

SINGLE AUDIT REPORT

YEAR ENDED JULY 31, 2021

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YEAR ENDED JULY 31, 2021

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Financial Report

OUELLETTE & ASSOCIATES, P.A. CERTIFIED PUBLIC ACCOUNTANTS

Mark R. Carrier, C.P.A. Michael R. Dunn, C.P.A. Jonathan A. Hussey, C.P.A., M.S.T. Steven R. Lamontagne, C.P.A. Gary W. Soucy, C.P.A. Gary A. Wigant, C.P.A. C. Joseph Wolverton, Jr., C.P.A.

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 Southern New Hampshire Services, Inc. and Affiliate

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 combined financial statements of Southern New Hampshire Services, Inc. (the Organization) and affiliate, which comprise the combined statement of financial position as of July 31, 2021, and the related combined statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the combined financial statements, and have issued our report thereon dated March 3, 2022.

Internal Control over Financial Reporting

In planning and performing our audit of the combined financial statements, we considered the Organizations' 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 combined financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organizations' internal control. Accordingly, we do not express an opinion on the effectiveness of the Organizations' 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 Organizations' combined 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 such that there is a reasonable possibility that a material misstatement of the Organizations' combined 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 Southern New Hampshire Services, Inc. and affiliate's combined financial statements are free from material misstatement, we performed tests of their 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 Organizations' internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organizations' internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Ouellette & Associates, P.A. Certified Public Accountants

March 3, 2022 Lewiston, Maine



Mark R. Carrier, C.P.A. Michael R. Dunn, C.P.A. Jonathan A. Hussey, C.P.A., M.S.T. Steven R. Lamontagne, C.P.A. Gary W. Soucy, C.P.A. Gary A. Wigant, C.P.A. C. Joseph Wolverton, Jr., C.P.A.

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

To the Board of Directors Southern New Hampshire Services, Inc. and Affiliate

Report on Compliance for Each Major Federal Program

We have audited Southern New Hampshire Services, Inc. (the Organization) and affiliate's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Southern New Hampshire Services, Inc. and affiliate's major federal programs for the year ended July 31, 2021. Southern New Hampshire Services, Inc. and affiliate's major federal programs are 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, 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 each of Southern New Hampshire Services, Inc. and affiliate'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 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 Southern New Hampshire Services, Inc. and affiliate'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 Southern New Hampshire Services, Inc. and affiliate's compliance.

Opinion on Each Major Federal Program

In our opinion, Southern New Hampshire Services, Inc. and affiliate 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 July 31, 2021.

Report on Internal Control over Compliance

Management of Southern New Hampshire Services, Inc. and affiliate 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 Southern New Hampshire Services, Inc. and affiliate'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 Southern New Hampshire Services, Inc. and affiliate'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 of deficiencies, in internal control over compliance that a type of compliance with a type of compliance that a type of compliance with a type of deficiencies, in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance that a type of 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, as defined above. 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.

Report on Schedule of Expenditures of Federal Awards Required by Uniform Guidance

We have audited the combined financial statements of Southern New Hampshire Services, Inc. and affiliate as of and for the year ended July 31, 2021, and have issued our report thereon dated March 3, 2022, which contained an unmodified opinion on those combined financial statements. Our audit was conducted for the purpose of forming an opinion on the combined financial statements as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the Uniform Guidance and is not a required part of the combined 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 combined financial statements. The information has been subjected to the auditing procedures applied in the audit of the combined financial statements or to the combined financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated in all material respects in relation to the combined financial statements as a whole.

Ouellette & Associates, P.A. Certified Public Accountants

March 3, 2022 Lewiston, Maine

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

FISCAL YEAR ENDED JULY 31, 2021

Federal Grantor Pass-through Grantor Program or Cluster Title	Federal CFDA Number	Pass-Through Identifying Number	ecipient nditures	Federal spenditures
FEDERAL AWARDS				
U.S. Department of Agriculture: Pass-Through State of New Hampshire Department of Health and Human Services Special Supplemental Nutrition Program for Women, Infants and Children	10.557	174NH703W1003	\$ <u>-</u>	\$ 1,334,892
Pass-Through Belknap Merrimack Community Action Program Food Distribution Cluster				
Commodity Supplemental Food Program	10.565 10.565	202120Y800544 202020Y800544	-	5,061 19,500
Total Food Distribution Cluster	10.505	2020201800344	 -	 24,561
Pass-Through State of New Hampshire Department of Education Child and Adult Care Food Program	10.558		-	695,568
Child Nutrition Cluster Summer Food Service Program for Children	10.559		 	 155,822
Total U.S. Department of Agriculture			\$ -	\$ 2,210,843
U.S. Department of Housing and Urban Development: Direct Program Section 8 Project-Based Cluster Section 8 Moderate Rehabilitation Single Room Occupancy Pass-Through State of New Hampshire Governor's Office of Strategic Initiatives CDBG - Entitlement Grants Cluster Community Development Block Grants/ Entitlement Grants - COVID	14.249	B-20-MW-33-0001	\$ -	\$ 540,904 544.242
	1	2 20 1111 22 0001		0.1.,2.12
Pass-Through State of New Hampshire Department of Health and Human Services				
Emergency Solutions Grant Program	14.231	E17-DC-33-0001	 -	 40,929
Total U.S. Department of Housing and Urban Development			\$ 	\$ 1,126,075
U.S. Department of Homeland Security: Passed-through Regional United Way Agency Emergency Food and Shelter National Board Program	97.024		\$ -	\$ 2,101
Pass-Through State of New Hampshire Governor's Office of Strategic Initiatives Emergency Food and Shelter National Board Program	97.024	592600-007	 -	 20,000
Total U.S. Department of Homeland Security			\$ -	\$ 22,101
Subtotal			\$ -	\$ 3,359,019

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

FISCAL YEAR ENDED JULY 31, 2021

Federal Grantor Pass-through Grantor Program or Cluster Title	Federal CFDA Number	Pass-Through Identifying Number		Subrecipient Expenditures		-		Federal xpenditures
Amount Forward			\$	_	\$	3,359,019		
<u>U.S. Department of Labor:</u> Pass-Through State of New Hampshire Department of Resources and Economic Development <u>WIOA Cluster</u>	17.050	22 (2000/10	Ф	52.172	e.	1 224 504		
WIOA Adult Program WIOA Dislocated Worker Formula Grants	17.258 17.278	02-6000618 02-6000618	\$	73,162 17,282	\$	1,234,796 122,677		
Total WIOA Cluster				90,444		1,357,473		
Senior Community Service Employment Program	17.235	02-6000618		-		4,062		
Workforce Investment Act (WIA) Dislocated Worker								
National Reserve Demonstration Grants	17.280	02-6000618		-		1,258,590		
Total U.S. Department of Labor			\$	90,444	\$	2,620,125		
<u>U.S. Department of Treasury:</u> Pass-Through State of New Hampshire Governor's Office of Strategic Initiatives								
Coronavirus Relief Fund - COVID	21.019		\$	-	\$	6,346,350		
Emergency Rental Assistance Program - COVID	21.023	ERA0012 and ERA0435		-		16,171,517		
Pass-Through State of New Hampshire Department of Health and Human Services Coronavirus Relief Fund - COVID	21.019	SS-2021-DEHS-05-CHILD-01		_		249,873		
	21.019					249,075		
Total U.S. Department of Treasury:			\$	-	\$	22,767,740		
<u>U.S. Department of Energy:</u> Pass-Through State of New Hampshire Governor's Office of Strategic Initiatives								
Weatherization Assistance for Low-Income Persons	81.042	EE0007935	\$	-	\$	564,342		
Total U.S. Department of Energy:			\$		\$	564,342		
<u>U.S. Department of Education:</u> Pass-Through State of New Hampshire Department Of Education								
Adult Education - Basic Grants to States	84.002	67011-ABE	\$	-	\$	118,530		
Total U.S. Department of Education			\$	-	\$	118,530		
<u>Corporation for National and Community Services:</u> Direct Program								
Retired and Senior Volunteer Program	94.002	20SRANH002	\$		\$	110,300		
Total Corporation for National and Community Services			\$		\$	110,300		
Subtotal			\$	90,444	\$	29,540,056		

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

FISCAL YEAR ENDED JULY 31, 2021

Federal Grantor Pass-through Grantor Program or Cluster Title	Federal CFDA Number	Pass-Through Identifying Number	recipient enditures	E	Federal xpenditures
Amount Forward			\$ 90,444	\$	29,540,056
<u>U.S. Department of Health and Human Services:</u> Direct Program <u>Head Start Cluster</u>					
Head Start	93.600 93.600	01CH01060203 01HP00024102	\$ -	\$	7,178,936 315,971
COVID COVID	93.600 93.600 93.600	01HP00024101C3 01CH01060203C3 01HE00047401C5	-		5,408 175,293 11,487
Total Head Start Cluster	25.000		 -		7,687,095
Pass-Through State of New Hampshire Office of Strategic Initiatives					
Low-Income Home Energy Assistance COVID	93.568 93.568 93.568	G-20B1NHLIEA G-2001NHE5C3 G-2101NHLIEA	 - - -		7,991,223 82,143 951,365 9,024,731
Pass-Through State of New Hampshire Department Of Health and Human Services					
Temporary Assistance for Needy Families	93.558	18NHTANF	 88,647		2,637,339
Community Services Block Grant COVID	93.569 93.569	2001NHCSC3 2001NHCSC3	 -		1,656,218 174,632
			88,647		1,830,850
Community Services Block Grant Discretionary Awards	93.570	2001NHCSC3	-		28,904
<u>Aging Cluster</u> Special Programs for the Aging, Title III, Part B, Grants for Supportive Services and Senior Centers	93.044	18AANHT3SS	-		18,610
CCDF Cluster Child Care and Development Block Grant	93.575 93.575	2001NHCCDF 2101NHCCDF	 -		1,119,549 110,802
Child Care Mandatory and Matching Funds of The Child Care and Development Fund	93.596	2001NHCCDF	 _		1,230,351 876,921
Total CCDF Cluster			 		2,107,272
Pass-Through University of New Hampshire Every Student Succeeds Act/Preschool Development Grants	93.434	90TP0060	 		87,828
Total U.S. Department of Health and Human Services			\$ 88,647	\$	23,422,629
TOTAL EXPENDITURES OF FEDERAL AWARDS			\$ 179,091	\$	52,962,685

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED JULY 31, 2021

NOTE 1: BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal award activity of Southern New Hampshire Services, Inc. and affiliate under programs of the federal government for the year ended July 31, 2021. The information in this 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 Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Southern New Hampshire Services, Inc. and affiliate, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Southern New Hampshire Services, Inc. and affiliate.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on 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 expenditures are not allowable or are limited as to reimbursement.

Pass-through entity identifying numbers are presented where available.

NOTE 3: HEAD START PROGRAMS CFDA #93.600

Due to the COVID-19 pandemic, the Organization was unable to meet its matching requirements in accordance with terms of the grant award. The Organization received a waiver from the Department of Health and Human Services due to the pandemic to remain in compliance with the grant award during the year ended July 31, 2021.

NOTE 4: INDIRECT COST RATE

Southern New Hampshire Services, Inc. and affiliate has negotiated an indirect cost rate of 9.50% with the Department of Health and Human Services.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JULY 31, 2021

Section I	Summary of Auditor's Results		
Financial Sta	atements		
Type of audit	or's report issued:		Unmodified
	ol over financial reporting: akness(es) identified?	Yes	<u>No</u>
Significant of	deficiency(ies) identified?	Yes	$\underline{\qquad}$ None reported
Noncomplia	nce material to financial statements noted?	Yes	No
Federal Awa	urds		
Internal contr Material we	ol over major programs: eakness(es) identified?	Yes	<u>No</u>
Significant	deficiency(ies) identified?	Yes	$\underline{\qquad}$ None reported
Type of audit for major pr	or's report issued on compliance ograms:		Unmodified
to be reporte	dings disclosed that are required ed in accordance with CFR Section of the Uniform Guidance?	Yes	No
Identificatio	n of major programs:		
<u>Name</u>	of Federal Program or Cluster		<u>CFDA Number</u>
Emerg WIOA	avirus Relief Fund gency Rental Assistance Program A Cluster F Cluster		21.019 21.023 17.258 / 17.278 93.575 / 93.596
	old used to distinguish between Type B programs:		<u>\$1,588,881</u>
Auditee quali	fied as low-risk auditee?	<u>√</u> Yes	No
Section II	Financial Statement Findings		
No matters an	e reportable.		
Section III	Federal Award Findings and Questioned	l Costs	

No matters are reportable.



