

CLEVELAND HOUSING NETWORK, INC. AND AFFILIATES INDEPENDENT AUDITORS' REPORT DECEMBER 31, 2009





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Independent Auditors' Report

We have audited the accompanying consolidated statement of financial position of Cleveland Housing Network, Inc. and Affiliates as of December 31, 2009, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended. These consolidated financial statements are the responsibility of Cleveland Housing Network, Inc.'s management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. The prior year summarized comparative information has been derived from the Organization's 2008 consolidated financial statements and in our report, dated June 4, 2009, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Cleveland Housing Network, Inc. and Affiliates as of December 31, 2009, and the changes in their net assets and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated June 4, 2010, on our consideration of Cleveland Housing Network, Inc. and Affiliates' internal control over financial reporting and our tests of their compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in conjunction with this report in considering the results of our audit.

Our audit was performed for the purpose of forming an opinion on the basic consolidated financial statements of Cleveland Housing Network, Inc. and Affiliates taken as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the U.S. Office of Management and Budget Circular A-133, <u>Audits of States, Local Governments, and Non-Profit Organizations</u>, and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the basic consolidated financial statements taken as a whole.

Cohen of Company

June 4, 2010 Cleveland, Ohio





CONSOLIDATED STATEMENT OF FINANCIAL POSITION

DECEMBER 31, 2009, WITH COMPARATIVE TOTALS FOR 2008

| | 2009 | 2008 | | 2009 | 2008 |
|--|----------------|---------------|--|---------------|---------------|
| ASS | SETS | | LIABILITIES | | |
| CURRENT ASSETS | | | CURRENT LIABILITIES | | |
| Cash and cash equivalents | \$ 3,362,330 | \$ 4,036,654 | Notes payable | \$ 2,861,122 | \$ 6,038,430 |
| Accounts receivable - Net | | | Current portion of long-term debt | 793,266 | 2,677,155 |
| Affiliated entities | 3,990,244 | 5,489,239 | Current portion of deferred interest payable | 70,800 | 94,199 |
| Other | 726,655 | 789,581 | Accounts payable and accrued expenses | | |
| Grants and contracts | 2,439,608 | 1,754,179 | Trade | 216,490 | 25,402 |
| Current portion of notes receivable | 2,947,458 | 3,687,445 | Affiliated entities | 1,224,796 | 1,337,820 |
| Current portion of interest receivable | 3,003,176 | 1,409,256 | Other | 1,215,532 | 1,237,217 |
| Inventory - Net | 2,829,487 | 4,165,290 | Deferred revenue | 1,543,189 | 1,219,212 |
| Prepaid and other assets | 138,764 | 212,832 | | 7,925,195 | 12,629,435 |
| Land and buildings held for sale | 3,907,469 | 3,225,697 | | | |
| | 23,345,191 | 24,770,173 | LONG TERM LIABILITIES | | |
| | | | Long-term debt | 32,531,441 | 32,415,805 |
| | | | Deferred interest payable | 940,957 | 195,620 |
| | | | | 33,472,398 | 32,611,425 |
| | | | | 41,397,593 | 45,240,860 |
| FURNITURE AND EQUIPMENT - AT COST | 688,255 | 689,796 | COMMITMENTS AND CONTINGENCIES | | |
| Less: Accumulated depreciation | 552,740 | 549,941 | | | |
| | <u>135,515</u> | 139,855 | NET ASSETS | | |
| | | | UNRESTRICTED | | |
| | | | Designated | 11,070,834 | 10,796,525 |
| | | | Undesignated | 6,613,191 | 7,149,389 |
| | | | | 17,684,025 | 17,945,914 |
| OTHER ASSETS | | | | | |
| Notes receivable - Long-term - Net | 24,464,685 | 26,145,870 | TEMPORARILY RESTRICTED | 119,500 | 142,600 |
| Mortgages receivable | 1,036,041 | 833,179 | | | |
| Interest receivable - Deferred - Net | 11,044,686 | 12,265,297 | PERMANENTLY RESTRICTED | 825,000 | 825,000 |
| | 36,545,412 | 39,244,346 | | 18,628,525 | 18,913,514 |
| | \$ 60,026,118 | \$ 64,154,374 | | \$ 60,026,118 | \$ 64,154,374 |

CONSOLIDATED STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2009, WITH COMPARATIVE TOTALS FOR 2008

| | 2009 | | | | |
|---|---------------|-------------|-------------|---------------|---------------|
| | | Temporarily | Permanently | | 2008 |
| | Unrestricted | Restricted | Restricted | Totals | Totals |
| REVENUES | | | | | |
| Public support | \$ 16,856,760 | | | \$ 16,856,760 | \$ 16,834,713 |
| Rental income | 1,381,049 | | | 1,381,049 | 878,006 |
| Management fees - Affiliated entities | 4,427,636 | | | 4,427,636 | 3,607,520 |
| Interest income - Affiliated entities | 2,432,327 | | | 2,432,327 | 2,505,923 |
| Loss on sale of inventory and land and buildings | (633,312) | | | (633,312) | (958,218) |
| Maintenance services - Affiliated entities | 916,650 | | | 916,650 | 1,071,079 |
| Other interest income and miscellaneous | 828,011 | | | 828,011 | 908,080 |
| | 26,209,121 | | | 26,209,121 | 24,847,103 |
| NET ASSETS RELEASED FROM RESTRICTIONS | 23,100 | \$ (23,100) | | | |
| Total revenues | 26,232,221 | (23,100) | | 26,209,121 | 24,847,103 |
| EXPENSES | | | | | |
| Program services | 23,887,630 | | | 23,887,630 | 23,547,356 |
| Supporting services | | | | | |
| Management and general | 994,703 | | | 994,703 | 962,158 |
| Fundraising | 192,793 | | | 192,793 | 236,509 |
| | 25,075,126 | | | 25,075,126 | 24,746,023 |
| CHANGE IN NET ASSETS | 1,157,095 | (23,100) | | 1,133,995 | 101,080 |
| NET ASSETS - BEGINNING OF THE YEAR | 17,945,914 | 142,600 | \$ 825,000 | 18,913,514 | 18,812,434 |
| ACQUISITION OF CONTROLLING INTEREST IN SUBSIDIARY (DEFICIT ASSUMED) | (1,418,984) | | | (1,418,984) | |
| (DELIGIT ASSORIED) | (1,410,304) | | | (1,410,304) | |
| NET ASSETS - END OF THE YEAR | \$ 17,684,025 | \$ 119,500 | \$ 825,000 | \$ 18,628,525 | \$ 18,913,514 |

