

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED
DECEMBER 31, 2017

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Augusta Homes

We have audited the accompanying consolidated financial statements of Augusta Homes (a California non-profit organization), which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Augusta Homes as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary schedules, listed in the accompanying table of contents, are presented for purposes of additional analysis and are not required parts of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Ornst & Schelsky, LLP

Long Beach, California
June 28, 2018

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2017

ASSETS

Current Assets

| | |
|---|------------------|
| Cash | \$ 2,645,122 |
| Accounts receivable | 132,687 |
| Cash and cash equivalents with fiscal agent | 6,655,097 |
| Prepaid expenses | 17,414 |
| Total Current Assets | <u>9,450,320</u> |

Non-Current Assets

| | |
|-------------------------------|-------------------|
| Property and equipment, net | 41,841,246 |
| Investments with fiscal agent | 1,010,960 |
| Other deposits | 549 |
| Total Non-Current Assets | <u>42,852,755</u> |

| | |
|--------------|----------------------|
| TOTAL ASSETS | <u>\$ 52,303,075</u> |
|--------------|----------------------|

LIABILITIES AND NET ASSETS

Current Liabilities

| | |
|-------------------------------------|------------------|
| Accounts payable | \$ 60,599 |
| Accrued liabilities | 48,766 |
| Deferred revenue | 18,993 |
| Current portion of accrued interest | 424,361 |
| Security deposits | 71,120 |
| Current portion of notes payable | 845,000 |
| Total Current Liabilities | <u>1,468,839</u> |

Non-Current Liabilities

| | |
|---|--------------------|
| Notes payable, net of current portion- principal amount | 44,273,971 |
| Less unamortized discount and debt issuance costs | <u>(1,564,875)</u> |
| Notes payable less unamortized discount and debt issuance costs | 42,709,096 |
| Accrued interest, net of current portion | 232,186 |
| Total Non-Current Liabilities | <u>42,941,282</u> |

| | |
|-------------------|-------------------|
| Total Liabilities | <u>44,410,121</u> |
|-------------------|-------------------|

Net Assets

| | |
|------------------|------------------|
| Unrestricted | <u>7,892,954</u> |
| Total Net Assets | <u>7,892,954</u> |

| | |
|----------------------------------|----------------------|
| TOTAL LIABILITIES AND NET ASSETS | <u>\$ 52,303,075</u> |
|----------------------------------|----------------------|

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

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2017

REVENUE

| | |
|-------------------------------|--------------|
| Rental income | \$ 6,285,251 |
| Utilities | 1,336,369 |
| Tenant services and misc. | 92,745 |
| Non-operating management fees | 200,568 |
| Interest | 57,406 |
| | <hr/> |
| TOTAL REVENUE | 7,972,339 |

EXPENSES

| | |
|---|--------------|
| Program Services | |
| Administrative (property and asset management services and other) | 1,171,842 |
| Utilities | 1,292,769 |
| Operating and maintenance | 404,909 |
| Taxes, insurance, and licenses | 158,384 |
| Interest | 2,302,078 |
| Depreciation | 408,463 |
| | <hr/> |
| Total Program Services | 5,738,445 |
| Corporate Administration | |
| Professional services | 912,509 |
| Other expenses | 364,116 |
| | <hr/> |
| Total Corporate Administration | 1,276,625 |
| | <hr/> |
| TOTAL EXPENSES | 7,015,070 |
| | <hr/> |
| INCREASE IN UNRESTRICTED NET ASSETS | 957,269 |
| | <hr/> |
| BEGINNING UNRESTRICTED NET ASSETS | 6,935,685 |
| | <hr/> |
| ENDING UNRESTRICTED NET ASSETS | \$ 7,892,954 |

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

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2017

CASH FLOWS FROM OPERATING ACTIVITIES

| | |
|---|------------------|
| Increase in unrestricted net assets | \$ 957,269 |
| Adjustments to reconcile increase in net assets to net cash provided by operating activities | |
| Depreciation | 408,463 |
| Amortization of debt issuance costs | 128,012 |
| Gain on sale of assets | (1,123) |
| (Increase) decrease in: | |
| Accounts receivable | (48,432) |
| Advances | 700 |
| Prepaid expenses | (1,187) |
| Increase (decrease) in: | |
| Accounts payable | (90,676) |
| Accrued liabilities | 13,539 |
| Deferred revenue | (105,421) |
| Accrued interest | 47,443 |
| Security deposits | <u>(29,412)</u> |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | <u>1,279,175</u> |

CASH FLOWS FROM INVESTING ACTIVITIES

| | |
|---------------------------------------|------------------|
| Proceeds from sales of capital assets | 41,110 |
| Purchase of capital assets | <u>(403,095)</u> |
| NET CASH USED BY INVESTING ACTIVITIES | <u>(361,985)</u> |

CASH FLOWS FROM FINANCING ACTIVITIES

| | |
|---------------------------------------|------------------|
| Principal payments of notes payable | <u>(809,281)</u> |
| NET CASH USED BY FINANCING ACTIVITIES | <u>(809,281)</u> |