COMBINED FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

FOR THE YEARS ENDED JULY 31, 2021 AND 2020

FINANCIAL STATEMENTS

JULY 31, 2021 AND 2020

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OUELLETTE & ASSOCIATES, P.A. CERTIFIED PUBLIC ACCOUNTANTS

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Southern New Hampshire Services, Inc. and Affiliate Manchester, New Hampshire

Report on the Financial Statements

We have audited the accompanying combined financial statements of Southern New Hampshire Services, Inc. (a nonprofit organization) and affiliate, which comprise the combined statements of financial position as of July 31, 2021 and 2020, and the related combined statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the combined financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these combined 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 combined 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 combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organizations' preparation and fair presentation of the combined 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 Organizations' 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 combined 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 combined financial statements referred to above present fairly, in all material respects, the financial position of Southern New Hampshire Services, Inc. and affiliate as of July 31, 2021 and 2020, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 3, 2022, on our consideration of Southern New Hampshire Services, Inc. and affiliate'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 Southern New Hampshire Services, Inc. and affiliate'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 Southern New Hampshire Services, Inc. and affiliate's internal control over financial control over financial reporting and compliance.

Ouellette L Associates, P.A. Certified Public Accountants

March 3, 2022 Lewiston, Maine

COMBINED STATEMENTS OF FINANCIAL POSITION

JULY 31, 2021 AND 2020

ASSETS		
	2021	2020
CURRENT ASSETS		
Cash	\$ 8,496,942	\$ 6,456,196
Investments	10,396,716	9,102,421
Grants receivable	3,451,639	3,346,435
Accounts receivable	778,610	721,595
Prepaid expenses	136,692	159,842
Total current assets	23,260,599	19,786,489
FIXED ASSETS		
Land	3,045,918	3,050,918
Buildings and improvements	13,565,316	13,310,566
Vehicles and equipment	1,575,022	1,501,951
Total fixed assets	18,186,256	17,863,435
Less - accumulated depreciation	6,204,453	5,729,951
Net fixed assets	11,981,803	12,133,484
OTHER ASSETS		
Restricted cash	468,276	457,683
TOTAL ASSETS	\$ 35,710,678	\$ 32,377,656
LIABILITIES AND N	ET ASSETS	
CURRENT LIABILITIES		
Current portion of long-term debt	\$ 79,998	\$ 100,012
Accounts payable	691,695	729,100
Accrued payroll and payroll taxes	1,187,344	1,089,681
Accrued compensated absences	424,497	470,301
Accrued other liabilities	63,446	53,011
Refundable advances	1,424,138	336,800
Over applied overhead	179,676	180,479
Tenant security deposits	89,232	83,030
Total current liabilities	4,140,026	3,042,414
LONG-TERM LIABILITIES		
Long-term debt, less current portion	2,878,216	2,949,253
TOTAL LIABILITIES	7,018,242	5,991,667
NET ASSETS WITHOUT DONOR RESTRICTIONS	28,692,436	26,385,989
TOTAL LIABILITIES AND NET ASSETS	\$ 35,710,678	\$ 32,377,656

COMBINED STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED JULY 31, 2021 AND 2020

	2021	2020
REVENUES, GAINS AND OTHER SUPPORT		
Grant revenue	\$ 57,659,302	\$ 38,244,769
Program service fees	822,662	796,505
Local funding	193,876	244,926
Rental income	1,227,156	1,191,263
Gifts and other contributions	301,421	201,839
Interest and dividend income	228,980	302,600
Unrealized gain on investments	1,066,602	398,423
Miscellaneous	744,238	462,291
TOTAL REVENUES, GAINS AND OTHER SUPPORT	62,244,237	41,842,616
EXPENSES		
Program services:		
Child development	9,606,743	9,330,031
Community services	1,363,706	1,505,420
Economic and workforce development	5,786,299	7,450,261
Energy	10,666,407	12,651,510
Language and literacy	302,502	430,934
Housing and homeless	23,360,337	490,824
Nutrition and health	2,111,260	2,307,558
Special projects	2,316,753	1,876,426
Volunteer services	112,210	127,449
SNHS Management Corporation	2,367,679	2,447,708
Total program services	57,993,896	38,618,121
Support services:		
Management and general	1,943,894	1,876,897
TOTAL EXPENSES	59,937,790	40,495,018
CHANGE IN NET ASSETS	2,306,447	1,347,598
NET ASSETS - BEGINNING OF YEAR	26,385,989	25,038,391
NET ASSETS - END OF YEAR	\$ 28,692,436	\$ 26,385,989

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINED STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JULY 31, 2021

				Program Services			
			Economic				Nutrition
	Child	Community	Workforce	F	Language and	Housing	and
EXPENSES	Development	Services	Development	Energy	Literacy	and Homeless	Health
Payroll	\$ 5,475,948	\$ 797,163	\$ 2,740,989	\$ 1,286,379	\$ 204,412	\$ 725,285	\$ 912,550
Payroll taxes	\$ 5,475,948 409,962	\$	³ 2,740,989 204,551	\$ 1,280,379 97,778	\$ 204,412 15,619	\$	\$ 912,330 68,761
Fringe benefits	1,677,891	138,364	623,172	382,294	23,750	112,040	242,822
Workers comp. insurance	127,833	9,424	6,924	382,294 11,934	6,245	2,469	242,822 27,215
Retirement benefits		9,424 69,893	194,325	96,055		16,206	74,893
Consultant and contractual	375,917		695,516	90,033 970,317	8,755 801	238,467	74,893 9,785
	72,997	85,282	,	· · · · · ·	801	,	,
Travel and transportation	35,627	3,264	13,780	15,113	-	1,045	9,210
Conferences and meetings	-	7,250	-	2,245	-	-	1,914
Occupancy	569,678	136,788	540,570	123,460	24,409	23,349	49,916
Advertising	574	640	800	2,418	-	600	384
Supplies	286,505	32,374	12,180	61,729	7,224	53,747	25,794
Equip. rentals and maintenance	2,430	478	(4,515)	16,962	3,495	2,579	8,745
Insurance	22,375	28,204	9,341	27,769	-	527	3,822
Telephone	80,815	21,885	32,839	36,030	2,712	14,294	55,657
Postage	3,368	40	1,150	27,045	417	6,622	1,931
Printing and publications	40	-	-	6,012	1,156	-	-
Subscriptions	-	-	-	570	-	-	-
Program support	-	181,694	-	59,109	-	-	-
Interest	9,335	-	-	-	-	-	-
Depreciation	129,615	6,300	42,909	5,276	1,266	-	13,187
Assistance to clients	234,976	3,992	676,974	7,518,979	-	22,107,876	393,992
Other expense	167,824	-	10,872	2,937	-	300	224,649
Miscellaneous	37,305	1,391	915	1,424	2,241	830	1,905
In-kind	1,203,823	-	-	-	-	-	-
Gain on disposal of assets	-	-	-	-	-	-	-
SUBTOTAL	10,924,838	1,584,270	5,803,292	10,751,835	302,502	23,361,206	2,127,132
Over applied indirect costs	-	-	-	-	-	-	-
Eliminations	(1,318,095)	(220,564)	(16,993)	(85,428)	-	(869)	(15,872)
TOTAL EXPENSES	\$ 9,606,743	\$ 1,363,706	\$ 5,786,299	\$ 10,666,407	\$ 302,502	\$ 23,360,337	\$ 2,111,260

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINED STATEMENT OF FUNCTIONAL EXPENSES (Continued) FOR THE YEAR ENDED JULY 31, 2021

			Program	Serv			S	Support Services	
	Special Volunteer Manage		SNHS anagement orporation	Total Program Services	e		Total Expenses		
EXPENSES									
Payroll	\$ 84,906	\$	60,715	\$	579,614	\$ 12,867,961	\$	1,290,991	\$ 14,158,952
Payroll taxes	6,517		4,220		45,415	967,637		94,236	1,061,873
Fringe benefits	6,176		17,742		223,039	3,447,290		183,099	3,630,389
Workers comp. insurance	1,770		157		10,661	204,632		7,679	212,311
Retirement benefits	6,118		5,287		43,218	890,667		121,520	1,012,187
Consultant and contractual	2,122,049		2,780		129,628	4,327,622		106,077	4,433,699
Travel and transportation	1,141		1,973		33,587	114,740		4,283	119,023
Conferences and meetings	1,454		50		14,412	27,325		1,025	28,350
Occupancy	15,201		-		641,741	2,125,112		44,864	2,169,976
Advertising	-		1,766		3,232	10,414		25	10,439
Supplies	593		6,819		21,240	508,205		58,393	566,598
Equip. rentals and maintenance	2,645		41		8,933	41,793		1,457	43,250
Insurance	2,636		1,762		55,107	151,543		10,161	161,704
Telephone	3,079		2,633		26,997	276,941		6,779	283,720
Postage	-		605		1,470	42,648		13,123	55,771
Printing and publications	-		-		-	7,208		-	7,208
Subscriptions	-		900		630	2,100		-	2,100
Program support	560		-		45,948	287,311		-	287,311
Interest	-		-		51,209	60,544		-	60,544
Depreciation	60,191		-		405,478	664,222		2,670	666,892
Assistance to clients	2,101		-		24,342	30,963,232		-	30,963,232
Other expense	-		-		7,306	413,888		797	414,685
Miscellaneous	1,225		4,760		47,257	99,253		2,711	101,964
In-kind	-		-		-	1,203,823		-	1,203,823
Gain on disposal of assets	(1,049)		-		(2,349)	(3,398)		-	(3,398)
SUBTOTAL	2,317,313		112,210		2,418,115	59,702,713		1,949,890	61,652,603
Over applied indirect costs	-		-		-	-		(809)	(809)
Eliminations	(560)		-	_	(50,436)	(1,708,817)	_	(5,187)	(1,714,004)
TOTAL EXPENSES	\$ 2,316,753	\$	112,210	\$	2,367,679	\$ 57,993,896	\$	1,943,894	\$ 59,937,790

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINED STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JULY 31, 2020