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2009, WITH COMPARATIVE TOTALS FOR 2008

| | | F | ROGRAM SERVICES | 3 | | SUPPORTIN | G SERVICES | TOTAL E | XPENSES |
|---|------------|----------------|------------------------------------|---|------------------------------|---------------------------|-------------|---------------|---------------|
| | Homeward | Weatherization | Partnerships and Development | Family Services and Community Training | Total Program Services | Management and General | Fundraising | 2009 | 2008 |
| Personnel | \$ 69,064 | \$ 2,621,399 | \$ 2,977,886 | \$ 847,184 | \$ 6,515,533 | \$ 702,421 | \$ 127,928 | \$ 7,345,882 | \$ 6,589,905 |
| Rent | | 77,784 | 77,428 | 44,562 | 199,774 | 36,437 | 3,643 | 239,854 | 245,475 |
| Maintenance | | 42,661 | 691,055 | 11,051 | 744,767 | 5,904 | 590 | 751,261 | 681,691 |
| Telephone and utilities | 2,174 | 39,438 | 368,499 | 13,756 | 423,867 | 7,008 | 701 | 431,576 | 340,225 |
| Equipment and supplies | | 253,192 | 87,350 | 46,338 | 386,880 | 31,347 | 4,553 | 422,780 | 287,306 |
| Contract materials | | 1,450,896 | | | 1,450,896 | | | 1,450,896 | 748,515 |
| Construction rehab | 45,223 | | 791,013 | | 836,236 | | | 836,236 | 2,056,108 |
| HUD discount | 196,500 | | | | 196,500 | | | 196,500 | 417,000 |
| Housewarming materials and labor | | 4,271,673 | | | 4,271,673 | | | 4,271,673 | 3,429,938 |
| Electric wiring materials and labor | | 539,759 | | | 539,759 | | | 539,759 | 568,446 |
| Lead relocation and abatement | | 300,956 | | | 300,956 | | | 300,956 | 164,915 |
| Energy assistance and water | | | | | | | | | |
| conservation materials and labor | | 5,521,327 | | | 5,521,327 | | | 5,521,327 | 5,494,750 |
| Family development | | | | 132,289 | 132,289 | | | 132,289 | 167,860 |
| Insurance | | 41,978 | 116,794 | 9,447 | 168,219 | 15,115 | 1,511 | 184,845 | 83,976 |
| Professional fees | 15,454 | 191,139 | 107,239 | 103,559 | 417,391 | 95,781 | 43,767 | 556,939 | 623,769 |
| Management fees | | | 549,793 | | 549,793 | | | 549,793 | 543,052 |
| Interest expense | | 1,589 | 157,821 | | 159,410 | 92,309 | | 251,719 | 182,956 |
| Real estate tax | | 83 | 183,458 | 25 | 183,566 | 41 | 4 | 183,611 | 174,372 |
| Loss on collection of notes receivable | | | | | | | | | 760,318 |
| Reserve for notes receivable impairment | | | 228,583 | | 228,583 | | | 228,583 | 600,000 |
| Reserve for inventory impairment | 200,000 | | | | 200,000 | | | 200,000 | 275,000 |
| Miscellaneous | 56,565 | 13,876 | 362,714 | 3,179 | 436,334 | 4,710 | 10,096 | 451,140 | 275,685 |
| Total expenses before depreciation and amortization | 584,980 | 15,367,750 | 6,699,633 | 1,211,390 | 23,863,753 | 991,073 | 192,793 | 25,047,619 | 24,711,262 |
| Depreciation and amortization | 23,167 | | 710 | | 23,877 | 3,630 | | 27,507 | 34,761 |
| | \$ 608,147 | \$ 15,367,750 | \$ 6,700,343 | \$ 1,211,390 | \$ 23,887,630 | \$ 994,703 | \$ 192,793 | \$ 25,075,126 | \$ 24,746,023 |

CONSOLIDATED STATEMENT OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2009 AND 2008

| | 2009 | 2008 | | 2009 | 2008 |
|--|--------------|--------------|---|----------------|-------------------|
| CASH FLOW PROVIDED FROM OPERATING ACTIVITIES | | | NONCASH INVESTING AND FINANCING ACTIVITIES | | |
| Change in net assets | \$ 1,133,995 | \$ 101,080 | Collection of notes and interest receivable via | | |
| Noncash items included in income | | | receipt of property | \$ 2,207,000 | \$ 2,099,000 |
| Depreciation and amortization | 27,507 | 34,761 | Homes transferred to lease purchase buyers in exchange | | |
| Forgiveness of long-term debt | | (973,000) | for forgiveness of debt | \$ 195,797 | \$ 385,177 |
| Deferred interest income | (1,842,631) | (1,390,491) | Assumption of debt upon receipt of homes from | | |
| Loss on collection of notes and accounts receivable | 228,583 | 760,318 | affiliated partnership | \$ - | \$ - |
| Loss on land and buildings held for sale | 169,318 | | | | |
| Reserve for notes receivable impairment | | 600,000 | Acquisition of controlling interest in subsidiary (deficit assumed) | | |
| Reserve for inventory impairment | 200,000 | 275,000 | Cash | \$ 60,917 | |
| Increase (decrease) in cash caused by changes | | | Accounts receivable | 12,897 | |
| in current items | | | Land and buildings held for sale | 412,000 | |
| Accounts receivable - Net | 1,153,106 | (886,251) | Accounts payable | (70,915) | |
| Inventory - Net | 1,135,803 | 3,749,320 | Long-term debt | (985,450) | |
| Prepaid and other assets | 74,068 | 16,988 | Deferred interest payable | (848,433) | |
| Accounts payable and accrued expenses | 56,379 | 455,735 | | \$ (1,418,984) | |
| Deferred revenue | 323,977 | 363,457 | | | |
| Net cash flow provided from operations | 2,660,105 | 3,106,917 | SUPPLEMENTAL INFORMATION | | |
| | | | Interest paid | \$ 369,700 | <u>\$ 815,300</u> |
| CASH FLOW USED IN INVESTING ACTIVITIES | | | | | |
| Proceeds on sale of land and buildings held for sale | 1,404,339 | 541,149 | | | |
| Renovation costs on land and buildings held for sale | (91,832) | (280,967) | | | |
| Advances under notes and mortgages receivable | (2,008,369) | (679,658) | | | |
| Repayment of notes, mortgages, and interest receivable | 8,850 | 6,385 | | | |
| | (687,012) | (413,091) | | | |
| CASH FLOW USED IN FINANCING ACTIVITIES | | | | | |
| Additional financing | 1,870,471 | 13,024,715 | | | |
| Repayment of debt | (4,517,888) | (16,226,538) | | | |
| | (2,647,417) | (3,201,823) | | | |
| DECREASE IN CASH AND CASH EQUIVALENTS | (674,324) | (507,997) | | | |
| CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR | 4,036,654 | 4,544,651 | | | |
| CASH AND CASH EQUIVALENTS - END OF YEAR | \$ 3,362,330 | \$ 4,036,654 | | | |