INCREASE IN CASH AND CASH EQUIVALENTS

107,909

BEGINNING CASH AND CASH EQUIVALENTS

9,192,310

ENDING CASH AND CASH EQUIVALENTS

\$ 9,300,219

RECONCILIATION TO CONSOLIDATED
STATEMENT OF FINANCIAL POSITION

| | |
|---|----------------------------|
| Cash | \$ 2,645,122 |
| Cash and cash equivalents with fiscal agent | <u>6,655,097</u> |
| TOTAL CASH AND CASH EQUIVALENTS | <u><u>\$ 9,300,219</u></u> |

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

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Nature of Business

Augusta Homes is a non-profit public benefit corporation organized in February of 1999 to assist governmental entities in providing and maintaining affordable housing projects through the acquisition and operation of mobile home parks located in California. Augusta Homes' mission is to acquire, rehabilitate and operate mobile home parks for the benefit of very low and low income persons in need of affordable, decent, safe and sanitary housing.

In July of 2011, Villa Del Arroyo Moorpark, LLC (VDAM LLC) was created. Augusta Homes is the sole member of VDAM LLC. VDAM LLC holds two projects: Villa Del Arroyo Mobile Home Park and Mooney Grove Mobile Home Park.

In August of 2012, Augusta Communities LLC (AC LLC) was created. Augusta Homes is the sole member of AC LLC. AC LLC holds four projects: Hacienda Mobile Home Park, Monterey Manor Mobile Home Park, Valley View Mobile Home Park, and Villa Montclair Mobile Home Park.

The primary sources of revenue are rental income, utilities, and other tenant services.

Principles of Consolidation

The consolidated financial statements include the accounts of Augusta Homes, AC LLC, and VDAM LLC. Collectively the entities are referred to as "the Organization" or "the Organizations" throughout these notes. Significant intra-entity accounts and transactions have been eliminated in consolidation.

Financial Statement Presentation

The Organization reports information regarding its financial position and activities according to classes of net assets. Unrestricted net assets have no donor restrictions and may be used for any purpose consistent with the Organization's mission. As of December 31, 2017 all of the Organization's net assets are unrestricted.

Method of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers all unrestricted cash and highly liquid debt investments with an original maturity of 90 days or less to be cash.

Cash and Investments Held with Fiscal Agent

A portion of the Organization's funds is held by the Trustee retained by the City of Moorpark, California and by the Independent Cities Finance Authority, Lancaster, California. These funds have been invested in interest bearing money market accounts and long-term guaranteed investment contracts.

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Deferred Revenue

The Organization recognizes rental payments from tenants received for the next month of services as deferred revenue.

Management Estimates

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

Income Taxes

The Organization is exempt from Federal income and California franchise taxes under Section 501(c)(3) of the Internal Revenue Code and corresponding California provisions. Accordingly, no provision for income taxes has been recorded in the financial statements. The Organization annually files Form 990, 199, and RRF-1 with the appropriate agencies. The Organization has also been classified as an entity that is not a private foundation within the meaning of Section 509(a).

The Organization has adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 740 that clarifies the accounting for uncertainty in tax positions taken or expected to be taken on a tax return and provides that the tax effects from an uncertain tax position can be recognized in the financial statements only if, based on its merits, the position is more likely than not to be sustained on audit by the taxing authorities. Management believes that all tax positions taken to date are highly certain and, accordingly, no accounting adjustment has been made to the financial statements.

The Organization's Federal informational tax returns for the years ended December 31, 2015, 2016, and 2017 are open to audit by the Federal authorities. California State informational returns for the years ended December 31, 2014, 2015, 2016, and 2017 are open to audit by State authorities.

Property and Equipment

Property and equipment are recorded at cost. Property consists primarily of land, community buildings, onsite manager residences, recreation facilities, and utility connections. Depreciation expense is calculated on the straight-line method over the following estimated useful lives:

| | <u>Years</u> |
|----------------------------------|--------------|
| Furniture and equipment | 5-10 |
| Playground | 10 |
| Park manager residences | 15 |
| Rental units | 27.5 |
| Buildings and improvements | 30 |
| Street and sidewalk improvements | 30 |
| Land improvements | 30 |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Property and Equipment (continued)

Repairs and maintenance, which do not extend the useful lives of the assets, are charged to operations when incurred. Expenditures for furniture and equipment, playground, employee homes, park owned homes, buildings and improvements, street and sidewalk improvements, and land improvements that exceed \$3,000 are capitalized. When equipment is sold or otherwise disposed of, the related cost and accumulated depreciation are removed from the respective accounts, and any gain or loss is included in income.

Loan Costs

Loan costs are amortized using the straight-line method over 30 and 35 years (based on the term of the notes/bonds).

Concentration of Credit Risk

The Organization's cash and cash equivalents are maintained in various banks and financial institutions. The Organization has exposure to credit risk to the extent that its cash and cash equivalents exceed amounts covered by federal deposit insurance (FDIC) up to \$250,000. At times, the Organization maintains cash balances in excess of the federally insured amounts.

Fair Value of Financial Instruments

The Organization determines the fair market values of certain financial instruments based on the fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value.