	Program Services										
	Economic									Ν	Jutrition
	Child	Co	mmunity	Workforce		Lar	nguage and	H	Housing		and
	Development	S	ervices	Development	Energy]	Literacy	and	Homeless		Health
EXPENSES											
Payroll	\$ 5,556,933	\$	933,868	\$ 2,939,525	\$ 1,521,964	\$	298,880	\$	88,866	\$	962,139
Payroll taxes	419,856		70,488	221,893	117,494		23,413		6,797		73,387
Fringe benefits	1,573,633		137,463	615,794	463,923		28,359		21,715		238,512
Workers comp. insurance	118,066		9,585	7,651	15,806		2,062		233		30,576
Retirement benefits	314,824		88,609	190,679	93,780		10,995		4,856		70,742
Consultant and contractual	56,270		70,777	1,775,844	1,802,601		5,095		370		14,752
Travel and transportation	87,659		10,526	55,412	17,022		600		1,006		29,296
Conferences and meetings	-		6,007	-	888		-		49		140
Occupancy	491,299		76,188	452,980	122,492		30,276		2,520		64,985
Advertising	2,664		3,955	2,990	1,171		50		8,169		424
Supplies	328,400		51,663	33,068	66,117		5,006		3,604		35,623
Equip. rentals and maintenance	6,553		2,447	21,351	12,146		2,943		-		10,096
Insurance	22,852		42,463	7,617	30,740		-		175		6,450
Telephone	89,596		16,857	30,761	31,439		2,726		2,023		41,068
Postage	4,825		165	1,568	30,220		330		385		3,720
Printing and publications	3,773		-	-	483		1,851		-		-
Subscriptions	-		-	-	524		-		-		-
Program support	-		20,345	-	60,826		3,676		-		-
Interest	9,529		-	-	-		-		-		-
Depreciation	72,782		5,656	41,477	3,191		938		-		10,294
Assistance to clients	7,850		-	1,084,147	8,336,006		-		349,246		420,251
Other expense	181,944		9,940	7,450	9,318		-		800		303,005
Miscellaneous	20,004		688	364	1,862		13,734		10		2,146
In-kind	1,472,831		-	-	-		-		-		-
Gain on disposal of assets	-		-	-	-		-		-		-
SUBTOTAL	10,842,143	1	1,557,690	7,490,571	12,740,013		430,934		490,824		2,317,606
Over applied indirect costs	-		-	-	-		-		-		-
Eliminations	(1,512,112)		(52,270)	(40,310)	(88,503)		-		-		(10,048)
TOTAL EXPENSES	\$ 9,330,031	\$ 1	1,505,420	\$ 7,450,261	\$12,651,510	\$	430,934	\$	490,824	\$	2,307,558

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINED STATEMENT OF FUNCTIONAL EXPENSES (Continued) FOR THE YEAR ENDED JULY 31, 2020

		Program	Support Services			
	Special Projects	Volunteer Services	SNHS Management Corporation	Total Program Services	Management and General	Total Expenses
EXPENSES						
Payroll	\$ 95,518	\$ 80,529	\$ 688,044	\$13,166,266	\$ 1,258,963	\$14,425,229
Payroll taxes	7,446	6,021	45,518	992,313	93,381	1,085,694
Fringe benefits	7,355	16,739	256,823	3,360,316	184,217	3,544,533
Workers comp. insurance	3,120	214	11,822	199,135	7,822	206,957
Retirement benefits	5,385	3,350	40,945	824,165	116,327	940,492
Consultant and contractual	1,659,372	449	136,778	5,522,308	87,416	5,609,724
Travel and transportation	4,805	5,163	41,940	253,429	4,639	258,068
Conferences and meetings	3,531	50	28,605	39,270	2,113	41,383
Occupancy	15,080	-	595,088	1,850,908	38,053	1,888,961
Advertising	-	400	1,270	21,093	-	21,093
Supplies	2,334	4,524	17,992	548,331	39,485	587,816
Equip. rentals and maintenance	4,971	63	15,835	76,405	1,398	77,803
Insurance	3,213	1,616	51,605	166,731	13,338	180,069
Telephone	2,700	2,350	29,193	248,713	6,146	254,859
Postage	7	632	1,207	43,059	15,840	58,899
Printing and publications	-	84	8	6,199	61	6,260
Subscriptions	-	-	534	1,058	-	1,058
Program support	3,317	-	222,373	310,537	-	310,537
Interest	-	-	55,013	64,542	-	64,542
Depreciation	46,914	-	388,881	570,133	673	570,806
Assistance to clients	12,708	-	68,129	10,278,337	-	10,278,337
Other expense	1,798	-	7,853	522,108	4,435	526,543
Miscellaneous	169	5,265	(30,823)	13,419	3,242	16,661
In-kind	-	-	-	1,472,831	-	1,472,831
Gain on disposal of assets	-	-	(2,450)	(2,450)	-	(2,450)
SUBTOTAL	1,879,743	127,449	2,672,183	40,549,156	1,877,549	42,426,705
Over applied indirect costs	-	-	-	-	3	3
Eliminations	(3,317)	-	(224,475)	(1,931,035)	(655)	(1,931,690)
TOTAL EXPENSES	\$ 1,876,426	\$ 127,449	\$ 2,447,708	\$38,618,121	\$ 1,876,897	\$40,495,018

COMBINED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED JULY 31, 2021 AND 2020

	2021 2020	
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 2,306,447	\$ 1,347,598
Adjustments to reconcile change in net assets to net		
cash flows from operating activities:		
Depreciation	666,892	570,806
Gain on disposal of assets	(3,398)	(2,450)
Unrealized gain on investments	(1,066,602)	(398,423)
(Increase) decrease in operating assets:		
Contracts receivable	(105,204)	141,978
Accounts receivable	(57,015)	99,970
Prepaid expenses	23,150	(64,645)
Increase (decrease) in operating liabilities:		
Accounts payable	(37,405)	71,424
Accrued payroll and payroll taxes	97,663	43,876
Accrued compensated absences	(45,804)	110,482
Accrued other liabilities	10,435	(174,692)
Refundable advances	1,087,338	(691,943)
Over applied overhead	(803)	152,740
Tenant security deposits	6,202	(1,201)
Total adjustments	575,449	(142,078)
NET CASH FLOWS FROM OPERATING ACTIVITIES	2,881,896	1,205,520
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of fixed assets	(560,313)	(1,304,678)
Proceeds from sale of fixed assets	48,500	9,400
Purchase of investments, reinvested dividends and capital gains	(227,693)	(298,308)
Deposit to restricted cash accounts	(10,593)	(46,103)
NET CASH FLOWS FROM INVESTING ACTIVITIES	(750,099)	(1,639,689)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on long-term debt	(91,051)	(96,173)
CHANGE IN CASH AND CASH EQUIVALENTS	2,040,746	(530,342)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	6,456,196	6,986,538
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 8,496,942	\$ 6,456,196
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMAT	TION	
Cash paid during the year for interest	\$ 60,544	\$ 64,542

NOTES TO COMBINED FINANCIAL STATEMENTS

JULY 31, 2021 AND 2020

NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of the Organization

Southern New Hampshire Services, Inc. (SNHS) is a nonprofit umbrella corporation that offers an array of services to the elderly, disabled, and low-income households in New Hampshire's Hillsborough County and Rockingham County. The Organization's programs provide assistance in the areas of education, child development, employment, energy and its conservation, housing, and homelessness prevention. The Organization is committed to providing respectful support services and assisting individuals and families in achieving self-sufficiency by helping them overcome the causes of poverty. The primary source of revenues is derived from governmental contracts. Services are provided through Southern New Hampshire Services, Inc. and SNHS Management Corporation.

Basis of Accounting and Presentation

The Organization prepares its combined financial statements in accordance with accounting principles generally accepted in the United States of America, which involves the application of accrual accounting; and accordingly reflect all significant receivables, payables, and other liabilities. The financial statement presentation follows the recommendation of the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, *Not-For-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities.* Under ASU 2016-14, net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

<u>Net Assets without Donor Restrictions</u> - Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

<u>Net Assets with Donor Restrictions</u> - Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be fulfilled and removed by actions of the Organization pursuant to those stipulations or by passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as an increase in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

The Organization has no net assets with donor restrictions at July 31, 2021 and 2020.

Combined Financial Statements

All significant intercompany items and transactions have been eliminated from the basic combined financial statements. The combined financial statements include the accounts of SNHS Management Corporation because Southern New Hampshire Services, Inc. controls more than 50% of the voting power.

Use of Estimates

The preparation of combined financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results may differ from these amounts.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

For the purpose of the combined statements of cash flows, the Organization considers all unrestricted highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. The Organization has no cash equivalents at July 31, 2021 and 2020.

Current Vulnerabilities Due to Certain Concentrations

The Organization maintains its cash balances at several financial institutions located in New Hampshire and Maine. The balances are insured by the Federal Deposit Insurance Organization (FDIC) up to \$250,000 per financial institution. In addition, on October 2, 2008, the Organization entered into an agreement with its principal banking partner to collateralize deposits in excess of the FDIC insurance limitation on some accounts. The balances, at times, may exceed amounts covered by the FDIC and collateralization agreements. It is the opinion of management that there is no significant risk with respect to these deposits at either July 31, 2021 and 2020.

Accounts and Contracts Receivable

All accounts and contracts receivable are stated at the amount management expects to collect from balances outstanding at year-end. Receivables are recorded on the accrual basis of accounting primarily based on reimbursable contracts, grants, and agreements. Balances outstanding after management has used reasonable collection efforts are written off through a charge to bad debt expense and a credit to the applicable accounts receivable. Management does not believe an allowance for uncollectible accounts receivable is necessary at July 31, 2021 and 2020.

Support and Revenue Recognition

Contracts with Customers

Program fees are reported at the amount that reflects the consideration to which the Organization expects to be entitled for providing childcare services to its clients.

Generally, the Organization bills customers and third-party payors several days after the services are performed. Revenue is recognized as performance obligations are satisfied. Performance obligations are determined based on the nature of the services provided by the Organization. The Organization measures the performance obligations of its childcare services to the point when it is no longer required to provide services to the client, which is generally weekly for childcare services. These services are considered to be a single performance obligation. Revenue for performance obligations satisfied at a point in time is recognized when services are provided, and the Organization does not believe it is required to provide additional services to the client.

Based on the nature of services provided by the Organization and due to the fact that all of the Organization's performance obligations related to contracts with a duration of less than one year, the Organization has elected to apply the optional exemption provided in FASB ASC 606-10-50-14(a) and, therefore is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period.

The transaction price for childcare services is based on standard charges for services provided to clients. Under the terms of the State of New Hampshire Department of Health and Human Services childcare subsidy programs, reimbursement for childcare services provided may differ from established rates. It is the Organization's policy to set its rates to be consistent with current reimbursement rates. Therefore, amounts due do not include significant variable consideration subject to retroactive revenue adjustments due to settlement of reviews and audits.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Support and Revenue Recognition - Continued

Contracts with Customers – Continued

The Organization has elected to apply the practical expedient allowed under FASB ASC 606-10-10-4 for applying the revenue standard to a portfolio of contracts with similar characteristics. The Organization accounts for the contracts within each portfolio as a collective group, rather than individual contracts, based on the payment pattern expected in each portfolio category and the similar nature and characteristics of the clients within each portfolios consist of major payor classes for childcare services. Based on historical collection trends and other analysis, the Organization has concluded that revenue for a given portfolio would not be materially different than if accounting for revenue on a contract-by-contract basis.

The Organization has also elected to apply the practical expedient allowed under FASB ASC 606-10-32-18 for the financing component, as the period of time between the service being provided and the time that the client or third-party payor pays for the service is typically one year or less.

Private Grant Revenue and Contributions

Private grant contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions, if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires, (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the combined statements of activities as net assets released from restrictions.

Grants and Support

Grant revenue is derived from various federal grant agreements and various state and private entity passthrough grant agreements and contracts to provide funding support of the Organization's programs and services provided by the Organization including childcare, child development, social, health, nutrition, employment, language, energy, and special needs services to families enrolled in the Organization's programs. The Organization has evaluated its grant agreements against applicable accounting standard guidance and determined that the grant agreements are contributions (nonreciprocal transaction) conditioned upon certain performance requirements and/or incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenses in compliance with specific provisions of the grant agreements. Refundable advances result from unexpended balances from these conditional contributions and will be subsequently recognized as contribution revenue when donor conditions are met. Federal and state grant revenue comprised approximately 93% and 91% of total revenue in the fiscal years ended July 31, 2021 and 2020, respectively.

In-Kind Donations

In-kind revenues and expenses represent fair market value of volunteer services and non-paid goods which were donated to the Organization during the current fiscal year. All in-kind revenues in the fiscal year 2021 and 2020 were generated through the Head Start and Economic Workforce Development programs. Since the recognition criteria is not met under financial accounting standards, no in-kind revenues are recognized as contributions in the combined financial statements and the in-kind expenses have been eliminated.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments

The Organization carries investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the combined statements of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying combined statements of activities.

