

# TOWNSPEOPLE®

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2016 AND 2015



Leaf & Cole, LLP  
*Certified Public Accountants*

**TOWNSPEOPLE  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2016 AND 2015**

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Leaf & Cole, LLP  
Certified Public Accountants  
A Partnership of Professional Corporations

## **Independent Auditor's Report**

To the Board of Directors  
Townspople

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

We have audited the accompanying consolidated financial statements of Townspople, which comprise the consolidated statements of financial position as of December 31, 2016 and 2015, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### ***Management's Responsibility for the Consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the 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 consolidated financial position of Townspeople as of December 31, 2016 and 2015, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

***Other Matters***

***Other Information***

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying supplementary information on pages 21 to 24 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. The accompanying schedule of expenditures of federal awards, as required Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and is also not a required part 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.

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

In accordance with *Government Auditing Standards*, we have also issued our report dated April 19, 2017, on our consideration of Townspeople's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Townspeople's internal control over financial reporting and compliance.

Leaf & Cole LLP

San Diego, California  
April 19, 2017

**TOWNSPEOPLE**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2016 AND 2015**

<b>ASSETS</b>		
	<u>2016</u>	<u>2015</u>
<b><u>Current Assets:</u></b> (Notes 2, 3 and 5)		
Cash and cash equivalents	\$ 73,070	\$ 28,898
Accounts receivable	458,336	152,955
Tenant security deposits	42,364	41,640
Prepaid expenses and other assets	16,328	19,646
Total Current Assets	<u>590,098</u>	243,139
<b><u>Restricted Reserves:</u></b> (Note 4)		
Replacement reserves	187,919	157,975
Operating reserves	144,953	144,724
Total Restricted Reserves	<u>332,872</u>	302,699
<b><u>Noncurrent Assets:</u></b> (Notes 2 and 5)		
Property and equipment, net	9,928,748	10,028,315
Total Noncurrent Assets	<u>9,928,748</u>	10,028,315
<b>TOTAL ASSETS</b>	<u>\$ 10,851,718</u>	\$ 10,574,153
<b>LIABILITIES AND NET ASSETS</b>		
<b><u>Current Liabilities:</u></b> (Notes 2, 6 and 7)		
Accounts payable and accrued expenses	\$ 152,567	\$ 73,652
Accrued interest payable	13,973	13,973
Accrued compensated absences	48,102	37,002
Line-of-credit	16,187	21,098
Deferred revenue	303,343	3,835
Tenant security deposits	40,205	38,355
Total Current Liabilities	<u>574,377</u>	187,915
<b><u>Noncurrent Liabilities:</u></b> (Note 7)		
Notes payable, net	10,282,878	10,282,671
Accrued interest payable	1,953,015	1,655,596
Total Noncurrent Liabilities	<u>12,235,893</u>	11,938,267
Total Liabilities	<u>12,810,270</u>	12,126,182
<b><u>Commitments</u></b> (Note 8)		
<b><u>Unrestricted Net Assets (Deficit)</u></b> (Note 2)	<u>(1,958,552)</u>	(1,552,029)
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 10,851,718</u>	\$ <u>10,574,153</u>

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

**TOWNSPEOPLE  
CONSOLIDATED STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015**

	<u>2016</u>	<u>2015</u>
<b><u>Revenue and Support:</u></b>		
Grants and contracts	\$ 732,642	\$ 450,427
Rental income	591,774	478,656
Miscellaneous income	29,541	6,418
Contributions	14,274	16,277
Interest income	301	219
Total Revenue and Support	1,368,532	951,997
 <b><u>Expenses:</u></b>		
<b>Program Services:</b>		
Housing services	770,781	372,931
34th Street Apartments	581,913	575,801
51st Street Apartments	309,315	331,079
Wilson Avenue Apartments	53,701	52,206
Housing development	33,250	56,645
Total Program Services	1,748,960	<u>1,388,662</u>
<b>Supporting Services:</b>		
General and administrative	24,918	46,560
Fundraising	1,177	26,963
Total Supporting Services	<u>26,095</u>	73,523
Total Program and Supporting Services Expenses	<u>1,775,055</u>	1,462,185
Change in Unrestricted Net Assets	(406,523)	(510,188)
Unrestricted Net Assets (Deficit) at Beginning of Year	<u>(1,552,029)</u>	(1,041,841)
<b>UNRESTRICTED NET ASSETS (DEFICIT) AT END OF YEAR</b>	<b><u>\$ (1,958,552)</u></b>	<b><u>\$ (1,552,029)</u></b>