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations and Presentation

- The accompanying consolidated financial statements of Cleveland Housing Network, Inc. (the Network) include the accounts of its affiliate, NHI, Inc. (NHI) and its subsidiary, West One Limited Partnership (West One 100% owned), consolidated on the basis of control and economic interest in accordance with generally accepted accounting principles (GAAP). All intercompany transactions and balances are eliminated in consolidation.
- Cleveland Housing Network, Inc. is an Ohio non-profit corporation exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Network was established for the purpose of developing affordable housing and providing housing services in the City of Cleveland and surrounding areas in partnership with its 17 neighborhood constituent community development corporations (CDCs), all of which are tax exempt. These CDCs are Buckeye Area Development Corporation, Burten Bell Carr Development Corporation, Clark-Metro Development Corporation, Detroit Shoreway Community Development Organization, Fairfax Renaissance Development Corporation, Famicos Foundation, Inc., Glenville Development Corporation, Mount Pleasant Now Development Corporation, Northeast Shores Development Corporation, Ohio City Near West Development Corporation, Shaker Square Area Development Corporation, Slavic Village Development, St. Clair-Superior Neighborhood Development Corporation, Stockyard Redevelopment Organization, Tremont West Development Corporation, Union-Miles Development Corporation, and Westown Community Development Corporation.
- NHI, Inc. is an Ohio non-profit corporation exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. NHI, Inc. was established for the purpose of holding real property to be used to support the charitable activities of the Network. During 2009, NHI had no income statement activity and any assets held had no value.
- West One is an Ohio limited partnership organized on September 30, 1992 to acquire, rehabilitate, own, lease and operate affordable apartment buildings totaling 60 units of low-income housing in Cleveland, Ohio. All of the units qualify for the federal low-income housing tax credit pursuant to Section 42 of the Internal Revenue Code.
- Prior to 2009, the Network was the managing general partner of West One. On January 1, 2009, the other general partner and limited partner assigned their interests in West One to the Network and, therefore, the Network obtained control over West One in 2009. No consideration was given by the Network for this additional partnership interest. In accordance with GAAP, the Network recorded the acquisition of the controlling interest of West One at historical (book) value and as an adjustment to net assets in 2009.
- In October 2009, West One entered into a sales agreement to sell substantially all of its assets (apartment buildings). The purchase price is \$412,000. The proposed closing date of this agreement is October 1, 2011. In October 2009, West One also entered into a management agreement with the buyer. The buyer may terminate the management agreement, giving 30 days written notice (which shall result in the immediate termination of the purchase agreement). As title has not been passed to the buyer, the sale has not consummated. The assets of West One are included in land and buildings held for sale at a carrying value approximating the sales price.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Nature of Operations and Presentation (Continued)

The Network operates many different programs. They are summarized in the financial statements as follows:

Partnerships and Development (Low Income Housing)

The Network forms limited partnerships and utilizes private sector equity generated by the low income housing tax credits to acquire, develop, and lease properties with the goal of generating pathways out of poverty or providing low income individuals a 15-year pathway to homeownership. The Network receives federal, state, and local grants and loans which it in turn loans to the partnerships. Since inception, over 3,000 units have been completed.

Weatherization

These programs assist low income families in maintaining and improving the properties which they occupy. Since inception, approximately 99,000 homes have received electrical, plumbing, weatherization, furnace, and/or lead abatement improvements at no or minimal cost to the families.

Funding is provided by utility companies and federal, state, and local grants.

<u>Homeward</u>

This program acquires, develops, and sells properties to low and moderate income families. Since inception, approximately 1,400 homes have been developed and sold to qualifying families at affordable prices. Sale price is based on market value. Each house is completely renovated to exceed code. Through mortgage financing packages arranged by the Network, many families not otherwise able to afford home ownership become homeowners through the Homeward program.

Family Services and Community Training

These programs provide pathways out of poverty for low and moderate income households and include social services, training, and counseling. Over 350 families have received permanent housing coupled with targeted supportive services for disabled and formerly homeless households. Another 1,943 families received foreclosure prevention counseling and direct assistance that resulted in avoiding foreclosure. In addition, 11,000 adults and children have participated in financial literacy, homeownership, computer and technology, and after school learning programs available to assist families to gain lasting employment, avoid eviction, and achieve homeownership. In 2009, the Network discontinued the family services program due to the unlikelihood of continued funding.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Affiliates

The Network has 33 for-profit and not-for-profit affiliates with ownership of 25% to 100%. The sole purpose of these affiliates is to act as general partners in limited partnerships (owning .01% - 1%) which acquire, develop, operate, and sell low income housing. The Network accounts for its ownership interest in the affiliates in accordance with GAAP. The limited partners have substantive kick-out and participation rights and, accordingly, the Network has not consolidated the affiliates in these accompanying financial statements.

Income Taxes

Effective January 1, 2009, the Network and its affiliates adopted the provisions of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740-10, which require recognition of and disclosures related to uncertain tax positions. The adoption had no affect on the Network's net assets. As of and during the year ended December 31, 2009, the Network and its affiliates do not have a liability for unrecognized tax benefits. The Network and its affiliates are no longer subject to examination by federal and state governments prior to 2006.

Comparative Totals

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Network's financial statements for the year ended December 31, 2008, from which the summarized information was derived.

Revenue Recognition

<u>Grants</u>

The Network recognizes grants from governmental agencies as exchange transactions. The grants require the Network to provide services of approximate equal value to the amounts received under the grants.

The Network recognizes funds as support from grants when eligible costs are incurred. A receivable is recorded to the extent grants earned exceed cash advances. Conversely, deferred revenue is recorded when grant or contract cash advances exceed support earned. The grantors may, at their discretion, request reimbursement for unallowed expenses as a result of noncompliance by the Network with the terms of a grant. On certain grants, if advances exceed eligible costs, the funds must be returned to the grantor.

The Network received 60% of its public support from two funding sources, the Ohio Department of Development under the Electric Partnership Program and Dominion East Ohio under the Housewarming Program. Grants and contracts receivable from these two funding sources amounted to approximately 40% of grants and contracts receivable at December 31, 2009.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition (Continued)

Contributions

All contributions are considered available for unrestricted use, unless received with donor stipulations that limit the use of the assets. When the intent of the donor is that the assets are to remain in perpetuity, the assets are reported as permanently restricted. The investment income generated by these assets is reported in accordance with the donors' stipulations. Currently, all such income is designated for general operations. When a donor restriction expires, for example, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Donations whose stipulations are met in the year received are recorded as unrestricted support.

Management Fees

Management fee revenue includes developer fees earned by the Network for contract and development services provided to its related limited partnerships during the predevelopment and development phases of the projects. The fees are recognized upon the completion of specific performance milestones as outlined in the agreements.

Maintenance Services

Revenue from maintenance and oversight of properties is charged on a per unit basis and recognized in the year in which service is provided.

Accounts Receivable

Accounts receivable includes program service fees, escrow, grants, proceeds from houses sold, and fees and advances due from various limited partnerships. These amounts are due under various payment terms. Payments of receivables are allocated to the specific invoices (if applicable) identified on the remittance advice or, if unspecified, are applied to the earliest unpaid invoices.

The carrying amount of accounts receivable is reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. Management individually reviews all receivable balances that exceed 90 days from invoice date and estimates the portion, if any, of the balance that will not be collected. Additionally, management estimates an allowance for the aggregate remaining receivables based on historical collectibility. At December 31, 2009, an allowance of \$261,265 has been recorded for uncollectible receivables.

Accounting Estimates

Management uses estimates and assumptions in preparing its financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Actual results could vary from the estimates that were used.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Cash and cash equivalents include demand deposits, money market accounts, and other investments with original maturities of six months or less.

The Network's cash is held in accounts the balances of which substantially exceed the amount of related federal insurance.