Fixed Assets

Fixed assets acquired by the Organization are capitalized at cost if purchased or fair value if donated. It is the Organization's policy to capitalize expenditures for these items in excess of \$5,000. Major additions and renewals are capitalized, while repairs and maintenance are expensed as incurred. Depreciation is calculated using the straight-line basis over the estimated useful lives of the assets, which range from three to forty years. Depreciation expense for July 31, 2021 and 2020 was \$666,892 and \$570,806, respectively.

Fixed assets purchased with grant funds are owned by the Organization while used in the program for which they were purchased or in other future authorized programs. However, the various funding sources have a reversionary interest in the fixed assets purchased with grant funds. The disposition of fixed assets, as well as the ownership of any proceeds is subject to funding source regulations.

Advertising

The Organization uses advertising to promote programs among the people it serves. The production costs of advertising are expensed as incurred.

Functional Allocation of Expenses

The Organization allocates its expenses on a functional basis among its various programs and support services. Expenses that can be identified with a specific program and support services are allocated directly according to their natural expenditure classification. Other expenses, that are common to several functions, are allocated by management based on effort. Supporting services are those related to operating and managing the Organization and its programs on a day-to-day basis. Supporting services have been subclassified as follows:

Management and General - includes all activities related to the Organization's internal management.

Subsequent Events

Management has made an evaluation of subsequent events through March 3, 2022, which represents the date on which the combined financial statements were available to be issued and determined that any subsequent events that would require recognition or disclosure have been considered in the preparation of these combined financial statements.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recently Adopted Accounting Pronouncements

Revenue Recognition

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers*, to clarify the principles for recognizing revenue and to develop a common revenue standard for U.S. GAAP and International Financial Reporting Standards. The core principle of the guidance requires entities to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The ASU was effective for fiscal periods beginning after December 15, 2018, however ASU 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842) – Effective Dates for Certain Entities*, allowed for a one-year deferral for implementation due to the coronavirus pandemic. The Organization implemented the guidance for the year ended July 31, 2021 combined financial statements. The adoption of this update did not result in adjustments to net assets, or any other account balance and no account has been affected in the current period by the application of the guidance.

Contributions

In June 2018, the FASB issued ASU No. 2018-08: *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The issuance of this ASU was in response to the difficulty and diversity in practice of distinguishing between exchange transactions (reciprocal) and contributions (nonreciprocal), as well as distinguishing between conditional and unconditional contributions. The guidance is effective for the Organization's fiscal years beginning after June 15, 2018, with early adoption permitted. Management has adopted the ASU effective August 1, 2020, on a modified prospective basis. As a result, this ASU has been applied to the portion of revenue that has not been recognized before the effective date in accordance with current guidance. No prior period results have been restated, and there has been no cumulative-effect adjustment to the opening balance of net assets on August 1, 2020.

Recent Accounting Pronouncements

Leases

In February 2016, the FASB released ASU 2016-02, *Leases* (Topic 842), which provides users of the financial statements a more accurate picture of the assets and the long-term financial obligations of organizations that lease. The standard is for a dual-model approach; a lessee will account for most existing capital leases as Type A leases, and most existing operating leases as Type B leases. Both will be reported on the statement of financial condition of the organization for leases with a term exceeding 12 months. Lessors will see changes as well, primarily made to align with the revised model. The guidance is effective for non-public entities for fiscal years beginning after December 15, 2021, with early adoption permitted, The Organization will implement the guidance in its July 31, 2023 consolidated financial statements. Management is currently evaluating the impact of adoption on the Organization's financial statements.

NOTE 2: RESTRICTED CASH

The Organization, as stipulated in many of the loan agreements associated with the housing projects included in SNHS Management Corporation, is required to maintain separate accounts, and make monthly deposits into certain restricted reserves for the replacement of property and other expenditures. In addition, the Organization is required to maintain separate accounts for tenant security deposits and any surplus cash that may result from annual operations. These accounts are also not available for operating purposes and generally need additional approval from oversite agencies before withdrawal and use of these funds can occur.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 3: FAIR VALUE MEASUREMENTS

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The three levels of the fair value hierarchy under Financial Accounting Standards Board Accounting Standards Codification 820, *Fair Value Measurements*, are described as follows:

- Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the organization has the ability to access at the measurement date.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, such as:
 - Quoted prices for similar assets or liabilities in active markets;
 - Quoted prices for identical or similar assets or liabilities in inactive markets;
 - Inputs other than quoted prices that are observable for the asset or liability;
 - Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs that are unobservable for the asset or liability.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at July 31, 2021 and 2020.

Mutual Funds: Valued at the net asset value of shares held on the last trading day of the fiscal year, which is the basis for transactions at that date.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 3: FAIR VALUE MEASUREMENTS (Continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of July 31, 2021 and 2020:

		202	1	
Mutual Funds	<u>(Level 1)</u> \$ <u>10,396,716</u>	<u>(Level 2)</u> \$ <u></u>	<u>(Level 3)</u> \$	<u>Total</u> \$ <u>10,396,716</u>
		2020)	
	<u>(Level 1)</u>	(Level 2)	<u>(Level 3)</u>	Total
Mutual Funds	\$ <u>9,102,421</u>	\$ <u> </u>	\$ <u> </u>	\$ <u>9,102,421</u>

NOTE 4: INVESTMENTS

The following is a summary of investments as of July 31:

		2021			2020	
	Cost	Fair Market Value	Unrealized Gains	Cost	Fair Market Value	Unrealized Gains
Mutual Funds	\$ <u>8,839,069</u>	\$ <u>10,396,716</u>	\$ <u>1,557,648</u>	\$ <u>8,611,376</u>	\$ <u>9,102,421</u>	\$ <u>491,045</u>

The activities of the Organization's investment account are summarized as follows:

	<u>2021</u>	<u>2020</u>
Fair Value - Beginning of Year	\$ 9,102,421	\$8,405,690
Dividends and Capital Gains	227,692	298,308
Unrealized Gains	1,066,603	398,423
Fair Value - End of Year	\$ <u>10,396,716</u>	\$ <u>9,102,421</u>

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 5: AVAILABILITY AND LIQUIDITY

The Organization's financial assets available for expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date comprise the following as of July 31:

	<u>2021</u>	<u>2020</u>
Cash and Cash Equivalents	\$ 8,496,942	\$ 6,456,196
Investments	10,396,716	9,102,421
Grants Receivable	3,451,639	3,346,435
Accounts Receivable	778,610	721,595
Total financial assets available within one year	\$ <u>23,123,907</u>	\$ <u>19,626,647</u>

None of the financial assets are subject to donor or other contractual restrictions. Accordingly, all such funds are available to meet the needs of the Organization in the next 12 months. In addition, the Organization maintains several reserve funds for property taxes, insurance expenses, and repair and replacement or emergency needs which are required by financing authorities. These funds may be withdrawn only with the approval of the financing authority and are not considered by the Organization to have donor restrictions.

The Organization manages its liquidity by developing and adopting annual operating budgets that provide sufficient funds for general expenditures in meeting its liabilities and other obligations as they become due.

NOTE 6: LONG-TERM DEBT

The following is a summary of long-term debt as of July 31:		
	<u>2021</u>	<u>2020</u>
SNHS, Inc.		
Mortgage payable to City of Manchester, secured by real estate located in Manchester, NH. A balloon payment of \$11,275 was due on June 30, 2010. Interest is at 0.000%. SNHS, Inc. is currently negotiating with the City of Manchester to obtain forgiveness.	\$ 11,275	\$ 11,275
Mortgage payable to bank, secured by real estate located on Temple St., Nashua, NH, payable in fixed monthly principal installments of \$1,833 plus interest through 2020. The note was refinanced on October 1, 2020, payable in monthly installments of \$2,182 plus interest through 2030. Interest is		
at 4.000% at July 31, 2021 and 2020.	200,776	218,502
Subtotal	\$ <u>212,051</u>	\$ <u>229,777</u>

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

-)			
NOTE 6: LONG-TERM DEBT (Continued)			
TOTE OF <u>LOTO TERM DEDT</u> (Commund)	<u>2021</u>	<u>2020</u>	
Subtotal Carried Forward	\$ <u>212,051</u>	\$ <u>229,777</u>	
SNHS Management Corporation			
Mortgage payable to New Hampshire Housing Authority secured by real estate located on Pleasant St., Epping, NH, payable in monthly installments of \$1,084 including interest through 2042. Interest is at 3.500%.	188,106	194,418	
Mortgage payable to City of Nashua secured by real estate located on Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low-income housing for 30 years. Interest is at 10.000%, forgiven annually.	900,000	900,000	
Note payable to City of Nashua secured by real estate located on Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low-income housing for 30 years. Interest is at 10.000%, forgiven annually.	20,000	20,000	
Mortgage payable to New Hampshire Community Loan Fund secured by real estate located on, Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low-income housing for 30 years. Interest is at 10.000%, forgiven annually.	250,000	250,000	
Mortgage payable to bank, secured by real estate located on West Pearl St., Nashua, NH. Mortgage will be forgiven only if real estate remains low-income housing for 40 years. Interest is at 0.000%.	170,000	170,000	
Mortgage payable to bank, secured by real estate located on Allds St., Nashua, NH, payable in fixed monthly principal installments of \$2,613 plus interest through 2021. Interest is at 2.906% at July 31, 2021 and 2020.	-	26,131	
Mortgage payable to MH Parsons and Sons Lumber, secured by real estate located on Crystal Ave., Derry, NH, payable in monthly installments of \$3,715 including interest through 2031. Interest is at 5.500%.	348,801	373,238	
Mortgage payable to New Hampshire Housing Authority secured by real estate located in Deerfield, NH, payable in monthly installments of \$3,327 including interest through 2033. Interest is at 7.000%.	326,332	342,777	
Subtotal	\$ <u>2,415,290</u>	\$ <u>2,506,341</u>	

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 6: LONG-TERM DEBT (Continued)	<u>2021</u>	<u>2020</u>
Subtotal Carried Forward	\$ <u>2,415,290</u>	\$ <u>2,506,341</u>
Mortgage payable to New Hampshire Housing Authority secured by real estate located in Deerfield, NH with annual principal repayments equal to 25% of cash surplus due through 2032. Interest is at 0.000%.	392,924	392,924
Mortgage payable to New Hampshire Housing Authority secured by real estate located in Deerfield, NH with annual principal repayments equal to 25% of cash surplus due through 2032. Interest is at 0.000%. Less: Current Portion	<u> </u>	<u>150,000</u> 3,049,265 <u>100,012</u>
Long-term debt, net of current portion	\$ <u>2,878,216</u>	\$ <u>2,949,253</u>
Principal maturities of long-term debt are as follows as of July 3	1:	
2022 2023 2024 2025 2026 Thereafter	\$ 79,998 72,455 76,399 80,571 84,984 2,563,807	

NOTE 7: OPERATING LEASES

The Organization leases various facilities and equipment under several operating leases. Total lease payments for the years ended July 31, 2021 and 2020 equaled \$865,098 and \$681,354, respectively. The leases expire at various times through October 2025. Some of the leases contain renewal options that are contingent upon federal funding and some contain renewal options subject to renegotiation of lease terms. Annual leases with the Organization for the years ended July 31, 2021 and 2020 totaled \$222,117 and \$133,204, respectively. These leases have been eliminated in the combined financial statements.

The following is a schedule of future minimum lease payments for the operating leases as of July 31:

Total

2022	\$ 266,156
2023	77,617
2024	37,598
2025	36,096
Total	\$ <u>417,467</u>

\$2,958,214

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 8: <u>RETIREMENT BENEFITS</u>

The Organization has an Employer-Sponsored 403(b) plan offering coverage to all of its employees. Participating employees must contribute at least 1% of their wages, while the Organization contributes 10% of their wages. The pension expense for the years ended July 31, 2021 and 2020 was \$1,012,187 and \$940,492, respectively.