The following provides a summary of the hierarchical levels used to measure fair value:

Level 1 – Quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2 – Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 – Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

The Organization used quoted market prices to determine fair value of the money market investments and contract values as provided by the counterparty to estimate fair value of the guaranteed investment contracts.

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Recent Accounting Pronouncements

Effective for the year ended December 31, 2017, the Organization has adopted FASB Accounting Standards Update 2015-03, Simplifying the Presentation of Debt Issuance Costs. Under these provisions, the Organization is required to report debt issuance costs as a direct reduction of the underlying debt and report the amortization of the debt issuance costs as a component of interest expense.

NOTE 2 – PROPERTY AND EQUIPMENT

The acquisition and rehabilitation of the projects were financed with notes and bonds payable from the Independent Cities Financing Authority, the City of Moorpark, California and the City of Montclair Housing Authority as described in Note 5.

Property and equipment at December 31, 2017 consisted of the following:

| | Balance at January 1, 2017 | Additions (Subtractions) | Balance at December 31, 2017 |
|----------------------------------|-------------------------------|-----------------------------|---------------------------------|
| Land | \$ 34,900,830 | \$ - | \$ 34,900,830 |
| Buildings and improvements | 8,853,131 | 76,666 | 8,929,797 |
| Furniture and equipment | 788,760 | 12,442 | 801,202 |
| Land improvements | 962,612 | 19,141 | 981,753 |
| Street and sidewalk improvements | 759,000 | 35,680 | 794,680 |
| Playground | 63,237 | - | 63,237 |
| Park manager residences | 226,918 | 24,556 | 251,474 |
| Sewer system | 48,219 | - | 48,219 |
| Electric system | 16,570 | - | 16,570 |
| Gas system | 21,621 | - | 21,621 |
| Pool improvements | 143,341 | - | 143,341 |
| Automobiles and trucks | 24,689 | - | 24,689 |
| Street lights | 64,356 | - | 64,356 |
| Construction in progress | 38,605 | 39,847 | 78,452 |
| Rental Units | 201,451 | 154,776 | 356,227 |
| Total property and equipment | <u>47,113,340</u> | <u>363,108</u> | <u>47,476,448</u> |
| Buildings and improvements | (3,798,290) | (301,055) | (4,099,345) |
| Furniture and equipment | (736,377) | (8,877) | (745,254) |
| Land improvements | (238,055) | (59,506) | (297,561) |
| Street and sidewalk improvements | (157,845) | - | (157,845) |
| Playground | (57,648) | (308) | (57,956) |
| Park manager residences | (157,486) | (11,905) | (169,391) |
| Sewer system | (9,877) | (1,608) | (11,485) |
| Electric system | (1,930) | (552) | (2,482) |
| Gas system | (11,289) | (720) | (12,009) |
| Pool improvements | (29,786) | (8,338) | (38,124) |
| Automobiles and trucks | (13,671) | (3,206) | (16,877) |
| Street lights | (4,144) | (2,146) | (6,290) |
| Rental Units | (10,341) | (10,242) | (20,583) |
| Total accumulated depreciation | <u>(5,226,739)</u> | <u>(408,463)</u> | <u>(5,635,202)</u> |
| Net property and equipment | <u>\$ 41,886,601</u> | <u>\$ (45,355)</u> | <u>\$ 41,841,246</u> |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 2 – PROPERTY AND EQUIPMENT (continued)

Depreciation expense for the year ended December 31, 2017 was \$408,463.

NOTE 3 – CASH AND INVESTMENTS WITH FISCAL AGENT

At December 31, 2017, funds held by the Trustee in designated funds are reflected as cash and investments with fiscal agent in the accompanying consolidated statement of financial position which represents a portion of the proceeds from the notes payable. Funds may be withdrawn according to provisions contained in the loan and indenture section of the trust agreements.

The investments are shown at fair value as estimated by the Trustee. The Organization uses fair value measurements to record fair value adjustment to certain assets and liabilities and to determine fair value disclosures. For more information on how the Organization measures fair value, refer to Note 1.

| | <u>Fair Value</u> |
|---|---------------------|
| First American Treasury Obligations Fund (Level 1) | \$ 6,655,097 |
| Guaranteed Investment Contract Natixis Funding Corporation (interest rate of 3.17%, maturity date of May 15, 2041) (Level 3) | 1,010,960 |
| | <u>\$ 7,666,057</u> |

The Organization records cash and investments with fiscal agent at fair value on a recurring basis. The following table presents changes in the Organization's Level 3 investment assets measured at fair value on a recurring basis for the year ending December 31, 2017. The Organization did not have any liabilities measured at fair value on a recurring basis as of December 31, 2017.

| | |
|----------------------------|---------------------|
| Level 3 Assets: | |
| Balance, Beginning of Year | \$ 1,010,960 |
| Interest income | 33,468 |
| Sales and transfers | (33,468) |
| Balance, End of Year | <u>\$ 1,010,960</u> |

There were no gains or losses for the year ended December 31, 2017 included in changes in net assets attributable to the changes in unrealized gains or losses relating to assets held at the end of the reporting period.