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

**TOWNSPEOPLE**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2016**

	Housing Services	Wilson Avenue Apartments	51st Street Apartments	34th Street Apartments	Housing Development	Total	General and Administrative	Fundraising	Total	Total Expenses
<b>Salaries and Related Expenses:</b>										
Salaries and wages	\$ 250,400	\$ 6,211	\$ 29,903	\$ 94,394	\$ 29,855	\$ 410,763	\$ 4,798	\$ 191	\$ 4,989	\$ 415,752
Payroll taxes	14,340	524	2,725	7,698	2,148	27,435	471	19	490	27,925
Employee benefits	20,577	1,012	6,640	12,356	1,244	41,829	429	17	446	42,275
Total Salaries and Related Expenses	<u>285,317</u>	<u>7,747</u>	<u>39,268</u>	<u>114,448</u>	<u>33,247</u>	<u>480,027</u>	<u>5,698</u>	<u>227</u>	<u>5,925</u>	<u>485,952</u>
<b>Nonsalary Related Expenses:</b>										
Asset management fee	-	-	12,000	30,000	-	42,000	-	-	-	42,000
Board of Directors	-	-	-	-	-	-	45	-	45	45
Contract labor	-	-	-	1,143	-	1,143	-	-	-	1,143
Contribution	-	-	-	-	300,000	300,000	-	-	-	300,000
Depreciation	-	18,744	106,834	164,604	-	290,182	1,903	-	1,903	292,085
Development	-	-	-	-	-	-	-	950	950	950
Drug testing	-	-	-	31	-	31	-	-	-	31
Fees and licenses	35	340	1,958	102	-	2,435	1,627	-	1,627	4,062
Insurance	5,630	2,795	7,796	16,815	-	33,036	-	-	-	33,036
Interest	-	7,710	93,730	152,100	-	253,540	2,058	-	2,058	255,598
Legal/accounting fees	39,436	7,536	17,873	29,479	-	94,324	4,535	-	4,535	98,859
Manager rent free unit	-	4,812	6,960	12,444	-	24,216	-	-	-	24,216
Mileage	201	47	796	1,030	-	2,074	27	-	27	2,101
Miscellaneous	-	11	29	3,016	3	3,059	449	-	449	3,508
Office supplies/printing	16,550	302	1,686	3,783	-	22,321	1,631	-	1,631	23,952
Postage	150	22	62	120	-	354	89	-	89	443
Rent/lease	33,607	1,023	3,589	8,089	-	46,308	3,640	-	3,640	49,948
Rental assistance	348,946	128	229	-	-	349,303	-	-	-	349,303
Repairs and maintenance	10,753	1,694	13,445	42,689	-	68,581	714	-	714	69,295
Security	17,395	68	1,062	455	-	18,980	148	-	148	19,128
Telephone	3,390	202	904	2,533	-	7,029	1,419	-	1,419	8,448
Tenant engagement	-	-	-	583	-	583	-	-	-	583
Training	-	-	-	275	-	275	50	-	50	325
Utilities	9,371	520	13,094	28,174	-	51,159	885	-	885	52,044
Total Nonsalary Related Expenses	<u>485,464</u>	<u>45,954</u>	<u>282,047</u>	<u>497,465</u>	<u>300,003</u>	<u>1,610,933</u>	<u>19,220</u>	<u>950</u>	<u>20,170</u>	<u>1,631,103</u>
<b>Less: Eliminations</b>	<u>-</u>	<u>-</u>	<u>(12,000)</u>	<u>(30,000)</u>	<u>(300,000)</u>	<u>(342,000)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(342,000)</u>
<b>TOTAL EXPENSES</b>	<u>\$ 770,781</u>	<u>\$ 53,701</u>	<u>\$ 309,315</u>	<u>\$ 581,913</u>	<u>\$ 33,250</u>	<u>\$ 1,748,960</u>	<u>\$ 24,918</u>	<u>\$ 1,177</u>	<u>\$ 26,095</u>	<u>\$ 1,775,055</u>

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

**TOWNSPEOPLE**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2015**

	Program Services					Supporting Services			Total Expenses	
	Housing Services	Wilson Avenue Apartments	51st Street Apartments	34th Street Apartments	Housing Development	Total	General and Administrative	Fundraising		Total
<b>Salaries and Related Expenses:</b>										
Salaries and wages	\$ 70,521	\$ 12,147	\$ 39,721	\$ 86,633	\$ 50,374	\$ 259,396	\$ 7,405	\$ 5,600	\$ 13,005	\$ 272,401
Payroll taxes	5,366	603	3,656	7,029	3,695	20,349	917	48	965	21,314
Employee benefits	12,054	1,034	5,475	16,034	2,576	37,173	998	-	998	38,171
Total Salaries and Related Expenses	<u>87,941</u>	<u>13,784</u>	<u>48,852</u>	<u>109,696</u>	<u>56,645</u>	<u>316,918</u>	<u>9,320</u>	<u>5,648</u>	<u>14,968</u>	<u>331,886</u>
<b>Nonsalary Related Expenses:</b>										
Asset management fee	-	-	12,000	30,000	-	42,000	-	-	-	42,000
Bad debt expense	-	-	1,301	78	-	1,379	-	-	-	1,379
Contract labor	-	-	-	1,152	-	1,152	2,310	-	2,310	3,462
Depreciation	-	15,071	106,921	165,401	-	287,393	3,288	-	3,288	290,681
Development	-	-	-	-	-	-	-	21,315	21,315	21,315
Drug testing	-	-	-	15	-	15	-	-	-	15
Fees and licenses	-	821	1,586	136	-	2,543	94	-	94	2,637
Insurance	2,121	972	3,876	22,079	-	29,048	780	-	780	29,828
Interest	-	7,710	93,730	152,100	-	253,540	2,274	-	2,274	255,814
Legal/accounting fees	23,359	5,539	22,983	28,166	-	80,047	12,333	-	12,333	92,380
Manager rent free unit	-	-	6,960	12,444	-	19,404	-	-	-	19,404
Mileage	476	30	110	95	-	711	61	-	61	772
Miscellaneous	-	-	-	4,328	-	4,328	510	-	510	4,838
Office supplies/printing	2,458	461	1,709	1,283	-	5,911	1,703	-	1,703	7,614
Postage	45	26	86	132	-	289	202	-	202	491
Rent/lease	12,033	2,962	8,977	13,026	-	36,998	11,255	-	11,255	48,253
Rental assistance	231,638	140	189	-	-	231,967	-	-	-	231,967
Repairs and maintenance	3,756	1,332	16,218	37,188	-	58,494	480	-	480	58,974
Security	1,050	280	2,656	1,540	-	5,526	175	-	175	5,701
Telephone	2,087	370	1,636	2,622	-	6,715	1,007	-	1,007	7,722
Tenant engagement	-	-	-	488	-	488	-	-	-	488
Training	-	-	-	120	-	120	333	-	333	453
Utilities	5,967	2,708	13,289	23,712	-	45,676	435	-	435	46,111
Total Nonsalary Related Expenses	<u>284,990</u>	<u>38,422</u>	<u>294,227</u>	<u>496,105</u>	<u>-</u>	<u>1,113,744</u>	<u>37,240</u>	<u>21,315</u>	<u>58,555</u>	<u>1,172,299</u>
<b>Less: Eliminations</b>	<u>-</u>	<u>-</u>	<u>(12,000)</u>	<u>(30,000)</u>	<u>-</u>	<u>(42,000)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(42,000)</u>
<b>TOTAL EXPENSES</b>	<u>\$ 372,931</u>	<u>\$ 52,206</u>	<u>\$ 331,079</u>	<u>\$ 575,801</u>	<u>\$ 56,645</u>	<u>\$ 1,388,662</u>	<u>\$ 46,560</u>	<u>\$ 26,963</u>	<u>\$ 73,523</u>	<u>\$ 1,462,185</u>