NOTE 9: RISKS AND UNCERTAINTIES

The Organization is operated in a heavily regulated environment. The operations of the Organization are subject to the administrative directives, rules, and regulations of federal, state, and local regulatory agencies. Such administrative directives, rules, and regulations are subject to change by an act of Congress or Legislature. Such changes may occur with little notice or inadequate funding to pay for the related cost, including the additional administrative burden, to comply with a change.

NOTE 10: CONTINGENCIES AND CONTINGENT LIABILITIES

The Organization receives grant funding from various sources. Under the terms of these agreements, the Organization is required to use the funds within a certain period and for purposes specified by the governing laws and regulations. If expenditures were found not to have been made in compliance with the laws and regulations, the Organization might be required to repay the funds. No provisions have been made for this contingency because specific amounts, if any, have not yet been determined.

Cotton Mill Square

In 2015, SNHS Management Corporation entered into a contract as part of the Community Development Investment Tax Credit Program with the Community Development Finance Authority (CDFA) and was awarded \$1,000,000 to provide funding for the development and adaptive reuse of an abandoned historic cotton mill in downtown Nashua, NH. Under this program, the Project (Cotton Mill Square) created 109 units of housing and was required to reserve 55 of these units for low to moderate income households.

As stipulated by the contract and after a 20% program fee retained by the CDFA, SNHS Management Corporation entered into a subrecipient agreement with the owners of the Project (Cotton Mill Square LLC) to provide a promissory note and mortgage of the remaining award amount of \$800,000. The 20 year note to Cotton Mill Square LLC is non-interest bearing and the principal is forgivable at a rate of 5% each year the Project maintains the required minimum of 55 low to moderate income household units.

The Cotton Mill Square Project was awarded the certificate of occupancy on August 22, 2014 and remains in full compliance with the required regulations as of July 31, 2021 and 2020. SNHS Management Corporation feels that it is extremely unlikely that the Project will fall into noncompliance in future periods. Therefore, SNHS Management Corporation has not recorded any contingent receivable or liability related to this transaction. The note repayment is accelerated if the units fall out of compliance.

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2021 AND 2020

NOTE 10: CONTINGENCIES AND CONTINGENT LIABILITIES (Continued)

Cotton Mill Square (Continued)

In October of 2017, the subrecipient agreement with Cotton Mill Square LLC was amended to cease the annual 5% debt forgiveness. This modification effectively holds the promissory note balance at \$720,000 which will now be forgiven in full at the end of the agreement as long as the Project maintains compliance with the original agreement's terms. This modification did not change the contingent receivable or liability with SNHS Management Corporation.

Coronavirus Pandemic

An outbreak of a novel strain coronavirus (COVID-19) has spread to the U.S. and in March 2020, the World Health Organization characterized COVID-19 as a pandemic. The Organization was unable to meet its matching requirements in accordance with the terms of its Head Start Programs grant award due to the COVID-19 pandemic but received a waiver from DHHS to remain in compliance. Many programs that historically had direct contact with participants were closed or changed significantly while staff was retained. However, the extent of the future impact of COVID-19 on the Organization's operational and financial performance is not known as of the date these financial statements were issued, but management will continue to monitor conditions as the COVID-19 pandemic continues and take further action if considered necessary.



Mark R. Carrier, C.P.A. Michael R. Dunn, C.P.A. Jonathan A. Hussey, C.P.A., M.S.T. Steven R. Lamontagne, C.P.A. Gary W. Soucy, C.P.A. Gary A. Wigant, C.P.A. C. Joseph Wolverton, Jr., C.P.A.

INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Directors of Southern New Hampshire Services, Inc. and Affiliate Manchester, New Hampshire

We have audited the combined financial statements of Southern New Hampshire Services, Inc. (a nonprofit organization) and affiliate as of and for the years ended July 31, 2021 and 2020, and our report thereon dated March 3, 2022, which contained an unmodified opinion on those combined financial statements, appears on page 1. Our audits were performed for the purpose of forming an opinion on the combined financial statements as a whole.

The combining information in Schedules A and B (pages 23-24), the schedules of revenues and expenses - by grant (pages 25-29), required by the State of New Hampshire Governor's Office of Strategic Initiatives, and the required schedules and financial information for Whispering Pines II, J.B. Milette Manor, and Sherburne Woods (pages 30-49), required by the New Hampshire Housing Finance Authority are presented for purposes of additional analysis and are not a required part of the combined 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 combined financial statements. The combining information has been subjected to the auditing procedures applied in the audit of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined 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 combined financial statements as a whole.

Ouellette & Associates, P.A. Certified Public Accountants

March 3, 2022 Lewiston, Maine
SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINING SCHEDULE OF FINANCIAL POSITION JULY 31, 2021

	S	NHS, Inc.		SNHS Management Corporation	Sub-Total	I	Elimination	Total
		ASSET	s					
CURRENT ASSETS								
Cash	\$	175,062	\$	8,321,880	\$ 8,496,942	\$	-	\$ 8,496,942
Investments		-	•	10,396,716	10,396,716	•	-	10,396,716
Grants receivable		3,419,743		31,896	3,451,639		-	3,451,639
Accounts receivable		-		778,610	778,610		-	778,610
Prepaid expenses		76,089		60,603	136,692		-	136,692
Due from other corporations		3,926,838		(1,525,081)	2,401,757		(2,401,757)	-
Total current assets		7,597,732		18,064,624	 25,662,356		(2,401,757)	 23,260,599
FIXED ASSETS								
Land		619,910		2,426,008	3,045,918		-	3,045,918
Buildings and improvements		2,221,578		11,343,738	13,565,316		-	13,565,316
Vehicles and equipment		1,320,322		254,700	1,575,022		-	1,575,022
Total fixed assets		4,161,810		14,024,446	 18,186,256		-	 18,186,256
Less - accumulated depreciation		1,683,134		4,521,319	6,204,453		-	6,204,453
Net fixed assets		2,478,676		9,503,127	 11,981,803		-	 11,981,803
OTHER ASSETS								
Restricted cash		29,235		439,041	 468,276		-	 468,276
TOTAL ASSETS	\$	10,105,643	\$	28,006,792	\$ 38,112,435	\$	(2,401,757)	\$ 35,710,678
LIA	BIL	ITIES AND	NE	Г ASSETS				
CURRENT LIABILITIES								
Current portion of long-term debt	\$	29,770	\$	50,228	\$ 79,998	\$	-	\$ 79,998
Accounts payable		624,231		67,464	691,695		-	691,695
Accrued payroll and payroll taxes		254,234		933,110	1,187,344		-	1,187,344
Accrued compensated absences		-		424,497	424,497		-	424,497
Accrued other liabilities		50,755		12,691	63,446		-	63,446
Refundable advances		1,424,138		-	1,424,138		-	1,424,138
Over applied overhead		179,676		-	179,676			179,676
Tenant security deposits		30,528		58,704	89,232		-	89,232
Due to other corporations		1,341,985		1,059,772	2,401,757		(2,401,757)	-
Total current liabilities		3,935,317		2,606,466	 6,541,783		(2,401,757)	 4,140,026
LONG-TERM LIABILITIES								
Long-term debt, less current portion		182,281		2,695,935	 2,878,216		-	 2,878,216
TOTAL LIABILITIES		4,117,598		5,302,401	 9,419,999		(2,401,757)	 7,018,242
NET ASSETS WITHOUT DONOR RESTRICTIONS		5,988,045		22,704,391	 28,692,436		-	 28,692,436
TOTAL LIABILITIES AND NET ASSETS	\$	10,105,643	\$	28,006,792	\$ 38,112,435	\$	(2,401,757)	\$ 35,710,678

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE COMBINING SCHEDULE OF ACTIVITIES FOR THE YEAR ENDED JULY 31, 2021

	SNHS, Inc.	SNHS Management Corporation	Sub-Total	Elimination	Total
REVENUES, GAINS AND OTHER SUPPORT					
Grant revenue	\$ 57,946,613	\$ -	\$ 57,946,613	\$ (287,311)	\$ 57,659,302
Program service fees	2,329	820,333	822,662	-	822,662
Local funding	-	193,876	193,876	-	193,876
Rental income	-	1,227,156	1,227,156	-	1,227,156
Gifts and other contributions	185,272	116,149	301,421	-	301,421
Interest Income	155	228,825	228,980	-	228,980
Unrealized gain on investments	-	1,066,602	1,066,602	-	1,066,602
In-kind	1,203,823	-	1,203,823	(1,203,823)	-
Miscellaneous	550,075	417,033	967,108	(222,870)	744,238
TOTAL REVENUES, GAINS AND OTHER SUPPORT	59,888,267	4,069,974	63,958,241	(1,714,004)	62,244,237
EXPENSES					
Program services:					
Child Development	10,924,838	-	10,924,838	(1,318,095)	9,606,743
Community Services	1,584,270	-	1,584,270	(220,564)	1,363,706
Economic and Workforce Dev.	5,803,292	-	5,803,292	(16,993)	5,786,299
Energy	10,751,835	-	10,751,835	(85,428)	10,666,407
Language and Literacy	302,502	-	302,502	-	302,502
Housing and Homeless	23,361,206	-	23,361,206	(869)	23,360,337
Nutrition and Health	2,127,132	-	2,127,132	(15,872)	2,111,260
Special Projects	2,317,313	-	2,317,313	(560)	2,316,753
Volunteer Services	112,210	-	112,210	-	112,210
SNHS Management Corporation	-	2,418,115	2,418,115	(50,436)	2,367,679
Total program services	57,284,598	2,418,115	59,702,713	(1,708,817)	57,993,896
Support services:					
Management and general	1,949,081	-	1,949,081	(5,187)	1,943,894
TOTAL EXPENSES	59,233,679	2,418,115	61,651,794	(1,714,004)	59,937,790
CHANGE IN NET ASSETS	654,588	1,651,859	2,306,447	-	2,306,447
NET ASSETS - BEGINNING OF YEAR	5,333,457	21,052,532	26,385,989		26,385,989
NET ASSETS - END OF YEAR	\$ 5,988,045	\$ 22,704,391	\$ 28,692,436	\$ -	\$ 28,692,436

SCHEDULE OF REVENUES AND EXPENSES - BY GRANT

FOR THE YEAR ENDED JULY 31, 2021

State of NH Governor's Office of Strategic Initiatives	
Head start Program	
For the Period	
August 1, 2020 to July 31, 2021 Fund # 305	
Fund # 505	
REVENUES	
Program funding	\$ 5,744,82
In-kind	1,055,44
Allocated corporate unrestricted revenue	18,02
Total revenue	6,818,29
EXPENSES	
Payroll	2,971,78
Payroll taxes	222,48
Fringe benefits	1,002,51
Workers comp. insurance	67,87
Retirement benefits	218,25
Consultant and contractual	41,07
Travel and transportation	27,45
Occupancy	353,20
Advertising	43
Supplies	189,02
Equip. rentals and maintenance	2,21
Insurance	13,87
Telephone	34,79
Postage	1,11
Printing and publications	4
Depreciation	24,08
Assistance to clients	12,25
Other expense	61,27
Miscellaneous	24,10
In-kind	1,055,44
Administrative costs	494,96
Total expenses	6,818,29
Excess of expenses over revenue	\$

SCHEDULE OF REVENUES AND EXPENSES - BY GRANT

FOR THE YEAR ENDED JULY 31, 2021

State of NH Governor's Office of Strategic Initiatives LIHEAP Program For the Period October 1, 2020 to July 31, 2021 Fund # 630-20

REVENUES	
Program funding	\$ 8,010,833
Other revenue	50
Allocated corporate unrestricted revenue	 2,167
Total revenue	 8,013,050
EXPENSES	
Payroll	236,761
Payroll taxes	17,758
Fringe benefits	82,919
Workers comp. insurance	590
Retirement benefits	15,257
Consultant and contractual	18,181
Travel and transportation	5,301
Conference and meetings	328
Occupancy	47,143
Advertising	366
Supplies	18,751
Equip. rentals and maintenance	1,805
Insurance	835
Telephone	15,952
Postage	13,273
Printing and publications	3,006
Subscriptions	285
Program support	39,653
Depreciation	2,163
Assistance to clients	7,448,172
Other expense	5
Miscellaneous	599
Administrative costs	 43,947
Total expenses	 8,013,050
Excess of expenses over revenue	\$ -