Investment return on Guaranteed Investment Contract investments is summarized as follows:

| | |
|-------------------------|------------------|
| Interest | \$ 33,468 |
| Total investment income | <u>\$ 33,468</u> |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 4 – NOTES PAYABLE

Notes payable consisted of the following as of December 31, 2017:

| | <u>Principal</u> | <u>Unamortized Discount and Debt Issuance Costs</u> | <u>Total</u> |
|--|----------------------|---|----------------------|
| Independent Cities Finance Authority Mobile Home Park Revenue Refunding Bonds Series 2012A & 2012B (AC Mobile Home Park Pool) | \$ 18,910,000 | \$ (362,169) | \$ 18,547,831 |
| City of Moorpark Mobile Home Park Revenue Refunding Bonds (Villa Del Arroyo Series 2011 A & B) | 12,005,000 | (601,541) | 11,403,359 |
| Independent Cities Finance Authority Mobile Home Park Revenue Bonds Series 2016A & 2016B (Mooney Grove Mobile Manor) | 11,520,000 | (601,165) | 10,918,835 |
| Note payable to the Independent Cities Finance Authority (Valley View) | 81,524 | - | 81,524 |
| Note payable to the City of Montclair Housing Authority (Villa Montclair) | 350,910 | - | 350,910 |
| Note payable to the City of Montclair Housing Authority (Monterey Manor) | 790,332 | - | 790,332 |
| Note payable to the City of Montclair Housing Authority (Hacienda) | <u>1,461,205</u> | <u>-</u> | <u>1,461,205</u> |
| Total notes payable | 45,118,971 | (1,564,875) | 43,554,096 |
| Less current portion | <u>(845,000)</u> | <u>-</u> | <u>(845,000)</u> |
| Notes payable, net of current portion and unamortized discount and debt issuance costs | <u>\$ 44,273,971</u> | <u>\$ (1,564,875)</u> | <u>\$ 42,709,096</u> |

The aggregate maturities of the notes payable are as follows:

| <u>Year Ending December 31,</u> | |
|---|---------------------|
| 2018 | \$ 845,000 |
| 2019 | 879,456 |
| 2020 | 909,545 |
| 2021 | 954,637 |
| 2022 | 944,731 |
| Thereafter | <u>40,585,602</u> |
| Total Principal | 45,118,971 |
| Unamortized Discount and Debt Issuance Costs | <u>(1,564,875)</u> |
| Total Notes Payable Less Unamortized Discount and Debt Issuance Costs | <u>\$43,554,096</u> |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 4 – NOTES PAYABLE (continued)

The Organization has a mortgage note payable obligated to the Independent Cities Finance Authority (ICFA) in connection with receiving the proceeds from the issuance of Series 2012A and Series 2012B Mobile Home Park Revenue Refunding Bonds in the original amounts of \$20,125,000 and \$785,000, respectively, for the purposes of refunding bonds associated with four properties (Hacienda, Valley View, Monterey Manor, and Villa Montclair). The bonds are collateralized by the properties and a first lien on the rental income. The bonds mature in 35 annual installments beginning May 2013, and interest is payable in semi-annual installments commencing November 2012. Interest rates range from 1.00% to 5.00% on Series A and 5.75% on Series B. The agreement contains various bond and regulatory covenants. The unamortized discount and debt issuance costs as of December 31, 2017 are \$362,169.

The note payable to the Independent Cities Finance Authority matures as follows:

| <u>Year Ending December 31,</u> | |
|---------------------------------|---------------------|
| 2018 | \$ 395,000 |
| 2019 | 410,000 |
| 2020 | 420,000 |
| 2021 | 440,000 |
| 2022 | 460,000 |
| Thereafter | <u>16,785,000</u> |
| Total | <u>\$18,910,000</u> |

The Organization has a mortgage note payable obligated to the City of Moorpark in connection with receiving the proceeds from the issuance of Series 2011A and Series 2011B Mobile Home Park Revenue Refunding Bonds in the original amounts of \$13,085,000 and \$375,000, respectively, for the purposes of refunding bonds associated with the Villa Del Arroyo property. The bonds are collateralized by the property and a first lien on the rental income. The bonds mature in 30 annual installments beginning May 2011, and interest is payable in semi-annual installments commencing November 2011. Interest rates range from 4.90% to 6.75% on Series A and 7.375% on Series B. The agreement contains various bond and regulatory covenants. The unamortized discount and debt issuance costs as of December 31, 2017 are \$601,541.

The note payable to the City of Moorpark matures as follows:

| <u>Year Ending December 31,</u> | |
|---------------------------------|---------------------|
| 2018 | \$ 280,000 |
| 2019 | 295,000 |
| 2020 | 310,000 |
| 2021 | 330,000 |
| 2022 | 295,000 |
| Thereafter | <u>10,495,000</u> |
| Total | <u>\$12,005,000</u> |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 4 – NOTES PAYABLE (continued)

The Organization has a mortgage note payable obligated to the Independent Cities Finance Authority (ICFA) in connection with receiving the proceeds from the issuance of Series 2016A and Series 2016B Mobile Home Park Revenue Bonds in the original amounts of \$11,330,000 and \$345,000. The bonds are collateralized by the property and a first lien on the rental income. The bonds mature in 35 annual installments beginning January 2017, and interest is payable in semi-annual installments commencing July 2016. Interest rates range from 2.00% to 4.50% on Series A and 5.75% to 6.00% on Series B. The agreement contains various bond and regulatory covenants. The unamortized discount and debt issuance costs as of December 31, 2017 are \$601,165.