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



**TOWNSPEOPLE  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015**

	<u>2016</u>	<u>2015</u>
<b><u>Cash Flows From Operating Activities:</u></b>		
Change in unrestricted net assets	\$ (406,523)	\$ (510,188)
<b>Adjustments to reconcile change in unrestricted net assets to net cash provided by (used in) operating activities:</b>		
Depreciation	292,085	290,681
Amortization of debt issuance costs	207	207
<b>(Increase) Decrease in:</b>		
Accounts receivable	(305,381)	(141,309)
Tenant security deposits	(724)	(6,728)
Prepaid expenses and other assets	3,318	10,460
<b>Increase (Decrease) in:</b>		
Accounts payable and accrued expenses	78,915	67,155
Accrued compensated absences	11,100	10,504
Deferred revenue	299,508	(400)
Tenant security deposits	1,850	(402)
Accrued interest payable	245,889	225,388
Net Cash Provided by (Used) in Operating Activities	220,244	<u>(54,632)</u>
<b><u>Cash Flows From Investing Activities:</u></b>		
Net deposits to replacement reserves	(29,944)	(23,635)
Net deposits to operating reserves	(229)	(33,135)
Purchase of property and equipment	(140,988)	(1,260,337)
Net Cash Used in Investing Activities	(171,161)	<u>(1,317,107)</u>
<b><u>Cash Flows From Financing Activities:</u></b>		
Line-of-credit payments, net	(4,911)	(6,385)
Custodial funds	-	(14,000)
Proceeds from notes payable	-	1,251,250
Net Cash (Used in) Provided by Financing Activities	(4,911)	1,230,865
Net Increase (Decrease) in Cash and Cash Equivalents	44,172	(140,874)
Cash and Cash Equivalents at Beginning of Year	28,898	169,772
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>\$ 73,070</b>	<b>\$ 28,898</b>
<b><u>Supplemental Disclosures of Cash Flow Information:</u></b>		
Cash paid for interest, net of capitalized interest (Note 2)	\$ 9,502	<u>\$ 30,219</u>

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

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 1 - Organization:**

The consolidated financial statements include the accounts of the following entities which are collectively referred to as the “Organization”.

**Townspeople**

Townspeople (“Townspeople”) was established in 1984 and was incorporated as a nonprofit corporation in July 1994. Townspeople’s mission is to consistently provide access for low income people and especially those living with HIV/AIDS to affordable housing and other services to enable self-sufficiency. Townspeople is the only HIV/AIDS specific agency in San Diego County that develops, owns, and manages affordable supportive housing, as well as coordinates supportive services for its tenants. The work of the organization is based upon the principle that men, women, and children living with HIV/AIDS deserve the best possible housing and supportive services. Townspeople is funded in part through private donations as well as corporate, foundation and government grants. Townspeople provides emergency housing, affordable rental housing and supportive services to its residents.

**34<sup>th</sup> Street Project, LLC**

34<sup>th</sup> Street Project, LLC (“34<sup>th</sup> Street”) was formed as a limited liability company under the laws of the State of California on December 4, 2009. 34<sup>th</sup> Street was established for the purpose and intent of acquiring, renovating and operating a rental housing project. The rental housing project consists of 34 units which was acquired on March 1, 2010 and is operating as 34<sup>th</sup> Street Apartments. Townspeople is the sole Member of 34<sup>th</sup> Street.

**Vista Del Puente, LLC**

Vista Del Puente, LLC (“VDLP”) was formed as a limited liability company under the laws of the State of California on March 2, 2015. VDLP was established for the purpose and intent on constructing a 52 unit affordable housing project. Townspeople is the sole member of VDLP. Townspeople has acquired the land and incurred predevelopment costs totaling \$1,468,614 at December 31, 2016, which has been financed through predevelopment loans. These assets and liabilities are included as assets and liabilities of Townspeople in the consolidated financial statements. VDLP has no assets or liabilities at December 31, 2016.