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

SCHEDULE OF REVENUES AND EXPENSES - BY GRANT

FOR THE YEAR ENDED JULY 31, 2021

State of NH Governor's Office of Strategic Initiatives LIHEAP Program For the Period August 1, 2020 to September 30, 2020 Fund # 630-19

REVENUES	
Program funding	\$ 137,270
Total revenue	137,270
EXPENSES	
Payroll	66,838
Payroll taxes	5,031
Fringe benefits	25,140
Workers comp. insurance	189
Retirement benefits	3,732
Consultant and contractual	5,533
Travel and transportation	857
Occupancy	7,200
Advertising	50
Supplies	2,678
Equip. rentals and maintenance	460
Insurance	1,807
Telephone	2,089
Postage	1,217
Program support	3,649
Assistance to clients	(343)
Miscellaneous	28
Administrative costs	11,115
Total expenses	137,270
Excess of expenses over revenue	<u>\$</u>

SCHEDULE OF REVENUES AND EXPENSES - BY GRANT

FOR THE YEAR ENDED JULY 31, 2021

State of NH Governor's Office of Strategic Initiatives Early Head start Program For the Period August 1, 2020 to July 31, 2021 Fund # 300

REVENUES	
Program funding	\$ 1,434,114
In-kind	121,208
Allocated corporate unrestricted revenue	12,213
Total revenue	 1,567,535
EXPENSES	
Payroll	767,184
Payroll taxes	57,829
Fringe benefits	222,132
Workers comp. insurance	17,389
Retirement benefits	49,041
Consultant and contractual	3,525
Travel and transportation	3,077
Occupancy	86,815
Advertising	75
Supplies	35,540
Equip. rentals and maintenance	42
Insurance	2,203
Telephone	21,161
Postage	55
Interest	9,335
Depreciation	29,938
Other expense	17,130
Miscellaneous	980
In-kind	121,208
Administrative costs	 122,876
Total expenses	1,567,535
Excess of expenses over revenue	\$ -

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

SCHEDULE OF REVENUES AND EXPENSES - BY GRANT

FOR THE YEAR ENDED JULY 31, 2021

Electric Energy Assistance

For the Period August 1, 2020 to July 31, 2021 Fund # 665

REVENUES	
Other revenue	\$ 669,174
Allocated corporate unrestricted revenue	1,018
Total revenue	670,192
EXPENSES	
Payroll	323,953
Payroll taxes	24,492
Fringe benefits	106,513
Workers comp. insurance	828
Retirement benefits	20,855
Consultant and contractual	23,368
Travel and transportation	3,189
Conference and meetings	328
Occupancy	53,321
Advertising	416
Supplies	24,416
Equip. rentals and maintenance	2,265
Insurance	2,424
Telephone	13,720
Postage	9,501
Printing and publications	3,006
Subscriptions	285
Depreciation	787
Other expense	5
Miscellaneous	347
Administrative costs	56,173
Total expenses	 670,192
Excess of expenses over revenue	\$ _

STATEMENTS OF FINANCIAL POSITION

JULY 31, 2021 AND 2020

ASSETS		
	2021	2020
CURRENT ASSETS	ф <u>20</u> г 20	15 210
Cash - Operations Prepaid Expenses	\$ 30,530 7,405	15,319 8,433
Total Current Assets	37,935	23,752
DEPOSITS HELD IN TRUST, FUNDED		
Tenant Security Deposits	12,884	11,484
RESTRICTED DEPOSITS AND FUNDED RESERVES		
Replacement Reserve	21,712	40,591
Operating Reserve	79,373	79,253
Tax Escrow	5,228	8,531
Insurance Escrow	2,911	2,791
Total Restricted Deposits and Funded Reserves	109,224	131,166
RENTAL PROPERTY		
Land	166,600	166,600
Building and Building Improvements	592,108	580,758
Total Rental Property	758,708	747,358
Less Accumulated Depreciation	75,722	59,301
Net Rental Property	682,986	688,057
TOTAL ASSETS	\$ 843,029	\$ 854,459
LIABILITIES AND NET ASSI	ETS	
CURRENT LIABILITIES		
Current Portion of Mortgage Loan Payable	\$ 6,537	\$ 6,312
Accounts Payable	2,488	5,548
Accrued Expenses	38	205
Total Current Liabilities	9,063	12,065
DEPOSIT LIABILITIES		
Tenant Security Deposit Liability	12,884	11,484
LONG-TERM LIABILITIES		
Due to Affiliate	29,019	18,312
Mortgage Loan Payable, Net of Current Portion	181,569	188,106
Total Long-Term Liabilities	210,588	206,418
Total Liabilities	232,535	229,967
NET ASSETS WITHOUT DONOR RESTRICTIONS	610,494	624,492
TOTAL LIABILITIES AND NET ASSETS	\$ 843,029	\$ 854,459

STATEMENTS OF ACTIVITIES

	2021	2020	
RENTAL OPERATIONS			
Income			
Tenant Rental Income	\$ 170,685	\$	171,842
Laundry Income	2,475		2,275
Other Income	1,684		1,466
Interest Income - Unrestricted	12		14
Interest Income - Restricted	211		1,345
Total Income	175,067		176,942
Expenses (See Schedule)			
Administrative	31,548		42,309
Utilities	45,016		42,448
Maintenance	62,604		39,165
Depreciation	16,421		15,853
Interest - NHHFA Mortgage Note	6,704		6,921
General Expenses	26,772		35,878
Total Expenses	 189,065		182,574
CHANGE IN NET ASSETS	(13,998)		(5,632)
NET ASSETS - BEGINNING OF YEAR	 624,492		630,124
NET ASSETS - END OF YEAR	\$ 610,494	\$	624,492

SCHEDULES OF RENTAL OPERATIONS EXPENSES

EXPENSES:	2021	2020
Administrative		
Management Fees	\$ 14,400	\$ 14,400
Salaries and Wages	6,781	16,704
Fringe Benefits	2,033	4,701
Legal Expenses	56	-
Telephone	3,153	2,953
Other Administrative Expense	5,125	3,551
TOTAL ADMINISTRATIVE EXPENSE	 31,548	42,309
Utilities		
Electricity	19,887	20,098
Fuel	8,177	9,677
Water and Sewer	15,713	11,613
Other Utility Expense	1,239	1,060
TOTAL UTILITY EXPENSE	 45,016	 42,448
<u>Maintenance</u>		
Custodial Supplies	72	318
Trash Removal	2,245	2,064
Snow Removal	10,153	10,951
Grounds/Landscaping	-	17
Elevator Repairs and Contract	3,718	5,045
Repairs (Materials)	37,829	17,218
Operation (Contract)	8,587	3,552
TOTAL MAINTENANCE EXPENSE	 62,604	 39,165
Depreciation	 16,421	 15,853
Interest - NHHFA Mortgage Note	 6,704	 6,921
General Expenses		
Real Estate Taxes	19,163	26,490
Payroll Taxes	516	1,273
Retirement Benefits	631	1,670
Workman's Compensation	385	915
Insurance	6,077	5,530
TOTAL GENERAL EXPENSES	 26,772	 35,878
TOTAL EXPENSES	\$ 189,065	\$ 182,574

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2021

Rental Operations		
Income		
Tenant Paid Rent	\$ 156,712	
HAP Rent Subsidy	13,973	
Total Rental Income	0.475	\$ 170,685
Service Income Interest Income	2,475	
Commercial Income		
Other Income	1,684	
Total Rental Operations Receipts		174,856
Expenses		174,050
Administrative	30,687	
Utilities	45,016	
Maintenance	65,664	
Interest - NHHFA Mortgage Note	6,704	
Interest - Other Notes	-	
General	26,772	
Other	-	
Total Rental Operations Disbursements		(174,843)
Cash Provided by Rental Operations		13
Amortization of Mortgage	6,312	
Cash Provided by Rental Operations		
After Debt Service		(6,299)
OTHER RECEIPTS		
	10 707	
Due to Management Agent Owner Advances	10,707	
Transfer from Restricted Cash Reserves	68,568	
and Escrows		
did Estrows		
		79.275
OTHER DISBURSEMENTS OR TRANSFERS		79,275
OTHER DISBURSEMENTS OR TRANSFERS Transfers to Restricted Cash Reserves	46,415	79,275
	46,415	79,275
Transfers to Restricted Cash Reserves	46,415	79,275
<u>Transfers to Restricted Cash Reserves</u> and Escrows <u>Purchase of Fixed Assets</u> <u>Repayment of Owner Advances</u>		79,275
<u>Transfers to Restricted Cash Reserves</u> <u>and Escrows</u> <u>Purchase of Fixed Assets</u> <u>Repayment of Owner Advances</u> <u>Other Partnership Expenses</u>	11,350	79,275
<u>Transfers to Restricted Cash Reserves</u> and Escrows <u>Purchase of Fixed Assets</u> <u>Repayment of Owner Advances</u>	11,350	79,275
<u>Transfers to Restricted Cash Reserves</u> <u>and Escrows</u> <u>Purchase of Fixed Assets</u> <u>Repayment of Owner Advances</u> <u>Other Partnership Expenses</u>	11,350	
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account	11,350	57,765
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash	11,350	57,765
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year	11,350	<u> </u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash	11,350	57,765
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year	11,350	<u> </u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Petty Cash	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable)	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable) Decorating Reserve	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable)	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable) Decorating Reserve	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable) Decorating Reserve	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable) Decorating Reserve Operating Reserve Other Reserve Total Petty Cash and Unrestricted Reserves	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>
Transfers to Restricted Cash Reserves and Escrows Purchase of Fixed Assets Repayment of Owner Advances Other Partnership Expenses Transfers to Tenant Security Deposit Account Net Increase or (Decrease) in Project Account Cash Project Account Cash Balance at Beginning of Year Project Account Cash Balance at End of Year Composition of Project Account Cash Balance at End of Year Petty Cash Unrestricted Reserve (if applicable) Decorating Reserve Operating Reserve Decorating Reserve Other Reserve	11,350	<u>57,765</u> <u>15,211</u> <u>15,319</u> <u>30,530</u>

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2020

SOURCE OF	F FUNDS		
Rental Operat	ions		
Income			
	Tenant Paid Rent	\$ 148,881	
	HAP Rent Subsidy	22,961	
<u>Total Rental I</u>			\$ 171,842
	Service Income	2,275	
	Interest Income	14	
	Commercial Income Other Income	1,466	
Total Dantal (Operations Receipts	1,400	175 507
	operations Receipts		175,597
Expenses	Administrative	45,446	
	Utilities	42,448	
	Maintenance	35,351	
	Interest - NHHFA Mortgage Note	6,921	
	Interest - Other Notes	-	
	General	35,878	
	Other	-	
Total Rental (Dperations Disbursements		(166,044)
	d by Rental Operations		9,553
Amortization	of Mortgage	6,095	
Cash Provide	d by Rental Operations		
	After Debt Service		3,458
OTHER RE	CEIPTS		
Due to Manag		(13,791)	
Owner Advar		-	
Transfer from	and Escrows	50,659	
	and Esclows		36,868
OTHER DIS	BURSEMENTS OR TRANSFERS		
Transfers to F	Restricted Cash Reserves	43,739	
	and Escrows		
Purchase of F		-	
	f Owner Advances		
	ship Expenses	-	
I ransfers to 1	Cenant Security Deposit Account	-	
			43,739
NT - T			(2,412)
	or (Decrease) in Project Account Cash		(3,413)
	<u>int Cash Balance at Beginning of Year</u> int Cash Balance at End of Year		<u>18,732</u> 15,319
rioject Accol	int Cash Balance at End of Tear		15,519
Composition	of Project Account Cash		
i	Balance at End of Year		15,319
Petty Cash			
TT 4 1 1			
Unrestricted I	Reserve (if applicable)		
	Decorating Reserve Operating Reserve		
	Other Reserve		
Total Petty C	ash and Unrestricted Reserves		-
Total Project	Account Cash		_
	<u>at End of Year</u>		\$ 15,319

