment is an undivided 4.87% interest in the outstanding balance of principal and interest of the loan funding the project. NWMT holds a pro rata share of the interest in the collateral. The loan will mature on May 1, 2024 and accrues interest at 7.50%.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 11. DEFERRED REVENUE**

NWMT has received funds from NeighborWorks America (\$149,952), Providence Health Systems (\$20,182), City of Kalispell Neighborhood Stabilization Program (\$242,851), and Assets for Independence Individual Development Account program (\$29,932), but had not yet used all those funds for their intended purpose as of September 30, 2021. These unused funds are reported as deferred revenue until used by NWMT.

**NOTE 12. LINE OF CREDIT**

NWMT has a line-of-credit with Stockman Bank for up to \$1,000,000. The interest rate is fixed at 4.0%. There was no outstanding balance on the line-of-credit at September 30, 2021. The line-of-credit matures on June 10, 2022.

**NOTE 13. ENDOWMENT**

In December of 2010, the NeighborWorks Great Falls Board of Directors voted to permanently restrict certain memorial contributions received to create the NeighborWorks Endowment. The endowment was established to preserve funds for future operations and out of the total, \$2,896 was designated for NWMT. Funds have been passed back to NWMT and will be carried in a Certificate of Deposit until the organization decides on a course of action. NWMT also owns an insurance policy, the proceeds of which are designated to the endowment.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 14. NOTES PAYABLE**

Notes payable consists of the following at September 30, 2021:

Notes payable of varying amounts with ten financial institutions for the EQ2 loan program to promote community and economic development. Interest only payments are due quarterly at rates varying between 2% and 3%. The agreements will reach maturity at staggered intervals through 2030.	\$ 7,992,960
A note with Opportunity Finance Network for loan funds. The note matures on December 31, 2023. Interest at 3.50% is paid quarterly.	500,000
A note as a private offering for loan funds. The note matures on September 15, 2024. Interest at 2.00% is paid quarterly.	50,000
A note as a private offering for loan funds. The note matures on April 1, 2025. Interest at 2.00% is paid annually.	10,000
A note as a private offering for loan funds. The note matures on October 25, 2023. Interest at 2.00% is paid annually.	9,853
A note as a private offering for loan funds. The note matures on August 25, 2026. Interest at 2.00% is paid quarterly.	9,772
A note as a private offering for loan funds. The note matures on June 30, 2028. Interest at 3.00% is paid quarterly.	26,270
A note as a private offering for loan funds. The note matures on December 20, 2026. Interest at 2.00% is paid quarterly.	49,000
A note as a private offering for loan funds. The note matures on July 20, 2029. Interest at 3.00% is paid quarterly.	10,000
A note as a private offering for loan funds. The note matures on July 7, 2025. Interest at 2.00% is paid quarterly.	50,000
A note as a private offering for loan funds. The note matures on January 30, 2022. Interest at 2.00% is paid quarterly.	100,000
A note as a private offering for loan funds. The note matures on July 19, 2028. Interest at 3.00% is paid quarterly.	50,000

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
 September 30, 2021

**NOTE 14. NOTES PAYABLE (CONTINUED)**

A note as a private offering for loan funds. The note matures on July 23, 2028. Interest at 3.00% is paid quarterly.	50,000
A note as a private offering for loan funds. The note matures on July 25, 2022. Interest at 1.00% is paid quarterly.	15,000
A note as a private offering for loan funds. The note matures on July 31, 2028. Interest at 3.00% is paid quarterly.	50,000
A note as a private offering for loan funds. The note matures on September 25, 2028. Interest at 3.00% is paid quarterly.	50,000
A note as a private offering for loan funds. The note matures on October 22, 2028. Interest at 3.00% is paid annually.	40,000
A note with The Domestic and Foreign Missionary Society of the Protestant Episcopal Church for loan funds. The note matures on December 31, 2021. Interest at 3.75% is paid quarterly.	250,000
A note with Community Benefit Financial Company, LLC, for loan funds. The note matures on January 22, 2026. Interest at 2.00% is paid annually.	<u>500,000</u>
Total	9,812,855
Less current portion	<u>(915,000)</u>
Total long-term debt, net of current portion	<u><u>\$ 8,897,855</u></u>

The following is a summary of estimated maturities due on notes payable as of September 30, 2021:

2022	\$	915,000
2023		593,750
2024		3,021,563
2025		160,000
2026		609,772
Thereafter		<u>4,512,770</u>
		<u><u>\$ 9,812,855</u></u>