The following is a brief description of the Organization’s programs:

**Housing Development**

Townspeople is in the predevelopment phase of the development of Vista Del Puente, a 52 unit affordable housing project.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 1 - Organization: (Continued)**

**Housing Services**

Townspeople is a Community Housing Development Organization (CHDO) and a community-based HIV/AIDS service provider Organization. The Organization is considered San Diego's premier information and referral Organization assisting homeless and at risk individuals and families living with HIV/AIDS secure, clean, safe, affordable housing and other vital human services and entitlements.

Townspeople's develops, owns, manages, and operates affordable permanent supportive multifamily residences. In addition Townspeople provides funding for short stay emergency housing.

**51<sup>st</sup> Street Apartments**

51<sup>st</sup> Street Apartments consist of 24 units available for low-income persons living with HIV/AIDS. In addition, under the terms of the regulatory agreements the units are rent and occupancy restricted for 55 years.

**Wilson Avenue Apartments**

Wilson Avenue Apartments consist of 8 units available for low-income persons living with HIV/AIDS.

**34<sup>th</sup> Street Apartments**

34<sup>th</sup> Street Apartments consist of 34 units available for low and very low-income persons living with HIV/AIDS and other health issues including mental health. In addition, under the terms of the regulatory agreements, the units are rent and occupancy restricted for up to 65 years.

**Note 2 - Significant Accounting Policies:**

**Consolidated Financial Statements**

The consolidated financial statements include the accounts of Townspeople, 34<sup>th</sup> Street Project, LLC and Vista Del Puente, LLC, which are collectively referred to as the "Organization". All material intercompany transactions have been eliminated in consolidation.

**Accounting Method**

The consolidated financial statements of the Organization have been prepared on the accrual basis of accounting which is in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) and, accordingly, reflect all significant receivables, payables, and other liabilities.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 2 - Significant Accounting Policies: (Continued)**

**Change in Accounting Principle**

During 2016, the Organization adopted the provisions of Accounting Standards Update 2015-03, *Simplifying the Presentation of Debt Issuance Costs* (ASU 2015-03). Under this new accounting policy, the Organization has retrospectively presented all debt issuance costs as a direct deduction from the carrying amount of the related obligation in the balance sheet. Amortization of the debt issuance costs is calculated using the interest method and is included as a component of interest expense. The effects of the retrospective application of the accounting change on the year ended December 31, 2015 is to decrease total assets and long term liabilities by \$4,999 in the statement of financial position and reclassify \$207 of amortization to interest expense in the statement of functional expenses.

**Financial Statement Presentation**

The consolidated financial statements present information regarding the consolidated financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

**Estimates**

The preparation of consolidated 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Fair Value Measurements**

Fair value accounting standards define fair value, establish a framework for measuring fair value, outline a fair value hierarchy based on inputs used to measure fair value and enhance disclosure requirements for fair value measurements. The fair value hierarchy distinguishes between market participation assumptions based on market data obtained from sources independent of the reporting entity (observable inputs that are classified within Level 1 or 2 of the hierarchy) and the reporting entity's own assumptions about market participant assumptions (unobservable inputs classified within Level 3 of the hierarchy). The Organization had no financial instruments at December 31, 2016 and 2015.

**Allowance for Doubtful Accounts**

Bad debts are recognized on the allowance method based on management's evaluation of outstanding accounts receivables. Management believes that all accounts receivable were fully collectible; therefore, no allowance for doubtful receivables was recorded at December 31, 2016 and 2015.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 2 - Significant Accounting Policies: (Continued)**

**Capitalization and Depreciation**

The Organization capitalizes all expenditures in excess of \$1,000 for property and equipment at cost, while donations of property and equipment are recorded at their estimated fair values. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time. Maintenance, repairs and minor renewals are charged to operations as incurred. Property and equipment is depreciated using the straight-line method over the estimated useful lives as follows:

Land improvements	15 years
Buildings and improvements	3 - 40 years
Equipment and furnishings	5 - 10 years

Depreciation totaled \$292,085 and \$290,681 for the years ended December 31, 2016 and 2015, respectively.

Interest totaling \$51,530 and \$31,469 has been capitalized for the years ended December 31, 2016 and 2015, respectively

Maintenance, repairs and minor renewals are charged to operations as incurred. Upon sale or disposition of property and equipment, the asset account is relieved of the cost and the accumulated depreciation account is charged with depreciation taken prior to the sale and any resultant gain or loss is credited or charged to earnings.

**Impairment of Real Estate**

The Organization reviews its investment in real estate for impairment whenever events and changes in circumstances indicate that the carrying value of such property may not be recoverable. Recoverability is measured by a comparison of the carrying amount of the real estate to the future net undiscounted net cash flows expected to be generated by the rental property and any estimated proceeds from the eventual disposition of the real estate. If the real estate is considered to be impaired, the impairment to be recognized is measured at the amount by which the carrying amount of real estate exceeds the fair value of such property. There were no impairment losses recognized in 2016 and 2015.

**Compensated Absences**

Accumulated unpaid vacation totaling \$48,102 and \$37,002 at December 31, 2016 and 2015, respectively, is accrued when incurred and included as a current liability.