Inventory - Net

Inventory includes houses held for sale with total costs of \$3,996,071 under the Homeward program. Inventory includes all costs to purchase and rehabilitate these properties, including capitalized interest of \$795,995 and capitalized development fees of \$33,150. These development fees are charged at a set amount to each house (40% at contract, 50% at sale, and 10% at closing) which approximates the personnel costs incurred by the Network in acquiring and rehabilitating each house. At December 31, 2009, the Network has a reserve for impairment as management expects to sell the inventory for less than its cost.

| Inventory – Homeward program | \$ 3,996,071 |
|------------------------------|-----------------|
| Reserve for impairment | 1,575,000 |
| | 2,421,071 |
| Inventory – Other programs | 408,416 |
| Inventory – Net | \$ 2,829,487 |

Gross sales and cost of sales for 2009 for the Homeward program were \$774,700 and \$1,600,560, respectively. In addition, \$362,496 of grants were received to reduce the cost of the houses and the losses on the houses. These transactions are recorded net in the loss on sale of houses in the statement of activities. At December 31, 2009, there were 35 properties in Homeward inventory, including 25 vacant lots held for future development.

The balance in inventory from other programs consists of properties purchased for resale to affiliated partnerships, vacant lots, and other miscellaneous properties.

Depreciation

Depreciation of furniture and equipment is provided by use of the straight-line method over the estimated useful lives of the assets as follows:

Furniture and equipment

5 - 7 years

Land and Buildings Held for Sale

Land and buildings held for sale are properties received in payment of notes and interest receivable and are recorded at fair value at date received and held for sale to qualified low income purchasers. During 2009, a loss on the sale of certain of these properties of \$169,948 was included in the loss on sale of inventory and land and buildings in the statement of activities.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and functional expenses. Accordingly, certain costs have been allocated between program services, management and general, and fundraising.

Subsequent Events

Management has evaluated subsequent events through June 4, 2010, the date the financial statements were available to be issued.

2. NOTES RECEIVABLE

Long-term notes receivable are due from various limited partnerships in which the Network's affiliates are general partners. The partnerships acquire, develop, own, operate, lease, and provide tenants with the opportunity to purchase low-income housing. The properties are developed using low income housing tax credits. Interest rates on the notes receivable range from .5% to 8%. Certain of the notes require current payments of interest but a substantial portion of the interest is deferred until the maturity of the notes. All principal payments are deferred until the completion of the fifteen year requirement for low income housing tax credits. The due dates of the notes range from 2010 through 2034. The notes are collateralized by the assignment of investor limited partners' notes or mortgages on certain real and personal property.

At the due date of the principal, the Network expects, in substantially all cases, to receive partnership properties as repayment for these receivables. In many cases, amounts due to the City of Cleveland by the Network related to these properties are forgiven at the same time. The Network will then sell the properties to tenants or other qualified low-income purchasers.

Loss on Collection of Notes and Accounts Receivable

During 2009, the Network received properties as repayment for notes and interest receivable, which were accounted for as follows:

| Fair value of homes received | \$ 2,207,000 |
|---|---------------------|
| Notes receivable forgiven | (3,729,783) |
| Interest receivable forgiven | (1,408,600) |
| Related loans forgiven by City of Cleveland | 2,572,745 |
| Deferred interest forgiven by City of Cleveland | 171,669 |
| Related accounts receivable written off | (41,614) |
| Loss on collection | <u>\$ (228,583)</u> |

The loss on collection was charged against the reserve for future losses and the reserve was restored to an amount of \$600,000.

2. NOTES RECEIVABLE (Continued)

The Network reviews its long-term notes and interest receivable for impairment whenever events or changes in circumstances indicate that the value of the receivable and underlying collateral may not be recoverable. Recoverability is measured by comparison of the expected future sales price of the properties to the amount of debt estimated to be assumed and repaid. If the realizable value of the properties is considered potentially impaired, management records a reserve for an estimate of the loss. The Network has a history of receiving less than the carrying value of the receivables. Accordingly, at December 31, 2009, management has provided a reserve for future losses amounting to \$600,000.

3. MORTGAGES RECEIVABLE

The Network receives federal funds to provide non-interest bearing deferred second mortgages which are used to finance the purchase of homes by low and moderate income individuals. The notes are due in full if the home buyer sells the home within the first 5 years of ownership. In years 6 through 20, a proportionate share of the loan is forgiven, and at year 20, no amount is due. Forgiveness in 2009 was approximately \$23,100. At December 31 2009, the outstanding balance on these mortgages was \$119,500.

The Network also provides second and third deferred mortgages to finance the purchase of homes by low and moderate income individuals. No interest is due on these loans unless they are sold within 5 years of ownership. Mortgages provided to buyers of the Homeward homes are due in full if the home buyer sells the home within the first 30 years of ownership. Provided the house is not sold for 30 years, the mortgages are forgiven. At December 31, 2009, the outstanding balance on these mortgages was \$648,139.

Mortgages provided to buyers of homes in the lease-purchase program are repaid to the Network upon the sale of the home. At December 31, 2009, the outstanding balance on these mortgages was \$268,402. The mortgages bear interest at 0% and mature between 2010 and upon sale of the homes.

4. NOTES PAYABLE

The Network has lines of credit with two banks and two community development lending institutions, totaling \$6,900,000, of which \$2,861,122 was outstanding at December 31, 2009. The interest rates are fixed at 0% and 6.75% or vary from prime (3.25%) less 3.5% to 1.25 % above prime. Approximately \$4,000,000 of the total lines may be used only for acquisition and construction of properties purchased for inventory. No more than 95% of the total costs per house may be financed on these lines. Interest is payable monthly with principal to be repaid from proceeds of properties sold. Approximately \$1,250,000 of the lines are unsecured. The balance of the lines are secured by land and buildings held for sale, future rents, general intangibles, receivables, and contract rights. The notes payable are classified as current liabilities in accordance with the terms of the agreements.

The lines of credit with two community development lending institutions have certain financial covenants, requiring the maintenance of a current ratio, liabilities to net worth ratio, and unrestricted net assets to total assets ratio.

LONG-TERM DEBT

Long-term debt at December 31, 2009, consists of the following:

| 4.5% unsecured note, payable to Local Initiatives Support |
|---|
| Corporation (LISC) with interest payable monthly |
| and \$10,000 due upon the sale of certain property; |
| with balance due January 2013 |

\$ 101,720

0% - 6.5% mortgages, payable to the City of Cleveland and State of Ohio with all interest and principal deferred; due 2017 through 2037; certain of the mortgages have provisions for forgiveness of principal and interest

26,356,050

Note, payable to the City of Cleveland with no interest or principal payments through 2012; \$480,000 of principal forgiven in 2012 if loan conditions met; after 2012, payments of principal and interest of 5% until obligation is repaid; collateralized by notes receivable

600,000

7.09% construction notes, payable to a bank with aggregate maximum borrowings of \$2,708,000, separated into four tranches of \$677,000 each. The remaining tranches are payable in full in 2010 through 2011; collateralized by assignment of leases and land and buildings held for sale

810,300

Non-interest bearing, unsecured Community Development Block Grants; the debt will be forgiven if certain provisions are met; net of \$3,657,673 forgiven and considered as grant income

51,897

4% unsecured note, payable to a bank with interest payable quarterly; due July 2012

500,000

4% note, payable to a bank with interest payable quarterly, due April 2017

2,000,000

4.5% unsecured notes, payable to ESIC New Markets Partners X Limited Partnership, interest at 4.5% payable monthly; principal due December 2011