The note payable to the Independent Cities Finance Authority matures as follows:

| <u>Year Ending December 31,</u> | |
|---------------------------------|---------------------|
| 2018 | \$ 170,000 |
| 2019 | 170,000 |
| 2020 | 175,000 |
| 2021 | 180,000 |
| 2022 | 185,000 |
| Thereafter | <u>10,640,000</u> |
| Total | <u>\$11,520,000</u> |

Note payable to the Independent Cities Finance Authority (Valley View Agency Residual Receipt Note) was made in the amount of \$90,000 and is unsecured. The note bears an interest rate of 2%, and is paid from the residual receipts produced from the operation of the Valley View project. Residual receipts are defined as the net operating revenues of the park. Payments of principal and interest shall be payable based on a twenty (20) year amortization commencing August 15, 2016, provided net operating revenues are 1.3 times debt service, as demonstrated in the June 15, 2016 audited coverage requirement certificate to be provided to ICFA pursuant to the Indenture. Interest shall begin accruing on August 15, 2016. Payments on the note shall be applied in the following order: repayment of any accrued interest, payment of the interest currently due, and repayment of principal. The stated due date is November 1, 2033. The outstanding balance at December 31, 2017 was \$81,524.

The note payable to the Independent Cities Finance Authority matures as follows:

| <u>Year Ending December 31,</u> | |
|---------------------------------|------------------|
| 2018 | \$ - |
| 2019 | 4,456 |
| 2020 | 4,545 |
| 2021 | 4,637 |
| 2022 | 4,731 |
| Thereafter | <u>63,155</u> |
| Total | <u>\$ 81,524</u> |

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 4 – NOTES PAYABLE (continued)

Note payable to the City of Montclair Housing Authority (Villa Montclair Agency Residual Receipt Note) was made in the amount of \$325,000 and is secured by a deed of trust, subordinate to the ICFA mortgage note payable. The agreement contains various bond and regulatory covenants. The note bears an interest rate of 2%, and is paid from the residual receipts produced from the operation of the Villa Montclair project. Residual receipts are moneys available for distribution annually or more frequently from the surplus fund held by the Trustee pursuant to the Indenture. No money flows into the surplus fund until the repair and replacement fund is fully funded with the Trustee. The amount needed to fully fund the repair and replacement fund is based on a facility needs report prepared by the property management company and submitted to the Trustee. Once these needs are met, the residual revenue deposited into the surplus fund will begin to pay installments to the City of Montclair Housing Authority. Payments of principal and interest shall be payable based on a twenty-four (24) year amortization commencing July 1, 2006 as provided by the Note. Interest shall accrue from the date of disbursement and shall be added to the principal as of that date. Payments on the note shall be applied in the following order: repayment of any accrued interest, other than accrued interest added to the principal, payment of the interest currently due, and repayment of principal. If there are no residual receipts available, then the interest accrued that year will be calculated on 2% of the original note principal balance, plus the unpaid accrued interest added to the principal, less the principal amount paid. The Trustee effectuates the payment on the note only after receiving instructions from the entity. The final payment is due July 1, 2030. The outstanding balance at December 31, 2017 was \$350,910.

Note payable to the City of Montclair Housing Authority (Monterey Manor Agency Residual Receipt Note) was made in the amount of \$750,000 and is secured by a deed of trust, subordinate to the ICFA mortgage note payable. The agreement contains various bond and regulatory covenants. The note bears an interest rate of 2%, and is paid from the residual receipts produced from the operation of the Monterey Manor project. Residual receipts are moneys available for distribution annually or more frequently from the surplus fund held by the Trustee pursuant to the Indenture. No money flows into the surplus fund until the repair and replacement fund is fully funded with the Trustee. The amount needed to fully fund the repair and replacement fund is based on a facility needs report prepared by the property tax management company and submitted to the Trustee. Once these needs are met, the residual revenue deposited into the surplus fund will begin to pay installments to the City of Montclair Housing Authority. Payments of principal and interest shall be payable based on a twenty-four (24) year amortization commencing December 20, 2007 as provided by the Note. Interest shall accrue from the date of disbursement and shall be added to the principal as of that date. Payments on the note shall be applied in the following order: repayment of any accrued interest, other than accrued interest added to the principal, payment of the interest currently due, and repayment of principal. If there are no residual receipts available, then the interest accrued that year will be calculated on 2% of the original note principal balance, plus the unpaid accrued interest added to the principal, less the principal amount paid. The Trustee effectuates the payment on the note only after receiving instructions from the entity. The final payment is due December 20, 2031. The outstanding balance at December 31, 2017 was \$790,332.