**Tenant Security Deposits**

Tenant security deposits are restricted to the extent of the tenant security deposit liability totaling \$40,205 and \$38,355 at December 31, 2016 and 2015, respectively.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 2 - Significant Accounting Policies: (Continued)**

**Debt Issuance Costs**

Debt issuance costs are incurred in order to obtain permanent financing. Debt issuance costs are amortized on a straight-line basis over the term of the related loan, which approximates the interest method. Unamortized deferred financing costs are presented as a direct reduction from the carrying value of the related obligation to which such costs relate. Amortization of debt issuance costs is reported as a component of interest expense and totaled \$207 and \$207 for the years ended December 31, 2016 and 2015, respectively.

**Revenue Recognition**

Rental revenue attributable to residential leases is recorded when due from residents, generally upon the first day of each month. Leases are for periods of up to one year, with rental payments due monthly. Other revenue includes fees for late payments, cleaning, damages, laundry facilities and other charges and is recorded when earned. Advance receipts of rental income are deferred or classified as liabilities until earned.

Grants and contracts revenue are recognized in the period in which the related work is performed in accordance with the terms of the grant or contract. Grants receivable are recorded when revenue earned under a grant or contract exceeds the cash received. Deferred revenue is recorded when cash received under a grant or contract exceeds the revenue earned. Deferred revenue totaled \$303,343 and \$3,835 at December 31, 2016 and 2015, respectively.

Contributions are recognized when the donor makes a promise to give in writing to the Organization that is in substance, unconditional. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. All donor-restricted support is reported as an increase in temporarily restricted net assets. When the stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets. Contributions to be received in future periods are discounted at an appropriate discount rate. Amortization of discounts is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions.

**Donated Services**

Valuable assistance was given by many HIV/AIDS community volunteers whose donated hours helped the Organization respond to more than 6,000 requests for assistance from individuals and families living with HIV/AIDS in San Diego County. This contribution of services by the volunteers is not recognized in the financial statements unless the services received (a) create or enhance nonfinancial assets or (b) require specialized skills which are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The donated services for the years ended December 31, 2016 and 2015, did not meet the requirements above, therefore no amounts were recognized in the consolidated financial statements.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 2 - Significant Accounting Policies: (Continued)**

**Allocated Expenses**

Expenses by function have been allocated among program and supporting services classifications on the basis of internal records and estimates made by the Organization's management.

**Income Taxes**

Townspeople is a public charity and is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. Townspeople believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements. Townspeople is not a private foundation.

Townspeople's Return of Organization Exempt from Income Tax for the years ended December 31, 2016, 2015, 2014 and 2013 are subject to examination by the Internal Revenue Service and State taxing authorities, generally the three to four years after the returns were filed.

**Concentrations**

The Organization's operations are concentrated in the multi-family real estate market. In addition, the Organization operates in a heavily regulated environment. The operations of the Organization are subject to the administrative directives, rules and regulations of its lenders and granting agencies in accordance with the contracts and regulatory agreements.

The Organization maintains its cash in bank deposit accounts and money market funds which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Cash and Cash Equivalents**

For purposes of the consolidated statements of cash flows, the Organization considers all highly liquid investment instruments purchased with a maturity of three months or less to be cash and cash equivalents.

**Subsequent Events**

In preparing these consolidated financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through April 19, 2017, the date the consolidated financial statements were available to be issued.

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 3 - Accounts Receivable:**

Accounts receivable consist of the following at December 31:

	<u>2016</u>	<u>2015</u>
Home Depot grant	\$ 300,000	\$ -
County of San Diego - HOPWA	74,655	72,777
San Diego Housing Commission	72,289	37,703
National Core – predevelopment costs	2,419	32,085
Tenant rent	8,936	10,390
Other	37	-
Total Accounts Receivable	<u>\$ 458,336</u>	<u>\$ 152,955</u>

**Note 4 - Restricted Reserves:**

According to the loan and regulatory agreements, certain reserves are required to be maintained.

**51<sup>st</sup> Street Apartments**

**Replacement Reserve**

51<sup>st</sup> Street Apartments is required to fund a replacement reserve an annual amount of \$13,512.

	<u>2016</u>	<u>2015</u>
Balance, Beginning of Year	\$ 65,548	\$ 50,574
Add: Deposits	13,512	13,512
Loan repayment	-	11,260
Interest income	21	17
Less: Approved withdrawal	<u>(4,593)</u>	<u>(9,815)</u>
Balance, End of Year	<u>\$ 74,488</u>	<u>\$ 65,548</u>

**Operating Reserve**

51<sup>st</sup> Street Apartments is required to fund an operating reserve in an initial amount of \$36,283.

	<u>2016</u>	<u>2015</u>
Balance, Beginning of Year	\$ 37,416	\$ 37,405
Add: Interest income	<u>11</u>	<u>11</u>
Balance, End of Year	<u>\$ 37,427</u>	<u>\$ 37,416</u>



**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 4 - Restricted Reserves: (Continued)**

**34<sup>th</sup> Street Apartments**

**Replacement Reserve**

The Company is required to fund a replacement reserve annually in the amount of \$27,200.

	<u>2016</u>	<u>2015</u>
Balance, Beginning of Year	\$ 92,427	\$ 83,766
Add: Deposits	27,240	38,433
Interest income	10	6
Less: Approved withdrawals	(6,246)	(16,278)
Transfer to Operating Reserve II	-	(13,500)
Balance, End of Year	<u>\$ 113,431</u>	<u>\$ 92,427</u>

**Operating Reserve**

The Company is required to fund an operating reserve in an initial amount of \$73,925.