2,007,390

Note, payable to a bank with interest at prime plus .25% payable monthly; principal due November 2018; secured by receivables

447,350

5. LONG-TERM DEBT (Continued)

7.21% note, payable by West One to the City of Cleveland with 6.21% interest and principal deferred and 1% interest on the outstanding principal and accrued interest balance due annually; due January 2011; collateralized by land and buildings held for sale

450,000 33,324,707 793,266 \$32,531,441

Less: Current portion

Future maturities of long-term debt are as follows:

| 2010 | \$ 793,266 |
|------------|---------------------|
| 2011 | 2,628,041 |
| 2012 | 1,100,000 |
| After 2014 | 28,803,400 |
| | <u>\$33,324,707</u> |

6. BOARD DESIGNATED UNRESTRICTED NET ASSETS

Unrestricted net assets at December 31, 2009, were designated by the Board of Trustees as follows:

Designated for lease purchase price leveling fund \$ 14,000

Designated for reducing the sale price of homes to future lease purchase buyers \$ 11,056,834 \$ 11.070,834

7. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31, 2009, were restricted for the following purpose:

Hope 3 loans \$ 119,500

8. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets are restricted to assets held in perpetuity whose income is designated for general operations.

The Network's endowment funds consist of donor restricted funds. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor imposed restrictions. Endowment net assets totaling \$825,000 at December 31, 2009, are classified as permanently restricted net assets due to donor restrictions. The endowment assets are non-income producing and are invested in two low-income housing projects.

There were no changes in the permanently restricted endowment assets for the year ended December 31, 2009.

9. COMMITMENTS AND CONTINGENCIES

Leases

The Network leases office space and office equipment under long-term operating leases through 2016.

Minimum annual rentals are as follows:

| 2010 | \$ 240,7 | 76 |
|------------|------------|-----------|
| 2011 | 244,6 | 50 |
| 2012 | 248,5 | 16 |
| 2013 | 252,3 | 85 |
| 2014 | 256,2 | 56 |
| Thereafter | 302,1 | <u>14</u> |
| | \$ 1,544,6 | 97 |

Total rent expense for office space and equipment for 2009 amounted to \$239,854.

In June 2006, the Network signed a letter of intent to lease additional office space. The letter of intent states that the Network will occupy an additional 6,200 square feet of space for seven years at \$12 per square foot, or approximately \$6,200 per month. The new lease will contain an escalation clause. The Network expects to occupy this additional space and begin rental payments in July 2010.

Litigation

The Network is the named defendant in several pending lawsuits. The ultimate outcome of these lawsuits cannot be presently determined. In the opinion of management, the outcome of these lawsuits will not have a material effect on the Network's financial position.

10. PROFIT SHARING PLAN

The Network has a 401(k) profit sharing plan covering substantially all employees. The plan was changed effective January 2004, to allow for an employer contribution of 3% of all eligible wages. Employer contributions for 2009 amounted to \$141,867. The plan also allows for additional contributions at the discretion of the Board. There were no discretionary contributions for 2009.

11. RELATED PARTY TRANSACTIONS

During the ordinary course of business, the Network conducts transactions with related parties. During 2009, the Network paid \$545,991 for property management and \$533,031 for weatherization to its neighborhood constituent community development corporations.

In 2009, the Network charged the affiliated partnerships \$109,520 for accounting services.

In 2009, the Network gave \$646,696 in grants (included in program expenses) to its affiliated partnerships.

12. GUARANTEES

The Network has guaranteed loans for seven of its affiliated partnerships as follows:

| <u>Partnership</u> | <u>Amount</u> | Type of Loan |
|-------------------------------|------------------|------------------------------|
| | 4 500 000 | |
| Edgewood Park | \$ 500,000 | Community Development Lender |
| Edgewood Park | \$ 2,168,206 | Bank |
| Opportunity Housing, LLC | \$ 570,835 | Bank |
| Cleveland Green Homes LP | \$ 1,960,724 | Bank |
| Cleveland Green Homes East LP | \$ 3,252,107 | Bank |
| Rainbow Place Apartments | \$ 3,188,101 | Bank |

The term of the guarantees is the life of the loans through the construction periods, which are expected to mature by 2011. In addition to the guarantee, the loans are collateralized by mortgages on the partnerships' properties for the project. The guarantees were made to assist the partnerships in obtaining construction financing for housing projects for which the Network is the developer. The Network would be required to perform under the guarantees if the partnerships defaulted on their loans. The maximum potential amount to be owed would be the balance of the loan plus accrued interest. The Network would expect the amount due to be reduced by the proceeds of the sale of collateral.

CLEVELAND HOUSING NETWORK, INC. AND AFFILIATES

SUPPLEMENTAL FINANCIAL INFORMATION

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|--|---------|
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SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED DECEMBER 31, 2009

| Federal Grantor/Pass-Through Grantor/Program Title | CFDA# | <u>Exp</u> | <u>enditures</u> |
|---|--------------------------------|------------|------------------------|
| United States Department of Energy passed through the City of Cleveland | | | |
| Home Weatherization Assistance Program (DC | DE) 81.042 | \$ | 405,878 |
| United States Department of Energy passed through the City of Cleveland | | | |
| American Recovery and Reinvestment Act (AF | RRA) 81.042 | | 1,053,815 1,459,693 |
| United States Department of Health and Human Servi passed through the City of Cleveland | ces | | |
| Home Weatherization Assistance Program (HI | HS) 93.568 | | 348,350 |
| United States Department of Health and Human Servi passed through the City of Cleveland | ces | | |
| American Recovery and Reinvestment Act (AF | RRA) 93.568 | | 3,057 |
| United States Department of Health and Human Servi passed through the State of Ohio | ces | | |
| 37 | IA-135 93.568 IA-135 93.568 | | 392,922 140,705 |
| United States Department of Health and Human Servi passed through the State of Ohio | ces | | |
| Residential Energy Assistance Challenge 07-F | IR-301 93.568 | | 193,952 |
| United States Department of Health and Human Servi passed through Cuyahoga County | ces | | |
| Foreclosure Prevention Counseling | 93.558 | | 62,335 1,141,321 |
| United States Department of Housing and Urban Development passed through Cuyahoga County | | | |
| Emergency Shelter Program | 14.231 | | 10,566 |
| United States Department of Housing and Urban Development | | | |
| Support Service-Transitional Housing Project | 14.235 | | 14,171 |

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (Continued) YEAR ENDED DECEMBER 31, 2009

| Federal Grantor/Pass-Through Grantor/Program Title | CFDA # | Expenditures |
|--|--------|------------------------------------|
| United States Department of Housing and Urban Development | | |
| Supplemental Assistance for Facilities to Assist Homeless | 14.235 | 125,610 |
| United States Department of Housing and Urban Development | | |
| Supportive Housing Program | 14.235 | 29,915 |
| United States Department of Housing and Urban Development passed through the City of Cleveland | | |
| Lead Based Paint Hazard Control Program | 14.900 | 469,885 |
| United States Department of Housing and Urban Development passed through Cuyahoga County | | |
| Healthy Homes Initiative | 14.901 | 63,708 |
| United States Department of Housing and Urban Development passed through the City of Cleveland | | |
| Home Investment Partnership Program | 14.239 | 578,140 |
| United States Department of Housing and Urban Development passed through the Enterprise Communit Partners | у | |
| Capacity Building Program | 14.XXX | 76,415 |
| United States Department of Housing and Urban Development passed through Housing Partnership Network | | |
| Housing Counseling Programs | 14.169 | <u>125,988</u> <u>1,494,398</u> |
| Total Federal Expenditures | | <u>\$ 4,095,412</u> |





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BOARD OF TRUSTEES CLEVELAND HOUSING NETWORK, INC. AND AFFILIATES

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

We have audited the consolidated financial statements of Cleveland Housing Network, Inc. and Affiliates as of and for the year ended December 31, 2009, and have issued our report thereon dated June 4, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered Cleveland Housing Network, Inc. and Affiliates' internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing an opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over financial reporting.