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 4 – NOTES PAYABLE (continued)

Note payable to the City of Montclair Housing Authority (Hacienda Agency Residual Receipt Note) was made in the amount of \$1,400,000 and is secured by a deed of trust, subordinate to the ICFA mortgage note payable. The agreement contains various bond and regulatory covenants. The note bears an interest rate of 2%, and is paid from the residual receipts produced from the operation of the Hacienda project. Residual receipts are moneys available for distribution annually or more frequently from the surplus fund held by the Trustee pursuant to the Indenture. No money flows into the surplus fund until the repair and replacement fund is fully funded with the Trustee. The amount needed to fully fund the repair and replacement fund is based on a facility needs report prepared by the property management company and submitted to the Trustee. Once these needs are met, the residual amount deposited into the surplus fund will begin to pay installments to the City of Montclair Housing Authority. Payments of principal and interest shall be based on a twenty-five (25) year amortization period commencing November 1, 2012 as provided by the Note. Interest shall accrue from the date of disbursement and shall be added to the principal as of that date. Payments on the note shall be applied in the following order: repayment of any accrued interest, other than accrued interest added to the principal, payment of the interest currently due, and repayment of principal. If there are no residual receipts available, then the interest accrued that year will be calculated on 2% of the original note principal balance, plus the unpaid accrued interest added to the principal, less the principal amount paid. The Trustee effectuates the payment on the note only after receiving instructions from the entity. The stated due date is November 1, 2037. The outstanding balance at December 31, 2017 was \$1,461,205.

NOTE 5 – COMPENSATED ABSENCES

It is the Organization's policy to accrue vacation pay for its employees. Full-time employees may accrue up to a maximum of 144 hours, 184 hours, or 240 hours, based on years of service, which may be paid out at the end of their employment period. Accrued vacation payable as of December 31, 2017 was \$48,617. Employees are also granted sick pay, which is not an earned benefit. No payment of unused sick leave will be made upon termination of employment.

NOTE 6 – SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

During the year ended December 31, 2017, the Organization paid \$2,126,626 in interest and no income taxes.

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 7 – RELATED PARTIES

The Organization and two other non-profit organizations, Augusta Communities and Augusta Community Center, are under common control and management, with the same Board of Directors. The existence of this common control could result in changes in net assets or financial position of the Organization.

The Organization has entered into a management service agreement with Augusta Community Center, a related entity. Augusta Community Center is a supporting organization formed to benefit and support Augusta Homes by providing services that improve and enrich the quality of life of the residents living in the properties owned by the Organization, including programs, events and social services that promote resident relations, community building, healthy living, and academic enrichment not related to the operation of the park. For the year ended December 31, 2017, the Organization's projects paid Augusta Community Center \$200,568 for its services, and the Organization received \$200,568 from Augusta Community Center for program management services.

During 2017, the Organization introduced a home rehabilitation and replacement program in its Mooney Grove property. As part of this program, thirteen park owned homes that needed rehabilitation were purchased by Augusta Communities, and Augusta Communities paid rents on these spaces during the rehabilitation and sales period. For the year ended December 31, 2017, the Organization received cash of \$112,290, recorded revenue of \$88,665, and has a related party receivable of \$8,363 from Augusta Communities. The revenue received from Augusta Communities was seven percent of Mooney Grove's total revenues in 2017. Without this revenue the Organization would have needed to pursue other alternatives in order to meet the Coverage Requirement Certificate on the ICFA Mobile Home Park Revenue Bonds Series 2016A and Series 2016B (Mooney Grove Mobile Manor).

Summarized unaudited financial information for Augusta Communities is as follows: total assets \$301,645, total liabilities \$286, total net assets \$301,359, total revenues \$790, and total expenses \$70,843. Summarized unaudited financial information for Augusta Community Center is as follows: total assets \$13,559, total liabilities \$13,224, total net assets \$335, total revenues \$201,068, and total expenses \$200,643.

NOTE 8 – RETIREMENT PLAN

The Organization has a defined contribution retirement plan under Internal Revenue Code Section 401(k) in which all eligible Augusta Homes employees may participate. The Organization makes matching contributions of 3% on 3% employee contributions, 3.5% on 4% employee contributions, and 4% on 5% employee contributions. Matching contributions for the year ended December 31, 2017 were \$19,929.

**AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

NOTE 9 – COMMITMENTS

Operating Leases

The Organization leases commercial space under non-cancelable operating leases. The lease also requires payment of a share of common area operating costs. Minimum rental commitments exclusive of the allocation of these operating costs are as follows:

| <u>Year Ending December 31,</u> | <u>Total</u> |
|-------------------------------------|------------------|
| 2018 | <u>\$ 15,002</u> |
| | <u>\$ 15,002</u> |

Rental expenses were \$25,323 for the year ended December 31, 2017.

Currently, the Organization's one year lease expires on July 31, 2018 and it is unknown at this time if the Organization will enter into a new long-term lease.

Management Agreements

The Organization entered into one-year property management agreements related to the mobile home properties. The fees under these agreements are adjusted annually based on the consumer price index and are renewed annually unless terminated in writing. The amounts paid under the agreements for the year ended December 31, 2017 was \$131,428 to Richmond Capital for VDAM LLC and \$156,152 to Haven Management Services for AC LLC.

NOTE 10 – CONCENTRATIONS

See Note 7 on related parties.