SCHEDULE OF RESTRICTED CASH RESERVES AND ESCROWS

FOR THE YEAR ENDED JULY 31, 2021

Description of Fund	Beg	Balance ginning of <u>Period</u>	Tı Op	eposits cansfers From erations .ccount		nterest Earned	Tra Op	thdrawals unsfers to perations account	Balance End of <u>Period</u>
Restricted Accounts:									
Insurance Escrow	\$	2,791	\$	7,840	\$	7	\$	7,727	\$ 2,911
Tax Escrow		8,531		28,375		21		31,699	5,228
Replacement Reserve		40,591		10,200		63		29,142	21,712
Operating Reserve		79,253		-		120		-	79,373
Total Restricted Cash Reserves and Escrows SCH	\$ HEDI	131,166 ULE OF SU			\$ CAL	211 CULATIO	\$ DN	68,568	\$ 109,224
NET LOSS									\$ (13,998)
ADD: DEPRECIATION									16,421
DEDUCT REQUIRED PRINCI	PAL	REPAYM	ENTS	5					6,312
DEDUCT REQUIRED PAYMENTS TO									
REPLACEMENT RESERVES							10,200		
ADD/DEDUCT NHHFA APPROVED ITEMS Repair and Maintenance Expenses Reimbursed Through Replacement Reserves						 29,142			
SURPLUS CASH (DEFICIT)							\$ 15,053		

YEAR-TO-DATE COMPILATION OF OWNERS' FEE/DISTRIBUTION

FOR THE YEAR ENDED JULY 31, 2021

YEAR	UM ALLOWABLE <u>STRIBUTION</u>	RIBUTION <u>CEIVED</u>	<u>B</u>	<u>ALANCE</u>
12/31/2001	\$ 243,855	\$ 	\$	243,855
12/31/2002	\$ 243,855	\$ _	\$	487,710
12/31/2003	\$ 243,855	\$ 5,895	\$	725,670
12/31/2004	\$ 243,855	\$ 7,200	\$	962,325
12/31/2005	\$ 243,855	\$ _	\$	1,206,180
12/31/2006	\$ 243,855	\$ 6,120	\$	1,443,915
12/31/2007	\$ 243,855	\$ -	\$	1,687,770
12/31/2008	\$ 243,855	\$ -	\$	1,931,625
12/31/2009	\$ 243,855	\$ -	\$	2,175,480
12/31/2010	\$ 243,855	\$ -	\$	2,419,335
12/31/2011	\$ 243,855	\$ -	\$	2,663,190
12/31/2012	\$ 243,855	\$ -	\$	2,907,045
12/31/2013	\$ 243,855	\$ 7,200	\$	3,143,700
12/31/2014	\$ 243,855	\$ -	\$	3,387,555
12/31/2015	\$ 243,855	\$ -	\$	3,631,410
7/31/2016	\$ 142,249	\$ -	\$	3,773,659
7/31/2017	\$ 243,855	\$ -	\$	4,017,514
7/31/2018	\$ 243,855	\$ -	\$	4,261,369
7/31/2019	\$ 243,855	\$ -	\$	4,505,224
7/30/2020	\$ 243,855	\$ -	\$	4,749,079
7/30/2021	\$ 243,855	\$ -	\$	4,992,934

STATEMENTS OF FINANCIAL POSITION

JULY 31, 2021 AND 2020

ASSETS		
	2021	2020
CURRENT ASSETS Cash - Operations Prepaid Expenses Total Current Assets	\$ 17,999 9,077 27,076	\$ 19,889 9,178 29,067
DEPOSITS HELD IN TRUST, FUNDED Tenant Security Deposits	16,746	16,316
RESTRICTED DEPOSITS AND FUNDED RESERVES Replacement Reserve Operating Reserve Tax Escrow Total Restricted Deposits and Funded Reserves	99,929 70,015 <u>6,552</u> <u>176,496</u>	84,264 69,966 6,548 160,778
RENTAL PROPERTY Land Building and Building Improvements Total Rental Property Less Accumulated Depreciation Net Rental Property	176,000 1,157,330 1,333,330 153,032 1,180,298	176,000 1,157,330 1,333,330 121,276 1,212,054
TOTAL ASSETS	\$ 1,400,616	\$ 1,418,215
LIABILITIES AND NET ASSETS	5	
CURRENT LIABILITIES Accounts Payable Accrued Expenses Total Current Liabilities	\$ 2,203 1,081 3,284	\$ 2,908 714 3,622
DEPOSIT LIABILITIES Tenant Security Deposit Liability	16,763	16,332
LONG-TERM LIABILITIES Due to Affiliate Mortgage Loan Payable, Net of Current Portion Total Long-Term Liabilities Total Liabilities	49,710 <u>1,170,000</u> <u>1,219,710</u> 1,239,757	45,834 1,170,000 1,215,834 1,235,788
	i	
NET ASSETS WITHOUT DONOR RESTRICTIONS TOTAL LIABILITIES AND NET ASSETS	160,859 \$ 1,400,616	182,427 \$ 1,418,215

STATEMENTS OF ACTIVITIES

	2021		2020	
RENTAL OPERATIONS				
Income				
Tenant Rental Income	\$	206,568	\$	209,157
Laundry Income		1,527		1,355
Other Income		-		150
Interest Income - Unrestricted		15		21
Interest Income - Restricted		118		124
Total Income		208,228		210,807
Expenses (See Schedule)				
Administrative		53,312		60,452
Utilities		61,643		59,251
Maintenance		48,666		66,329
Depreciation		31,755		31,397
General Expenses		34,420		32,437
Total Expenses		229,796		249,866
CHANGE IN NET ASSETS		(21,568)		(39,059)
NET ASSETS - BEGINNING OF YEAR		182,427		221,486
NET ASSETS - END OF YEAR	\$	160,859	\$	182,427

SCHEDULES OF RENTAL OPERATIONS EXPENSES

EXPENSES:	2021		2020
Administrative			
Advertising	\$ -	\$	25
Management Fees	17,688		17,688
Salaries and Wages	27,751		28,918
Fringe Benefits	3,582		8,636
Legal Expenses	20		446
Telephone	1,446		1,352
Other Administrative Expense	2,825		3,387
TOTAL ADMINISTRATIVE EXPENSE	53,312		60,452
<u>Utilities</u>			
Electricity	33,466		32,400
Fuel	14,900		15,602
Water and Sewer	11,865		10,067
Other Utility Expense	 1,412	_	1,182
TOTAL UTILITY EXPENSE	61,643		59,251
<u>Maintenance</u>			
Custodial Supplies	1,115		689
Trash Removal	2,862		2,617
Snow Removal	7,971		4,170
Elevator Repairs and Contract	6,238		6,047
Repairs (Materials)	26,098		48,763
Repairs (Contract)	 4,382		4,043
TOTAL MAINTENANCE EXPENSE	 48,666		66,329
Depreciation	 31,755		31,397
General Expenses			
Real Estate Taxes	22,098		20,974
Payroll Taxes	2,121		2,225
Workman's Compensation	1,120		827
Retirement Benefits	645		-
Insurance	8,436		8,411
TOTAL GENERAL EXPENSES	34,420		32,437
TOTAL EXPENSES	\$ 229,796	\$	249,866

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2021

Rental Operati	ons		
Income			
	Tenant Paid Rent	\$ 186,697	
	HAP Rent Subsidy	19,871	
<u>Total Rental Ir</u>			\$ 206,568
	Service Income	1,527	
	Interest Income Commercial Income	15	
	Other Income		
	Operations Receipts		208,110
Expenses			
	Administrative	52,844	
	Utilities	61,643	
	Maintenance	49,371	
	Interest - NHHFA Mortgage Note Interest - Other Notes		
	General	34,420	
	Other	-	
T-4-1 D4-1 C		·	(109.279)
	Decrations Disbursements I by Rental Operations		<u>(198,278)</u> 9,832
Amortization of		_	9,032
	I by Rental Operations		
Cushi i tovided	After Debt Service		9,832
			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
OTHER REC	CEIPTS		
Due to Manag	ement Agent	3,876	
Owner Advan			
	Restricted Cash Reserves		
	and Escrows	-	
			3,876
OTHER DIS	BURSEMENTS OR TRANSFERS		
Transfers to R	estricted Cash Reserves	15,600	
	and Escrows	,	
Purchase of Fi	xed Assets	-	
Repayment of	Owner Advances	-	
Other Partners	hip Expenses	-	
Transfers to T	enant Security Deposit Account	(2)	
			15,598
			10,000
Net Increase o	r (Decrease) in Project Account Cash		(1,890)
	nt Cash Balance at Beginning of Year		19,889
	nt Cash Balance at End of Year		17,999
			<u> </u>
Composition of	of Project Account Cash		
	Balance at End of Year		17,999
			_
Petty Cash			
Linnatuiatad D	lasarya (if ampliaghla)		
<u>Omesurcied R</u>	<u>Leserve (if applicable)</u> Decorating Reserve	_	
	Operating Reserve		
	Other Reserve	-	
Total Petty Ca	sh and Unrestricted Reserves		-
¥			
Total Project A	Account Cash		
	<u>at End of Year</u>		\$ 17,999

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2020

Rental Operations		
Income		
Tenant Paid Rent	\$ 180,736	
HAP Rent Subsidy	28,421	
Total Rental Income	1 255	\$ 209,157
Service Income	1,355	
Interest Income Commercial Income		
Other Income	150	
		210 682
Total Rental Operations Receipts		210,683
Expenses Administrative	62 467	
Utilities	<u>62,467</u> 59,251	
Maintenance	64,776	
Interest - NHHFA Mortgage Note	-	
Interest - Other Notes		
General	32,437	
Other	-	
Total Rental Operations Disbursements		(218,931)
Cash Provided by Rental Operations		(8,248)
Amortization of Mortgage	-	
Cash Provided by Rental Operations		
After Debt Service		(8,248)
OTHER RECEIPTS		
Due to Management Agent	217	
Owner Advances	-	
Transfer from Restricted Cash Reserves	112,474	
and Escrows	-	
OTHER DISBURSEMENTS OR TRANSFERS		112,691
Transfers to Restricted Cash Reserves	15,600	
and Escrows	15,000	
Purchase of Fixed Assets	-	
Repayment of Owner Advances	85,955	
Other Partnership Expenses	-	
Transfers to Tenant Security Deposit Account	-	
		101,555
Net Increase or (Decrease) in Project Account Cash		2,888
Project Account Cash Balance at Beginning of Year		17,001
Project Account Cash Balance at End of Year		19,889
Composition of Project Account Cash		10,000
Balance at End of Year		19,889
Petty Cash	_	
Unrestricted Reserve (if applicable)		
Decorating Reserve	-	
Operating Reserve	-	
Other Reserve	-	
Total Petty Cash and Unrestricted Reserves		
Total Project Account Cash		¢ 10.000
at End of Year		\$ 19,889