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 misstatements on a timely basis.

A material weakness is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as described above.





Compliance and Other Matters

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

We noted certain other matters involving internal control over financial reporting that we reported to management of Cleveland Housing Network, Inc. and Affiliates in a separate letter dated June 4, 2010.

This report is intended solely for the information and use of management, the Board of Trustees, others within the Organization, and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Cohen y Company

June 4, 2010 Cleveland, Ohio





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Akron Cleveland Columbus Westlake Youngstown

BOARD OF TRUSTEES CLEVELAND HOUSING NETWORK, INC. AND AFFILIATES

Report on Compliance with Requirements Applicable to
Each Major Program and Internal Control Over
Compliance in Accordance with OMB Circular A-133

Compliance

We have audited the compliance of Cleveland Housing Network, Inc. and Affiliates with the types of compliance requirements described in the *U.S. Office of Management and Budget (OMB) Circular A-133 Compliance Supplement* that are applicable to its major federal programs for the year ended December 31, 2009. Cleveland Housing Network, Inc. and Affiliates' major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to its major federal programs is the responsibility of Cleveland Housing Network, Inc. and Affiliates' management. Our responsibility is to express an opinion on Cleveland Housing Network, Inc. and Affiliates' compliance based on our audit.

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 OMB Circular A-133, *Audits of States, Local Governments and Non-Profit Organizations*. Those standards and OMB Circular A-133 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 major federal programs occurred. An audit includes examining, on a test basis, evidence about Cleveland Housing Network, Inc. and Affiliates' 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. Our audit does not provide a legal determination on Cleveland Housing Network, Inc. and Affiliates' compliance with those requirements.

In our opinion, Cleveland Housing Network, Inc. and Affiliates complied, in all material respects, with the requirements referred to above that are applicable to its major federal programs for the year ended December 31, 2009.





Internal Control Over Compliance

The management of Cleveland Housing Network, Inc. and Affiliates is responsible for establishing and maintaining effective internal control over compliance with requirements of laws, regulations, contracts, and grants applicable to federal programs. In planning and performing our audit, we considered Cleveland Housing Network, Inc. and Affiliates' internal control over compliance with the requirements that could have a direct and material effect on major federal programs in order to determine our auditing procedures for the purpose of expressing our opinion on compliance and to test and report on internal control over compliance in accordance with OMB Circular A-133, 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 Cleveland Housing Network, Inc. and Affiliates' 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.

Our consideration of the 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 deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses as defined above.

This report is intended solely for the information and use of the Board of Trustees, management, and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Cohen of Company

June 4, 2010 Cleveland, Ohio

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED DECEMBER 31, 2009

SECTION I – SUMMARY OF AUDITORS' RESULTS

| Financial Statements | | | | | |
|---|--|------|-------------|---------------|--|
| Type of auditors' report issued: | | | Unqualified | | |
| Internal control over financial reporting: Material weakness(es) identified? | | _Yes | $\sqrt{}$ | No | |
| Significant deficiency(ies) identified not considered to be material weaknesses? | | _Yes | | None reported | |
| Noncompliance material to financial statements noted? | | _Yes | $\sqrt{}$ | No | |
| Federal Awards | | | | | |
| Internal control over major programs: Material weakness(es) identified? Significant deficiency(ies) identified | | _Yes | $\sqrt{}$ | No | |
| not considered to be material weaknesses? | | _Yes | | None reported | |
| Type of auditors' report issued on compliance for major programs: | | | Unqualified | l | |
| Any audit findings disclosed that are required to be reported in accordance with Circular A-133, Section 510(a)? | | _Yes | | No | |
| Identification of major programs: | | | | | |
| Name of Federal Program or Cluster 93.568 Home Weatherization Assistance Program (HHS), Home Energy Assistance Program, Residential Energy Assistance Challenge, and ARRA 14.900 Lead Based Paint Hazard Control Program 81.042 Home Weatherization Assistance Program (DOE), ARRA 14.239 Home Investment Partnership Program | | | | | |
| Dollar threshold used to distinguish between Type A and Type B programs: | | | \$ 300,0 | 000 | |
| uditee qualified as low-risk auditee? | | | | | |

SECTION II - FINANCIAL STATEMENT FINDINGS

No matters were reported.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (Continued) YEAR ENDED DECEMBER 31, 2009

SECTION III – FEDERAL AWARD FINDINGS AND QUESTIONED COSTS

No matters were reported.

SECTION IV – PRIOR YEAR FINDINGS AND QUESTIONED COSTS

None.

NOTE TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED DECEMBER 31, 2009

1. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

The accompanying schedule of expenditures of federal awards was prepared on the accrual basis of accounting.



Cohen & Company

Certified Public Accountants

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BOARD OF TRUSTEES CLEVELAND HOUSING NETWORK, INC. AND AFFILIATES

Independent Auditors' Report on Supplemental Financial Information

Our report on our audit of the basic consolidated financial statements of Cleveland Housing Network, Inc. and Affiliates for 2009 appears on page 2. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The supplemental information contained on pages 29 through 37 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements, and, in our opinion, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.