NOTE 11 – SUBSEQUENT EVENTS

Management has evaluated events or transactions that may occur for potential recognition or disclosure in the financial statements from the balance sheet date through June 28, 2018, which is the date the financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
SCHEDULE I - CONSOLIDATING STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2017

| | <u>AUGUSTA HOMES</u> | <u>AC LLC</u> | <u>VDAM LLC</u> | <u>Eliminations</u> | <u>TOTAL</u> |
|--|--------------------------|-----------------------------|-----------------------------|----------------------------|-----------------------------|
| ASSETS | | | | | |
| Current Assets | | | | | |
| Cash | \$ 264,034 | \$ 957,409 | \$ 1,423,679 | \$ - | \$ 2,645,122 |
| Accounts receivable | 60,065 | 55,089 | 130,383 | (112,850) | 132,687 |
| Cash and cash equivalents with fiscal agent | - | 3,729,755 | 2,925,342 | - | 6,655,097 |
| Prepaid expenses | - | 17,414 | - | - | 17,414 |
| Total Current Assets | <u>324,099</u> | <u>4,759,667</u> | <u>4,479,404</u> | <u>(112,850)</u> | <u>9,450,320</u> |
| Non-Current Assets | | | | | |
| Property and equipment, net | - | 18,806,431 | 23,034,815 | - | 41,841,246 |
| Investments with fiscal agent | - | - | 1,010,960 | - | 1,010,960 |
| Other deposits | - | 549 | - | - | 549 |
| Total Non-Current Assets | <u>-</u> | <u>18,806,980</u> | <u>24,045,775</u> | <u>-</u> | <u>42,852,755</u> |
| TOTAL ASSETS | <u><u>\$ 324,099</u></u> | <u><u>\$ 23,566,647</u></u> | <u><u>\$ 28,525,179</u></u> | <u><u>\$ (112,850)</u></u> | <u><u>\$ 52,303,075</u></u> |
| LIABILITIES AND NET ASSETS | | | | | |
| Current Liabilities | | | | | |
| Accounts payable | \$ - | \$ 96,488 | \$ 36,923 | \$ (72,812) | \$ 60,599 |
| Accrued liabilities | 146 | 73,101 | 15,557 | (40,038) | 48,766 |
| Deferred revenue | - | 18,993 | - | - | 18,993 |
| Current portion of accrued interest | - | 113,606 | 310,755 | - | 424,361 |
| Security deposits | - | 10,192 | 60,928 | - | 71,120 |
| Current portion of notes payable | - | 395,000 | 450,000 | - | 845,000 |
| Total Current Liabilities | <u>146</u> | <u>707,380</u> | <u>874,163</u> | <u>(112,850)</u> | <u>1,468,839</u> |
| Non-Current Liabilities | | | | | |
| Notes payable, net | | | | | |
| of current portion- principal amount | - | 21,198,971 | 23,075,000 | - | 44,273,971 |
| Less unamortized discount and debt issuance costs | - | (362,169) | (1,202,706) | - | (1,564,875) |
| Notes payable less unamortized discount and debt issuance costs | - | 20,836,802 | 21,872,294 | - | 42,709,096 |
| Accrued interest, net | | | | | |
| of current portion | - | 232,186 | - | - | 232,186 |
| Total Non-Current Liabilities | <u>-</u> | <u>21,068,988</u> | <u>21,872,294</u> | <u>-</u> | <u>42,941,282</u> |
| Total Liabilities | <u>146</u> | <u>21,776,368</u> | <u>22,746,457</u> | <u>(112,850)</u> | <u>44,410,121</u> |
| Net Assets | | | | | |
| Unrestricted | <u>323,953</u> | <u>1,790,279</u> | <u>5,778,722</u> | <u>-</u> | <u>7,892,954</u> |
| Total Net Assets | <u>323,953</u> | <u>1,790,279</u> | <u>5,778,722</u> | <u>-</u> | <u>7,892,954</u> |
| TOTAL LIABILITIES AND NET ASSETS | <u><u>\$ 324,099</u></u> | <u><u>\$ 23,566,647</u></u> | <u><u>\$ 28,525,179</u></u> | <u><u>\$ (112,850)</u></u> | <u><u>\$ 52,303,075</u></u> |

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
SCHEDULE II - CONSOLIDATING STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2017