	<u>2016</u>	<u>2015</u>
Balance, Beginning of Year	\$ 74,307	\$ 74,184
Add: Interest income	<u>216</u>	<u>123</u>
Balance, End of Year	<u>\$ 74,523</u>	<u>\$ 74,307</u>

**Operating Reserve II**

The Company is required to fund Operating Reserve II from operating cash flow in an amount up to \$33,000.

	<u>2016</u>	<u>2015</u>
Balance, Beginning of Year	\$ 33,001	\$ -
Add: Deposits	-	19,500
Loan repayment	-	25,500
Interest income	2	1
Transfer from Replacement Reserve	-	13,500
Less: Approved withdrawal (loan)	-	(25,500)
Balance, End of Year	<u>\$ 33,003</u>	<u>\$ 33,001</u>

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 5 - Property and Equipment:**

Property and equipment consist of the following at December 31:

	2016				
	<u>Townsville</u>	<u>Wilson Avenue Apartments</u>	<u>51<sup>st</sup> Street Apartments</u>	<u>34<sup>th</sup> Street Apartments</u>	<u>Total</u>
Land	\$ 1,139,000	\$ 99,694	\$ 471,000	\$ 1,466,500	\$ 3,176,194
Land improvements	-	-	-	1,703	1,703
Buildings and improvements	-	322,433	2,922,441	5,133,293	8,378,167
Equipment and furnishings	33,897	375	12,735	333,962	380,969
Construction-in-progress	<u>329,614</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>329,614</u>
Subtotal	1,502,511	422,502	3,406,176	6,935,458	12,266,647
Less: Accumulated depreciation	<u>(32,436)</u>	<u>(233,273)</u>	<u>(1,093,940)</u>	<u>(978,250)</u>	<u>(2,337,899)</u>
Property and Equipment, Net	<u>\$ 1,470,075</u>	<u>\$ 189,229</u>	<u>\$ 2,312,236</u>	<u>\$ 5,957,208</u>	<u>\$ 9,928,748</u>

	2015				
	<u>Townsville</u>	<u>Wilson Avenue Apartments</u>	<u>51<sup>st</sup> Street Apartments</u>	<u>34<sup>th</sup> Street Apartments</u>	<u>Total</u>
Land	\$ 1,139,000	\$ 99,694	\$ 471,000	\$ 1,466,500	\$ 3,176,194
Land improvements	-	-	-	1,703	1,703
Buildings and improvements	-	315,209	2,922,441	5,133,293	8,370,943
Equipment and furnishings	34,905	375	12,735	332,944	380,959
Construction-in-progress	<u>145,337</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>145,337</u>
Subtotal	1,319,242	415,278	3,406,176	6,934,440	12,075,136
Less: Accumulated depreciation	<u>(31,540)</u>	<u>(214,529)</u>	<u>(987,106)</u>	<u>(813,646)</u>	<u>(2,046,821)</u>
Property and Equipment, Net	<u>\$ 1,287,702</u>	<u>\$ 200,749</u>	<u>\$ 2,419,070</u>	<u>\$ 6,120,794</u>	<u>\$ 10,028,315</u>

**Note 6 - Line-of-Credit:**

Townsville has a line-of-credit available in the amount of \$37,600 with Wells Fargo. The line-of-credit provides for interest at the bank's prime rate plus 6.75% (10.25% and 10.25% at December 31, 2016 and 2015, respectively). The line-of-credit is secured by substantially all of Townsville's assets. The line-of-credit is renewable annually. Outstanding advances under the line-of-credit totaled \$16,187 and \$21,098 at December 31, 2016 and 2015, respectively.

**TOWNSPEOPLE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2016 AND 2015**

**Note 7 - Notes Payable:**

Notes payable consist of the following at December 31:

**Vista Del Puente**

The note payable which originated on June 5, 2015, is held by Corporation for Supportive Housing in the original amount of \$500,000. The note bears interest at 6%. Principal and accrued interest are due and payable on the earlier of the closing of construction financing or 24 months from the date of closing. Secured by a deed of trust. Accrued interest totaled \$47,641 and \$17,369 at December 31, 2016 and 2015, respectively.

	<u>2016</u>	<u>2015</u>
	\$ 496,250	\$ 496,250

The note payable which originated on April 27, 2015, is held by State of California, Department of Housing and Community Development in the original amount of \$705,000. The note bears interest at 3%. Principal and accrued interest are due and payable on May 30, 2016. Secured by a deed of trust. Accrued interest totaled \$35,250 and \$14,100 at December 31, 2016 and 2015, respectively.

	705,000	705,000
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The notes payable which originated on December 10, 2014, is held by Corporation for Supportive Housing in the original amount of \$50,000. The note is non-interest bearing for the first twenty-four months, and 6% thereafter until maturity. The note matures on the earlier of the closing of acquisition financing or 36 months from the date of the note. Unsecured. Accrued interest totaled \$108 and \$-0- at December 31, 2016 and 2015, respectively.

	<u>50,000</u>	<u>50,000</u>
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Total Vista Del Puente

	<u>1,251,250</u>	<u>1,251,250</u>
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The Vista Del Puente notes payable will be repaid through acquisition financing in 2017; therefore they have not been included as current liabilities.

**Wilson Avenue Apartments**

Townspeople obtained a loan in the amount of \$257,000 from the San Diego Housing Commission in 1995 to purchase the Wilson Avenue Apartments. The loan bears interest at 3%. The interest payments are deferred until December, 2050, when the principal and accrued interest are payable, except to the extent that Townspeople has annual residual receipts as defined in the loan agreement. Any residual receipts required to be paid each year are first applied to accrued interest and then to the principal balance of the loan. Secured by a deed of trust. Accrued interest totaled \$162,124 and \$154,414 at December 31, 2016 and 2015, respectively.