SCHEDULE OF RESTRICTED CASH RESERVES AND ESCROWS

FOR THE YEAR ENDED JULY 31, 2021

Description of Fund	Beg	Balance ginning of <u>Period</u>	Tı Op	eposits ransfers From erations ccount		Interest Earned	Trans Oper	drawals sfers to rations count	Balance End of <u>Period</u>
Restricted Accounts:									
Tax Escrow	\$	6,548	\$	-	\$	4	\$	-	\$ 6,552
Replacement Reserve		84,264		15,600		65		-	99,929
Operating Reserve		69,966		-		49		-	 70,015
Total Restricted Cash Reserves and Escrows SCH	\$ IED	160,778 ULE OF SU	\$ JRPL	15,600 US CASH	\$ CAI	118 LCULATIO	\$ DN	-	\$ 176,496
		J	IULY	31, 2021					
NET LOSS									\$ (21,568)
ADD: DEPRECIATION									31,755
DEDUCT REQUIRED PRINCI	PAL	REPAYM	ENTS	5					-
DEDUCT REQUIRED PAYME	NTS	5 ТО							
REPLACEMENT RESERVES							15,600		
ADD/DEDUCT NHHFA APPROVED ITEMS Repair and Maintenance Expenses Reimbursed Through Replacement Reserves							 -		
SURPLUS CASH (DEFIC	CIT)								\$ (5,413)

STATEMENTS OF FINANCIAL POSITION

JULY 31, 2021 AND 2020

ASSETS		
	2021	2020
CURRENT ASSETS Cash - Operations Prepaid Expenses	\$ 80,916 7,851	\$ 100,810 7,936
Total Current Assets	88,767	108,746
DEPOSITS HELD IN TRUST, FUNDED		
Tenant Security Deposits	15,517	14,871
RESTRICTED DEPOSITS AND FUNDED RESERVES		
Replacement Reserve	180,572	153,325
Operating Reserve	67,945	67,842
Tax Escrow	6,707	5,927
Insurance Escrow	3,046	3,480
Total Restricted Deposits and Funded Reserves	258,270	230,574
RENTAL PROPERTY		
Land	211,000	211,000
Building and Building Improvements	907,200	907,200
Total Rental Property	1,118,200	1,118,200
Less Accumulated Depreciation	75,935	52,355
Net Rental Property	1,042,265	1,065,845
TOTAL ASSETS	\$ 1,404,819	\$ 1,420,036
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Current Portion of Mortgage Loan Payable	\$ 17,642	\$ 16,453
Accounts Payable	2,214	370
Accrued Expenses	38	-
Total Current Liabilities	19,894	16,823
DEPOSIT LIABILITIES		
Tenant Security Deposit Liability	15,467	14,822
LONG-TERM LIABILITIES		
Due to Affiliate	94,862	133,513
Mortgage Loan Payable, Net of Current Portion	851,614	869,248
Total Long-Term Liabilities	946,476	1,002,761
Total Liabilities	981,837	1,034,406
NET ASSETS WITHOUT DONOR RESTRICTIONS	422,982	385,630
TOTAL LIABILITIES AND NET ASSETS	\$ 1,404,819	\$ 1,420,036

STATEMENTS OF ACTIVITIES

	2021	2020
RENTAL OPERATIONS		
Income		
Tenant Rental Income	\$ 266,018	\$ 250,537
Laundry Income	2,670	2,545
Other Income	1,290	1,084
Interest Income - Unrestricted	53	68
Interest Income - Restricted	370	2,320
Total Income	270,401	256,554
Expenses (See Schedule)		
Administrative	29,567	44,581
Utilities	34,566	33,892
Maintenance	89,326	68,243
Depreciation	23,580	23,580
Interest - NHHFA Mortgage Note	23,473	24,582
General Expenses	32,537	34,005
Total Expenses	233,049	228,883
CHANGE IN NET ASSETS	37,352	27,671
NET ASSETS - BEGINNING OF YEAR	385,630	357,959
NET ASSETS - END OF YEAR	\$ 422,982	\$ 385,630

SCHEDULES OF RENTAL OPERATIONS EXPENSES

EXPENSES:	2021	2020
Administrative		
Advertising	\$	\$ 150
Management Fees	18,000	18,000
Salaries and Wages	1,909	16,085
Fringe Benefits	104	4,911
Legal Expenses	284	-
Telephone	2,372	2,299
Other Administrative Expense	6,873	3,136
TOTAL ADMINISTRATIVE EXPENSE	29,567	44,581
<u>Utilities</u>		
Electricity	20,810	20,299
Fuel	7,886	9,276
Water and Sewer	4,339	2,425
Other Utility Expense	1,531	1,892
TOTAL UTILITY EXPENSE	34,566	33,892
Maintenance		
Custodial Supplies	-	121
Trash Removal	2,789	3,170
Snow Removal	28,761	21,724
Repairs (Materials)	37,218	43,228
Repairs (Contract)	20,558	-
TOTAL MAINTENANCE EXPENSE	89,326	68,243
Depreciation	23,580	23,580
Interest - NHHFA Mortgage Note	23,473	24,582
<u>General Expenses</u>		
Real Estate Taxes	26,926	26,673
Payroll Taxes	146	1,237
Workman's Compensation	105	788
Retirement benefits	144	276
Insurance	5,216	5,031
TOTAL GENERAL EXPENSES	32,537	34,005
TOTAL EXPENSES	\$ 233,049	\$ 228,883

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2021

SOURCE OF	FUNDS		
Rental Operat	ions		
Income			
	Tenant Paid Rent	\$ 123,489	
	HAP Rent Subsidy	142,529	
<u>Total Rental I</u>	ncome Service Income	2 (70	\$ 266,018
	Service Income	2,670	
	Commercial Income		
	Other Income	1,290	
Total Rental (Operations Receipts		270,031
Expenses	• • •		<u> </u>
_	Administrative	29,444	
	Utilities	34,566	
	Maintenance	87,482	
	Interest - NHHFA Mortgage Note	23,473	
	Interest - Other Notes General	32,537	
	Other		
Total Rental (Operations Disbursements		(207,502)
	1 by Rental Operations		62,529
Amortization		16,445	
Cash Provideo	1 by Rental Operations		
	After Debt Service		46,084
OTHER REG	CEIPTS		
Due to Manag	rement Agent	-	
Owner Advan			
	Restricted Cash Reserves	32,642	
	and Escrows	-	
OTHER DIS	BURSEMENTS OR TRANSFERS		32,642
Transfers to R	Lestricted Cash Reserves	59,968	
	and Escrows	• • • • • •	
Purchase of F		-	
	Owner Advances	38,651	
	ship Expenses	1	
Transfers to T	enant Security Deposit Account	-	
			98,620
Net Increase of	or (Decrease) in Project Account Cash		(19,894)
	int Cash Balance at Beginning of Year		100,810
Project Accou	unt Cash Balance at End of Year		80,916
C:+:	- C During to A second Cash		
<u>Composition</u>	<u>of Project Account Cash</u> Balance at End of Yea <u>r</u>		80,916
Petty Cash			
Unrestricted I	Reserve (if applicable)		
	Decorating Reserve	-	
	Operating Reserve	-	
	Other Reserve		
Total Petty C:	ash and Unrestricted Reserves		-
Total Project	Account Cash		
	<u>at End of Year</u>		\$ 80,916

SCHEDULE OF RECEIPTS AND DISBURSEMENTS PROJECT OPERATING ACCOUNT

FOR THE YEAR ENDED JULY 31, 2020

SOURCE OF	FUNDS		
Rental Operation	ions		
Income			
	Tenant Paid Rent	\$ 113,921	
	HAP Rent Subsidy	136,616	
<u>Total Rental I</u>			\$ 250,537
	Service Income	2,545	
	Interest Income	68	
	Commercial Income Other Income	- 1.094	
T 1 D 1 C		1,084	054.004
	Operations Receipts		254,234
Expenses		16 202	
	Administrative	46,393	
	Utilities Maintenance	33,892 72,113	
	Interest - NHHFA Mortgage Note	24,582	
	Interest - Other Notes	-	
	General	34,005	
	Other	-	
Total Rental C	Operations Disbursements		(210,985)
	1 by Rental Operations		43,249
Amortization		15,337	
	l by Rental Operations		
	After Debt Service		27,912
OTHER REC	CEIPTS		
Due to Manag	ement Agent	-	
Owner Advan	ces	-	
Transfer from	Restricted Cash Reserves	37,340	
	and Escrows	-	
OTHED DIG	DUDCEMENTS OD TDANSFEDS		37,340
	BURSEMENTS OR TRANSFERS		
Transfers to R	estricted Cash Reserves	58,154	
	and Escrows		
Purchase of Fi		-	
	Owner Advances	(2,081)	
Other Partners	enant Security Deposit Account	(1)	
	enant security Deposit Account		
			56,072
			0.100
	or (Decrease) in Project Account Cash nt Cash Balance at Beginning of Year		<u>9,180</u> 91,630
	nt Cash Balance at End of Year		100,810
<u>1 Toject Accou</u>	in easi barance at End of Tear		100,010
Composition of	of Project Account Cash		
i	Balance at End of Year		100,810
Petty Cash		-	
Unrestricted R	teserve (if applicable)		
	Decorating Reserve	-	
	Operating Reserve		
	Other Reserve	-	
Total Petty Ca	sh and Unrestricted Reserves		_
<u>10mii cuy Ca</u>	and one option of the option o		
Total Project	Account Cash		
	at End of Year		\$ 100,810

SCHEDULE OF RESTRICTED CASH RESERVES AND ESCROWS

FOR THE YEAR ENDED JULY 31, 2021

Description of Fund	Balance Beginning of <u>Period</u>		<u>Deposits</u> Transfers From Operations <u>Account</u>		Interest <u>Earned</u>		<u>Withdrawals</u> Transfers to Operations <u>Account</u>		Balance End of <u>Period</u>	
Restricted Accounts:										
Insurance Escrow	\$	3,480	\$	5,219	\$	7	\$	5,660	\$	3,046
Tax Escrow		5,927		27,749		13		26,982		6,707
Replacement Reserve		153,325		27,000		247		-		180,572
Operating Reserve		67,842		-		103		-		67,945
Total Restricted Cash Reserves and Escrows SCH	\$	230,574 ULE OF SU		59,968 US CASH 31, 2021	\$ CAL	370 CULATIC	\$ DN	32,642	\$	258,270
NET INCOME								\$	37,352	
ADD: DEPRECIATION										23,580
DEDUCT REQUIRED PRINCIPAL REPAYMENTS										16,445
DEDUCT REQUIRED PAYMENTS TO										
REPLACEMENT RESERVES									27,000	
ADD/DEDUCT NHHFA APPROVED ITEMS Repair and Maintenance Expenses Reimbursed Through Replacement Reserves										
SURPLUS CASH (DEFICIT)							\$	17,487		

YEAR-TO-DATE COMPILATION OF OWNERS' FEE/DISTRIBUTION

FOR THE YEAR ENDED JULY 31, 2021

YEAR	MAXIMUM ALLOWABLE <u>DISTRIBUTION</u>		DISTRIBUTION <u>RECEIVED</u>		BALANCE		
12/31/2003	\$	113,850	\$		\$	113,850	
12/31/2004	\$	113,850	\$	-	\$	227,700	
12/31/2005	\$	113,850	\$	-	\$	341,550	
12/31/2006	\$	113,850	\$		\$	455,400	
12/31/2007	\$	113,850	\$	-	\$	569,250	
12/31/2008	\$	113,850	\$	-	\$	683,100	
12/31/2009	\$	113,850	\$	-	\$	796,950	
12/31/2010	\$	113,850	\$	-	\$	910,800	
12/31/2011	\$	113,850	\$	-	\$	1,024,650	
12/31/2012	\$	113,850	\$		\$	1,138,500	
12/31/2013	\$	113,850	\$	-	\$	1,252,350	
12/31/2014	\$	113,850	\$	-	\$	1,366,200	
12/31/2015	\$	113,850	\$	-	\$	1,480,050	
12/30/2016	\$	113,850	\$	-	\$	1,593,900	
12/30/2017	\$	113,850	\$	_	\$	1,707,750	
7/31/2018	\$	66,413	\$	-	\$	1,774,163	
7/31/2019	\$	113,850	\$	-	\$	1,888,013	
7/30/2020	\$	113,850	\$		\$	2,001,863	
7/30/2021	\$	113,850	\$		\$	2,115,713	