The notes payable owed by NWMT are all unsecured. Notes payable include notes referenced as private offerings. NWMT filed for an exemption under MT law to offer investments in its loan fund in 2014. The Commissioner of Securities and Insurance (Office of the State Auditor) issued a letter stating the offer and sale of these investments is exempt by virtue of 30-10-104(1) and/or (8), MCA. The Circular is updated annually. The Investment Circular is provided to potential investors and is available upon request from NWMT. Each investment is structured as a term loan with NWMT paying periodic interest from 1% to 3% depending on the term. NWMT anticipates additional investments in its loan pool through this structure.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 15. NET ASSETS WITH DONOR RESTRICTIONS**

*Net Assets with Donor Imposed Purpose and Time Restrictions*

As of September 30, 2021, net assets with donor imposed purpose and time restrictions were available for the following purposes:

Downpayment and purchase assistance for first time homebuyers	\$ 6,391,836
Improvement of properties	<u>160,000</u>
	<u>\$ 6,551,836</u>

Net assets of \$118,517 were released from donor restrictions by incurring expenses satisfying the purpose of restrictions specified by donors. These releases consist of recognizing an administrative portion of the revenue, recognizing a gain or loss on sales of real estate property, write offs of any loans funded under the original revenue, and closing of grants when they are complete.

**NOTE 16. RELATED PARTY TRANSACTIONS**

Neighborhood Housing Service, Inc. dba NeighborWorks Great Falls (NWGF) and NWMT have two common board members. NWMT has entered into a Professional Service Fee Agreement with NWGF. The agreement requires each organization to reimburse the other for administrative services, such as staff, supplies and office space. The total paid to NWGF for the year ended September 30, 2021 was \$28,483. NWMT had accounts receivable due from NWGF at September 30, 2021 of \$7,149.

NWGF Development, LLC, NWGF Golden Valley Homes, LLC and NWGF Quiet Day Manor, LLC are held by NWGF. There is one note receivable due jointly from two borrowers, GMD Development, LLC and NWGF Development, LLC, one note receivable due from NWGF Golden Valley Homes, LLC and one note receivable due from NWGF Quiet Day Manor, LLC. The terms of these notes are described in Note 4.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO FINANCIAL STATEMENTS (CONTINUED)  
September 30, 2021

**NOTE 17. LEASES**

NWMT has entered into various property and equipment leases. The following is a schedule of future minimum lease payments for long-term operating agreements:

2022	\$ 30,377
2023	600
2024	600
2025	600
2026	<u>600</u>
	<u>\$ 32,777</u>

Total lease expense for the year ended September 2021, amounted to \$33,451.

**NOTE 18. PENSION PLAN**

NWMT maintains a 401(k) plan administered by D.A. Davidson and Company covering all full-time employees. Employee contributions are matched as made. NWMT will match up to 5% on a 1 for 1 basis. Total match expense for fiscal year ended September 30, 2021 was \$40,055.

SINGLE AUDIT SECTION

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*

Board of Directors  
Montana HomeOwnership Network, Inc.  
dba NeighborWorks Montana  
Great Falls, Montana

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 Montana HomeOwnership Network, Inc. dba NeighborWorks Montana (a nonprofit organization), which comprise the statement of financial position as of September 30, 2021, 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 January 4, 2022.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's internal control. Accordingly, we do not express an opinion on the effectiveness of HomeOwnership Network, Inc. dba NeighborWorks Montana'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 internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



### **Compliance and Other Matters**

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

### **Purpose of this Report**

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

*Anderson Zurmuehlen & Co., P.C.*

Great Falls, Montana  
January 4, 2022

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR  
PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY  
THE UNIFORM GUIDANCE

Board of Directors  
Montana HomeOwnership Network, Inc.  
dba NeighborWorks Montana  
Great Falls, Montana

**Report on Compliance for Each Major Federal Program**

We have audited Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on its major federal program for the year ended September 30, 2021. Montana HomeOwnership Network, Inc. dba NeighborWorks Montana'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 federal statutes, regulations, contracts, and the terms and conditions of its federal awards applicable to its federal programs.

**Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's major federal program 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 Requirements 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 Montana HomeOwnership Network, Inc. dba NeighborWorks Montana'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 Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's compliance.

### **Opinion on Each Major Federal Program**

In our opinion, Montana HomeOwnership Network, Inc. dba NeighborWorks Montana complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended September 30, 2021.

### **Report on Internal Control Over Compliance**

Management of Montana HomeOwnership Network, Inc. dba NeighborWorks Montana is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Montana HomeOwnership Network, Inc. dba NeighborWorks Montana's internal control over compliance with the types of requirements that could have a direct and material effect on a major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing our 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 Montana HomeOwnership Network, Inc. dba NeighborWorks Montana'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* is a deficiency, or combination of deficiencies, 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.