	<u>257,000</u>	<u>257,000</u>
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(Continued)

**TOWNSPEOPLE**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016 AND 2015**

**Note 7 - Notes Payable: (Continued)**

	<u>2016</u>	<u>2015</u>
<b>51<sup>st</sup> Street Apartments</b>		
<p>The mortgage note which was originated in 2007 from the California Department of Housing and Community Development (MHP) in the original amount of \$1,554,327 bears interest at 3%. Interest payments in the amount of forty-two hundredths of one percent (.42%) per annum on the unpaid principal balance of the loan are payable beginning December 31, 2007 and continuing annually thereafter up to and including the twenty-ninth (29<sup>th</sup>) anniversary of the interest payment date. Commencing on the thirtieth (30<sup>th</sup>) anniversary of the interest payment date and continuing annually thereafter, payments shall equal the lesser of (1) the full amount of interest accruing on the unpaid principal balance during the year, or (2) the amount determined by the lender as to be necessary to cover the costs of continued monitoring of the compliance requirements under the loan. In addition, the loan may require additional payments from net cash flow under the terms of the Regulatory Agreement equal to 25% of residual receipts. The note is due September 2062. Secured by a deed of trust. Accrued interest totaled \$377,382 and \$330,752 at December 31, 2016 and 2015, respectively. The required interest payment totaled \$6,528 and \$6,528 for the years ended December 31, 2016 and 2015, respectively.</p>	\$ 1,554,327	\$ 1,554,327
<p>The loan payable which was originated in 2006 is held by the San Diego Housing Commission in the original amount of \$1,570,000. The loan bears interest at 3%. Interest is payable annually from residual receipts (25%). Loan and accrued interest are due and payable on May 1, 2071. Secured by a deed of trust. Accrued interest totaled \$487,474 and \$440,374 at December 31, 2016 and 2015, respectively. The required interest payment totaled \$-0- and \$78 for the years ended December 31, 2016 and 2015, respectively.</p>	1,570,000	1,570,000
<p>The mortgage note which was originated in 2006 from the Mission Federal Credit Union for the Affordable Housing Program (AHP) in the original amount of \$192,000. The note is noninterest bearing as long as all compliance requirements of the loan are met. Principal is due at the expiration of the retention period (15 years from date of completion) only if compliance requirements are not met. Secured by a deed of trust.</p>	<u>192,000</u>	<u>192,000</u>
Total 51 <sup>st</sup> Street Apartments	<u>3,316,327</u>	<u>3,316,327</u>

(Continued)

**TOWNSPEOPLE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2016 AND 2015**

**Note 7 - Notes Payable: (Continued)**

	<u>2016</u>	<u>2015</u>
<b>34<sup>th</sup> Street Apartments</b>		
<p>The mortgage note which was originated in December 2011 from the California Department of Housing and Community Development (MHP) in the original amount of \$1,772,483 bears interest at 3%. Interest payments in the amount of forty-two hundredths of one percent (.42%) per annum on the unpaid principal balance of the loan are payable beginning December 31, 2012 and continuing annually thereafter up to and including the twenty-ninth (29th) anniversary of the interest payment date. Commencing on the thirtieth (30th) anniversary of the interest payment date and continuing annually thereafter, payments shall equal the lesser of (1) the full amount of interest accruing on the unpaid principal balance during the year, or (2) the amount determined by the lender as to be necessary to cover the costs of continued monitoring of the compliance requirements under the loan. In addition, the loan may require additional payments from net cash flow under the terms of the Regulatory Agreement equal to 17.5% of residual receipts. The note is due December, 2066. Secured by a deed of trust. Accrued interest totaled \$229,306 and \$183,576 at December 31, 2016 and 2015, respectively. The required interest payment totaled \$7,444 and \$7,444 for the years ended December 31, 2016 and 2015, respectively.</p>	\$ 1,772,483	\$ 1,772,483
<p>The note payable which was originated on February 24, 2010, is held by the San Diego Housing Commission in the amount of \$2,920,000. Interest accrued at 4% per annum until conversion of the construction loan to a term loan when the rate became 3% per annum. Principal and accrued interest equal to 28.8% of residual receipts, as defined, are payable annually beginning in 2012. The principal and accrued interest are due February 2077. Secured by a deed of trust. Accrued interest totaled \$551,481 and \$463,880 at December 31, 2016 and 2015, respectively.</p>	2,920,000	2,920,000
<p>The note payable which originated February 25, 2010, is held by the U.S. Department of Housing and Urban Development in the original amount of \$400,000. The loan is non-interest bearing. If the project ceases to be used as supportive housing within 10 years, then 100% must be repaid to HUD. If the project is used as supportive housing for more than 10 years, HUD shall reduce the percentage of the amount required to be repaid by 10% each year in excess of 10 years. Secured by a deed of trust.</p>	400,000	400,000

(Continued)

**TOWNSPEOPLE  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2016 AND 2015**

**Note 7 - Notes Payable: (Continued)**

	<u>2016</u>	<u>2015</u>
<b>34<sup>th</sup> Street Apartments (Continued)</b>		
The note payable which originated February 1, 2010, is held by the California Housing Finance Authority (CalHFA) in the original amount of \$370,610. The loan bears interest at 3%. Principal and interest equal to 3.7% of residual receipts, as defined, are payable annually beginning in 2012. Principal and accrued interest are due January 1, 2065. Secured by a deed of trust. Accrued interest totaled \$76,222 and \$65,104 at December 31, 2016 and 2015, respectively.	\$ 370,610	\$ 370,610
Total 34 <sup>th</sup> Street Apartments	5,463,093	5,463,093
Less: Unamortized debt issuance costs	<u>(4,792)</u>	<u>(4,999)</u>
Total 34 <sup>th</sup> Street Apartments, Net	<u>5,458,301</u>	<u>5,458,094</u>
Total Notes Payable, Net	<u>\$ 10,282,878</u>	<u>\$ 10,282,671</u>

Debt issuance costs total \$6,206, less accumulated amortization of \$1,414 and \$1,207 at December 31, 2016 and 2015, respectively.