Cohen y Company

June 4, 2010 Cleveland, Ohio





CONSOLIDATING STATEMENT OF FINANCIAL POSITION

| | CHN | Subsidiary and Affiliate | d Eliminations | Consolidated | | CHN | Subsidiary and Affiliate | Eliminations | Consolidated |
|--|----------------------|--------------------------|-------------------|----------------------|--|------------------------|--------------------------|--------------|------------------------|
| | ASSETS | | | | | LIABILITIES | 3 | | |
| CURRENT ASSETS | | | | | CURRENT LIABILITIES | | | | |
| Cash and cash equivalents | \$ 3,290,139 | \$ 72,191 | | \$ 3,362,330 | Notes payable | \$ 2,861,122 | | | \$ 2,861,122 |
| Accounts receivable - Net | | | . () | | Current portion of long-term debt | 793,266 | | | 793,266 |
| Affiliated entities | 3,997,832 | 0.000 | \$ (7,588) | 3,990,244 | Current portion of deferred interest payable | 70,800 | | | 70,800 |
| Other | 724,435 | 2,220 | | 726,655 | Accounts payable and accrued expenses | 440.550 | 400.040 | | 040 400 |
| Grants and contracts | 2,439,608 | | | 2,439,608 | Trade | 113,550 | \$ 102,940 | Ф (7.500) | 216,490 |
| Current portion of notes receivable | 2,947,458 | | | 2,947,458 | Affiliated entities | 1,200,946 | 31,438 | \$ (7,588) | 1,224,796 |
| Current portion of interest receivable | 3,003,176 | | | 3,003,176 | Other | 1,215,532 1,543,189 | | | 1,215,532 1,543,189 |
| Inventory - Net | 2,829,487 138,764 | | | 2,829,487 | Deferred revenue | 7,798,405 | 134,378 | (7,588) | 7,925,195 |
| Prepaid and other assets Land and buildings held for sale | 3,507,240 | 400,229 | | 138,764 3,907,469 | | 7,790,403 | 104,070 | (7,500) | 7,923,193 |
| Land and buildings field for sale | 22,878,139 | 474,640 | | 23,345,191 | LONG TERM LIABILITIES | | | | |
| | 22,070,100 | | (1,500) | 20,040,101 | Long-term debt | 32,081,441 | 914,878 | (464,878) | 32,531,441 |
| | | | | | Deferred interest payable | 26,951 | 931,997 | (17,991) | 940,957 |
| | | | | | Deletted interest payable | 32,108,392 | 1,846,875 | (482,869) | 33,472,398 |
| | | | | | | 39,906,797 | 1,981,253 | (490,457) | 41,397,593 |
| FURNITURE AND EQUIPMENT - AT COST | | | | | | | | | |
| Equipment | 688,255 | | | 688,255 | | | | | |
| Less: Accumulated depreciation | 552,740 | | | 552,740 | N | NET ASSETS | | | |
| | 135,515 | | | 135,515 | | | | | |
| | | | | | UNRESTRICTED | | | | |
| | | | | | Designated | 11,070,834 | | | 11,070,834 |
| | | | | | Undesignated | 8,119,804 | (1,506,613) | | 6,613,191 |
| | | | | | • | 19,190,638 | (1,506,613) | | 17,684,025 |
| OTHER ASSETS | | | | | | | | | |
| Notes receivable - Long-term | 24,929,563 | | (464,878) | 24,464,685 | | | | | |
| Mortgages receivable | 1,036,041 | | | 1,036,041 | TEMPORARILY RESTRICTED | 119,500 | | | 119,500 |
| Interest receivable - Deferred - Net | 11,062,677 | _ | (17,991) | 11,044,686 | PERMANENTLY RESTRICTED | 825,000 | | | 825,000 |
| | 37,028,281 | | (482,869) | 36,545,412 | | 20,135,138 | (1,506,613) | | 18,628,525 |
| | \$ 60,041,935 | \$ 474,640 | \$ (490,457) | \$ 60,026,118 | | \$ 60,041,935 | \$ 474,640 | \$ (490,457) | \$ 60,026,118 |

CONSOLIDATING STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2009

| | Unrestricted | | | | | | |
|--|---------------------|--------------------------|---------------------------------------|-----------------------|------------------------|---------------------------|---------------------|
| | CHN | Subsidiary and Affiliate | Eliminations | Total Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
| REVENUES | | | | | | | |
| Public support | \$ 16,856,760 | | | \$ 16,856,760 | | | \$ 16,856,760 |
| Rental income | 1,153,172 | \$ 227,877 | | 1,381,049 | | | 1,381,049 |
| Management fees - Affiliated entities | 4,427,636 | | | 4,427,636 | | | 4,427,636 |
| Interest income - Affiliated entities | 2,432,327 | | | 2,432,327 | | | 2,432,327 |
| Loss on sale of houses | (633,312) | | | (633,312) | | | (633,312) |
| Maintenance services - Affiliated entities | 916,650 | | | 916,650 | | | 916,650 |
| Other interest income and miscellaneous | 783,261 | 44,750 | | 828,011 | | | 828,011 |
| | 25,936,494 | 272,627 | · · · · · · · · · · · · · · · · · · · | 26,209,121 | | | 26,209,121 |
| NET ASSETS RELEASED FROM RESTRICTIONS | 23,100 | | | 23,100 | \$ (23,100) | | |
| Total revenues | 25,959,594 | 272,627 | | 26,232,221 | (23,100) | | 26,209,121 |
| EXPENSES | | | | | | | |
| Program services | 23,527,373 | 360,257 | | 23,887,630 | | | 23,887,630 |
| Supporting services | , , | , | | , , | | | , , |
| Management and general | 994,703 | | | 994,703 | | | 994,703 |
| Fundraising | 192,793 | | | 192,793 | | | 192,793 |
| · | 24,714,869 | 360,257 | | 25,075,126 | | | 25,075,126 |
| CHANGE IN NET ASSETS | <u>\$ 1,244,725</u> | <u>\$ (87,630)</u> | <u>\$</u> - | <u>\$ 1,157,095</u> | <u>\$ (23,100)</u> | <u>\$</u> | <u>\$ 1,133,995</u> |

SCHEDULE OF OHIO DEPARTMENT OF DEVELOPMENT ADMINISTERED GRANTS YEAR ENDED DECEMBER 31, 2009

| Grant Name | <u>Number</u> | Cash Received | Expenses Charged | Remaining Grant Balance |
|---|---------------|------------------|---------------------|-------------------------------|
| Housing Development Assistance Program | N-B-07-7DR-1 | \$ 750,000 | \$ 750,000 | \$ - |
| Housing Development Assistance Program | S-N-08-7DR-3 | \$ - | \$ - | \$ 396,000 |
| Housing Development Assistance Program | S-N-08-7DR-1 | \$ - | \$ - | \$ 750,000 |
| Housing Development Assistance Program | S-N-08-7DR-2 | \$ - | \$ - | \$ 508,000 |
| Housing Trust Fund | D-07-505-9 | \$ 145,500 | \$ 145,500 | \$ - |
| Housing Trust Fund | H-07-505-1 | \$ 270,712 | \$ 274,608 | \$ 69,392 |
| Housing Trust Fund | R-08-505-1 | \$ 28,919 | \$ 33,913 | \$ 41,087 |

SCHEDULE OF LONG-TERM NOTES RECEIVABLE

| Description | Amount | Interest Rate | Maturity <u>Date</u> |
|---|--------------|------------------|-------------------------|
| Cleveland Housing Network Limited Partnership XI | \$ 2,187,806 | AFR (6.46%) | December 2010 |
| Cleveland Housing Network Limited Partnership XI | 447,350 | Prime | December 2010 |
| Cleveland Housing Network Limited Partnership XII | 600,000 | 7.13% | July 2022 |
| Cleveland Housing Network Limited Partnership XII | 173,302 | 1% | December 2022 |
| Cleveland Housing Network Limited Partnership XII | 1,976,106 | 7.13% | December 2022 |
| Cleveland Housing Network Limited Partnership XII | 154,125 | 7.13% | December 2022 |
| Cleveland Housing Network Limited Partnership XIII | 1,843,125 | 6.42% | December 2023 |
| Cleveland Housing Network Limited Partnership XIII | 310,000 | 6.42% | December 2024 |
| Cleveland Housing Network Limited Partnership XIV | 2,689,397 | 7% | December 2024 |
| Cleveland Housing Network Limited Partnership XIV | 122,400 | .50% | December 2024 |
| Cleveland Housing Network Limited Partnership XIV | 300,000 | 6% | December 2024 |
| Cleveland Housing Network Limited Partnership XV | 1,749,516 | 5.30% | December 2025 |
| Cleveland Housing Network Limited Partnership XV | 300,000 | 5.30% | December 2029 |
| Cleveland Housing Network Limited Partnership XVI | 1,750,000 | 5% (Deferred) | December 2026 |
| Cleveland Housing Network Limited Partnership XVII | 516,000 | 8.00% | December 2027 |