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.

*Anderson ZurMuehlen & Co., P.C.*

Great Falls, Montana  
January 4, 2022

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
Year Ended September 30, 2021

Funding Agency	Federal AL Number	Pass Through Grantor's Number	Total Federal Award	Grant Revenues	Expenditures	Passed Through to Subrecipients
<u>Neighborhood Reinvestment Corporation Public Law 115-141 U.S. Department of Treasury, NeighborWorks America</u>						
Capital Grants	N/A	N/A	\$ 190,000	\$ 190,000	\$ 190,000	\$ -
Expendable Grants	N/A	N/A	<u>384,498</u>	<u>287,698</u>	<u>287,698</u>	<u>-</u>
Total			<u>574,498</u>	<u>477,698</u>	<u>477,698</u>	<u>-</u>
<u>U.S. Department of Housing and Urban Development</u>						
HUD Counseling Grant	14.169	HC2000011027	507,837	422,872	422,872	370,614
Community Development Block Grant Program Pass-Through From:						
City of Billings	14.218	N/A	540,000	253,904	253,904	253,904
Lake County	14.218	MT-CDBG-17HSP-01	291,934	135,960	135,960	130,936
HOME Investment Partnership Program Pass-Through From:						
Montana Department of Commerce	14.239	M12-SG300100-32	5,828,000	162,146	162,146	-
Montana Department of Commerce	14.239	MT-HOME-HBA-21-01	<u>1,400,000</u>	<u>87,477</u>	<u>77,949</u>	<u>-</u>
Total			<u>8,567,771</u>	<u>1,062,359</u>	<u>1,052,831</u>	<u>755,454</u>
<u>U.S. Department of Treasury</u>						
COVID-19 - Coronavirus Relief Fund Pass-Through From:						
Montana Department of Health and Human Services	21.019	N/A	<u>150,000</u>	<u>150,000</u>	<u>150,000</u>	<u>-</u>
Total			<u>150,000</u>	<u>150,000</u>	<u>150,000</u>	<u>-</u>
Total Federal Awards			<u>\$ 9,292,269</u>	<u>\$ 1,690,057</u>	<u>\$ 1,680,529</u>	<u>\$ 755,454</u>

See Accompanying Notes to Schedule.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
Year Ended September 30, 2021

**NOTE 1. BASIS OF PRESENTATION**

The accompanying schedule of expenditures of federal awards includes the federal grant activity of Montana HomeOwnership Network, Inc. dba NeighborWorks Montana and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of Title 2 US *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements 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 basic financial statements.

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Expenditures reported on the schedule of expenditures of federal awards 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 expenditures are not allowable or are limited as to reimbursement.

**NOTE 3. INDIRECT COST RATE**

Montana HomeOwnership Network, Inc. dba NeighborWorks Montana has elected not to use the 10% de minimis indirect cost rate from Uniform Guidance.

**NOTE 4. UNKNOWN ASSISTANCE LISTING NUMBER**

The Neighborhood Reinvestment Corporation, doing business as NeighborWorks America, is a congressionally chartered nonprofit organization that received direct federal appropriations. They have not been issued an Assistance Listing (AL) number for federal appropriations. Public Law number 115.141 was issued for the appropriations awarded for the year ended September 30, 2021.

MONTANA HOMEOWNERSHIP NETWORK, INC.  
 dba NEIGHBORWORKS MONTANA  
 SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
 Year Ended September 30, 2021

**Summary of Auditors' Results:**

Financial Statements:

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

Material weakness identified? None

Significant deficiencies identified that are not considered to be material weaknesses? None reported

Noncompliance material to financial statements? None

Federal Awards:

Internal control over major programs:

Material weakness identified? None

Significant deficiencies identified that are not considered to be material weaknesses? None reported

Type of auditor's report issued on compliance for major programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? None

The major program for the year ended September 30, 2021 was as follows:

	<u>AL #</u>
Community Development Block Grant	14.218

Dollar threshold for Type A programs: \$750,000

Auditee qualified as low-risk auditee? Yes

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)  
For the Year Ended September 30, 2021

**Findings Relating to Financial Statements**

None

**Findings Relating to Federal Awards**

None

MONTANA HOMEOWNERSHIP NETWORK, INC.  
dba NEIGHBORWORKS MONTANA  
SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS  
For the Year Ended September 30, 2021

There were no prior year findings relative to federal award programs.





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