| | <u>AUGUSTA HOMES</u> | <u>AC LLC</u> | <u>VDAM LLC</u> | <u>TOTAL</u> |
|---|--------------------------|---------------------|---------------------|---------------------|
| REVENUE | | | | |
| Rental income | \$ - | \$ 3,292,017 | \$ 2,993,234 | \$ 6,285,251 |
| Utilities | - | 878,841 | 457,528 | 1,336,369 |
| Tenant services and misc. | 3,733 | 39,741 | 49,271 | 92,745 |
| Non-operating management fees | - | 146,688 | 53,880 | 200,568 |
| Interest | 789 | 14,058 | 42,559 | 57,406 |
| TOTAL REVENUE | <u>4,522</u> | <u>4,371,345</u> | <u>3,596,472</u> | <u>7,972,339</u> |
| EXPENSES | | | | |
| Program Services | | | | |
| Administrative (property and asset management services and other) | - | 755,544 | 416,298 | 1,171,842 |
| Utilities | - | 823,841 | 468,928 | 1,292,769 |
| Operating and maintenance | - | 285,524 | 119,385 | 404,909 |
| Taxes, insurance, and licenses | - | 72,967 | 85,417 | 158,384 |
| Interest | - | 1,025,593 | 1,276,485 | 2,302,078 |
| Depreciation | - | 348,065 | 60,398 | 408,463 |
| Total Program Services | <u>-</u> | <u>3,311,534</u> | <u>2,426,911</u> | <u>5,738,445</u> |
| Corporate Administration | | | | |
| Professional services | 2,909 | 615,056 | 294,544 | 912,509 |
| Other expenses | - | 230,824 | 133,292 | 364,116 |
| Total Corporate Administration | <u>2,909</u> | <u>845,880</u> | <u>427,836</u> | <u>1,276,625</u> |
| TOTAL EXPENSES | <u>2,909</u> | <u>4,157,414</u> | <u>2,854,747</u> | <u>7,015,070</u> |
| INCREASE IN UNRESTRICTED NET ASSETS | 1,613 | 213,931 | 741,725 | 957,269 |
| BEGINNING UNRESTRICTED NET ASSETS | <u>322,340</u> | <u>1,576,348</u> | <u>5,036,997</u> | <u>6,935,685</u> |
| ENDING UNRESTRICTED NET ASSETS | <u>\$ 323,953</u> | <u>\$ 1,790,279</u> | <u>\$ 5,778,722</u> | <u>\$ 7,892,954</u> |

AUGUSTA HOMES
(A NON-PROFIT ORGANIZATION)
SCHEDULE III - CONSOLIDATING STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2017

| | AUGUSTA HOMES | AC LLC | VDAM LLC | Eliminations | TOTAL |
|---|-------------------|---------------------|---------------------|-----------------|---------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | | |
| Increase in unrestricted net assets | \$ 1,613 | \$ 213,931 | \$ 741,725 | \$ - | \$ 957,269 |
| Adjustments to reconcile increase in net assets to net cash provided (used) by operating activities | | | | | |
| Depreciation | - | 348,065 | 60,398 | - | 408,463 |
| Amortization of debt issuance costs | - | 71,939 | 56,073 | - | 128,012 |
| Gain on sale of assets | - | - | (1,123) | - | (1,123) |
| (Increase) decrease in: | | | | | |
| Accounts receivable | (59,065) | (33,245) | (37,572) | 81,450 | (48,432) |
| Advances | - | 700 | - | - | 700 |
| Prepaid expenses | - | (1,187) | - | - | (1,187) |
| Increase (decrease) in: | | | | | |
| Accounts payable | (1) | (13,134) | (14,777) | (62,764) | (90,676) |
| Accrued liabilities | (13,704) | 69,155 | (1,874) | (40,038) | 13,539 |
| Deferred revenue | - | 7,433 | (112,854) | - | (105,421) |
| Accrued interest | - | 48,725 | (1,282) | - | 47,443 |
| Security deposits | - | 2,280 | (31,692) | - | (29,412) |
| NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES | <u>(71,157)</u> | <u>714,662</u> | <u>657,022</u> | <u>(21,352)</u> | <u>1,279,175</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | | | |
| Proceeds from sales of capital assets | - | - | 41,110 | - | 41,110 |
| Purchase of capital assets | - | (268,675) | (134,420) | - | (403,095) |
| NET CASH USED BY INVESTING ACTIVITIES | <u>-</u> | <u>(268,675)</u> | <u>(93,310)</u> | <u>-</u> | <u>(361,985)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | | |
| Principal payments of notes payable | - | (384,282) | (424,999) | - | (809,281) |
| NET CASH USED BY FINANCING ACTIVITIES | <u>-</u> | <u>(384,282)</u> | <u>(424,999)</u> | <u>-</u> | <u>(809,281)</u> |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (71,157) | 61,705 | 138,713 | (21,352) | 107,909 |
| BEGINNING CASH AND CASH EQUIVALENTS | <u>335,191</u> | <u>4,625,459</u> | <u>4,210,308</u> | <u>21,352</u> | <u>9,192,310</u> |
| ENDING CASH AND CASH EQUIVALENTS | <u>\$ 264,034</u> | <u>\$ 4,687,164</u> | <u>\$ 4,349,021</u> | <u>\$ -</u> | <u>\$ 9,300,219</u> |
| RECONCILIATION TO CONSOLIDATING STATEMENT OF FINANCIAL POSITION | | | | | |
| Cash | \$ 264,034 | \$ 957,409 | \$ 1,423,679 | \$ - | \$ 2,645,122 |
| Cash and cash equivalents with fiscal agent | - | 3,729,755 | 2,925,342 | - | 6,655,097 |
| TOTAL CASH AND CASH EQUIVALENTS | <u>\$ 264,034</u> | <u>\$ 4,687,164</u> | <u>\$ 4,349,021</u> | <u>\$ -</u> | <u>\$ 9,300,219</u> |