SCHEDULE OF LONG-TERM NOTES RECEIVABLE (Continued)

| Description | Amount | Interest Rate | Maturity Date |
|--|-----------|------------------|------------------|
| Cleveland Housing Network Limited Partnership XVII | 300,000 | 8.00% | December 2031 |
| Cleveland Housing Network Limited Partnership XVIII | 525,336 | 8.00% | December 2031 |
| Cleveland Housing Network Limited Partnership XVIII | 300,000 | 7.00% | December 2032 |
| Cleveland Housing Network Limited Partnership XVIII | 300,000 | 2.00% | December 2032 |
| Cleveland Housing Network Limited Partnership XIX | 750,000 | 5% (Deferred) | December 2029 |
| Cleveland Housing Network Erieview Homes I, Ltd. | 446,000 | 5% (Deferred) | December 2029 |
| Cleveland Housing Network Limited Partnership XX | 1,850,000 | 5% (Deferred) | December 2030 |
| Cleveland Housing Network Limited Partnership MF2 | 32,824 | 1% | December 2010 |
| New Construction Limited Partnership I | 300,000 | 8.01% | November 2026 |
| New Construction Limited Partnership II | 300,000 | 1% | December 2028 |
| New Construction Limited Partnership II | 300,000 | 7.04% | December 2028 |
| Erie Square LP | 500,000 | 5% (Deferred) | December 2030 |
| New Construction Limited Partnership III | 516,000 | .25% | December 2031 |
| Cleveland Housing Network Limited Partnership XXI | 1,500,000 | 5% (Deferred) | December 2021 |
| Erieview Homes II LP | 1,005,668 | 7% | December 2033 |
| Stockyard Homes LP | 735,000 | 5.25% | December 2033 |

SCHEDULE OF LONG-TERM NOTES RECEIVABLE (Continued)

| Description | Amount | Interest Rate | Maturity <u>Date</u> |
|----------------------------------|----------------------|------------------|-------------------------|
| Slavic Village Homes LP | 545,233 | 7% | December 2033 |
| Cleveland New Homes LP | 806,421 | 5% (Deferred) | December 2027 |
| Cleveland Green Homes East LP | 399,720 | .5% | January 2040 |
| Cleveland Green Homes LP | 176,419 | .5% | January 2040 |
| Edgewood Park LP | 750,000 | 2% | December 2037 |
| Notes due from Houseco | 554,395 | | |
| | 28,012,143 | | |
| Less: Current portion | 2,947,458 | | |
| Less: Reserve for impairment | 600,000 | | |
| | <u>\$ 24,464,685</u> | | |

SCHEDULE OF NOTES PAYABLE

| Payee | Interest Rate | Due Date | Total Available Line of Credit | Amount Outstanding at December 31, 2009 |
|-----------------------------------|------------------|-------------|---|---|
| Enterprise Community Loan Fund | 6.75% | August 2011 | \$ 750,000 | \$ - |
| Enterprise Community Loan Fund | 0% | August 2011 | 250,000 | - |
| Key Bank | Prime – 3.5% | May 2011 | 3,000,000 | 2,334,258 |
| Key Bank | Prime | July 2010 | 1,000,000 | 103,986 |
| Village Capital Corporation | 6% | July 2010 | 1,000,000 | 83,042 |
| Fifth Third Bank | Prime + .5% | April 2010 | 500,000 | - |
| Key Bank | Prime + 1.25% | July 2010 | 400,000 | 339,836 |
| | | | \$ 6,900,000 | <u>\$ 2,861,122</u> |

SCHEDULE OF LONG-TERM DEBT

| Description | Interest <u>Rate</u> | Due Date | Amount |
|----------------------------------|---------------------------|-------------|---------------------|
| Mortgages Payable to City of Cle | eveland and State of Ohio | | |
| P1 | 0% | * | \$ 17,500 |
| P2 | 0% | * | 15,000 |
| P5 | 6.5% (Deferred) | * | 18,600 |
| P6 | 6.5% (Deferred) | * | 23,050 |
| P7 | 2% | * | 113,502 |
| P7 (State) | 0% | 2032 | 80,000 |
| P8 ` ´ | 1% | * | 226,083 |
| P8 (State) | 0% | 2033 | 160,000 |
| P8 (State) | 0% | 2017 | 151,504 |
| P11 ´ | 0% | 2020 | 2,477,764 |
| P12 | 0% | 2022 | 2,400,000 |
| P13 | 0% | 2023 | 1,532,640 |
| P13 (State loan) | 0% | 2025 | 310,000 |
| P14 (State loan) | 0% | | 300,000 |
| P14 | 0% | 2024 | 2,601,831 |
| P15 (State loan) | 0% | | 300,000 |
| P15 | 0% | 2025 | 1,749,516 |
| P16 | 0% | 2026 | 1,750,000 |
| P17 | 0% | 2017 | 516,000 |
| P17 (State loan) | 0% | | 300,000 |
| P18 | 0% | 2028 | 492,000 |
| P18 (State loan) | 0% | | 300,000 |
| P19/Erieview Homes | 0% | 2029 | 1,130,000 |
| P20 | 0% | 2030 | 1,850,000 |
| NC1 | 1% | 2026 | 300,000 |
| NC2 | 0% | 2031 | 300,000 |
| NC2 (State loan) | 0% | | 300,000 |
| Cleveland New Homes | 0% | 2027 | 806,421 |
| P21 | 0% | 2031 | 1,500,000 |
| NC3 | 0% | 2033 | 516,000 |
| MF1 | 3% | 2020 | 172,500 |
| Erie Square | 0% | 2037 | 500,000 |
| Erieview Homes II | 0% | 2034 | 750,000 |
| Slavic Village Homes | 0% | 2034 | 335,000 |
| Stockyard Homes | 0% | 2033 | 735,000 |
| Cleveland Green Homes | 0% | 2039 | 176,419 |
| Cleveland Green East | 0% | 2040 | 399,720 |
| Edgewood Park (State) | 2% | 2038 | <u>750,000</u> |
| | | | <u>\$26,356,050</u> |

^{*} Interest and principal to be forgiven upon tenant's exercise of the lease purchase provision.

SCHEDULE OF LONG-TERM DEBT (Continued)

| Description | Interest Rate | Due <u>Date</u> | _ <u>A</u> | mount |
|--------------------|------------------|--------------------|------------|--------|
| CDBG Loans Payable | | | | |
| Year 14 | 0% | Due upon sale | \$ | 4,500 |
| Year 15 | 0% | Due upon sale | | 9,320 |
| Year 16 | 0% | Due upon sale | | 38,077 |
| | | · | \$ | 51,897 |