There are no required principal payments due on notes payable for the next five years except as noted above for Vista Del Puente.

**Note 8 - Commitments:**

**Operating Leases**

Townspeople leases office space under operating lease agreements through December 31, 2019. Rent expense under these leases totaled \$49,948 and \$48,253 for the years ended December 31, 2016 and 2015, respectively.

Following is a schedule of the future minimum lease payments under the leases:

<u>Years Ended December 31</u>	
2017	\$ 47,562
2018	49,465
2019	<u>51,443</u>
Total	<u>\$ 180,470</u>

**Grant**

34<sup>th</sup> Street received a grant totaling \$1,200,000 from the County of San Diego Department of Housing and Community Development HOPWA program on February 12, 2010. Funds were used for construction costs. The grant requires that five (5) of the residential units be occupied by low-income households living with HIV/AIDS for a period of 55 years.

**TOWNSPEOPLE  
SUPPLEMENTARY CONSOLIDATING SCHEDULE OF FINANCIAL POSITION  
DECEMBER 31, 2016**

	<b>ASSETS</b>			
	Townspesople	34th Street Project, LLC	Eliminations	Consolidated
<b><u>Current Assets:</u></b>				
Cash and cash equivalents	\$ 47,646	\$ 25,424	\$ -	\$ 73,070
Investment in 34th Street Project, LLC	100	-	(100)	-
Due from 34th Street Project, LLC	29,554	-	(29,554)	-
Due from Townspesople	-	95,073	(95,073)	-
Accounts receivable	457,017	1,319	-	458,336
Tenant security deposits	17,812	24,552	-	42,364
Prepaid expenses and other assets	16,023	305	-	16,328
Total Current Assets	568,152	146,673	(124,727)	590,098
<b><u>Restricted Reserves:</u></b>				
Replacement reserves	74,488	113,431	-	187,919
Operating reserves	37,427	107,526	-	144,953
Total Restricted Reserves	111,915	220,957	-	332,872
<b><u>Noncurrent Assets:</u></b>				
Property and equipment, net	3,971,540	5,957,208	-	9,928,748
Total Noncurrent Assets	3,971,540	5,957,208	-	9,928,748
<b>TOTAL ASSETS</b>	<b>\$ 4,651,607</b>	<b>\$ 6,324,838</b>	<b>\$ (124,727)</b>	<b>\$ 10,851,718</b>

**LIABILITIES AND NET ASSETS**

	34th Street			
	Project, LLC	Eliminations	Consolidated	
Accounts payable and accrued expenses	\$ 151,200	\$ 1,367	\$ -	\$ 152,567
Accrued interest payable	6,529	7,444	-	13,973
Accrued compensated absences	48,102	-	-	48,102
Line-of-credit	16,187	-	-	16,187
Deferred revenue	303,343	-	-	303,343
Tenant security deposits	16,773	23,432	-	40,205
Due to 34th Street Project, LLC	95,073	-	(95,073)	-
Due to Townspesople	-	29,554	(29,554)	-
Total Current Liabilities	637,207	61,797	(124,627)	574,377
<b><u>Noncurrent Liabilities:</u></b>				
Notes payable, net	4,824,577	5,458,301	-	10,282,878
Accrued interest payable	1,103,450	849,565	-	1,953,015
Total Noncurrent Liabilities	5,928,027	6,307,866	-	12,235,893
Total Liabilities	6,565,234	6,369,663	(124,627)	12,810,270
<b><u>Unrestricted Net Assets (Deficit)</u></b>	(1,913,627)	(44,825)	(100)	(1,958,552)
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 4,651,607</b>	<b>\$ 6,324,838</b>	<b>\$ (124,727)</b>	<b>\$ 10,851,718</b>

**TOWNSPEOPLE**  
**SUPPLEMENTARY CONSOLIDATING SCHEDULE OF FINANCIAL POSITION**  
**DECEMBER 31, 2015**

	<b>ASSETS</b>			
	Townsppeople	34th Street Project, LLC	Eliminations	Consolidated
<b><u>Current Assets:</u></b>				
Cash and cash equivalents	\$ 18,869	\$ 10,029	\$ -	\$ 28,898
Investment in 34th Street Project, LLC	100	-	(100)	-
Due from 34th Street Project, LLC	40,941	-	(40,941)	-
Due from Townsppeople	-	93,413	(93,413)	-
Accounts receivable	151,292	1,663	-	152,955
Tenant security deposits	19,407	22,233	-	41,640
Prepaid expenses and other assets	19,346	300	-	19,646
Total Current Assets	<u>249,955</u>	<u>127,638</u>	<u>(134,454)</u>	<u>243,139</u>
<b><u>Restricted Reserves:</u></b>				
Replacement reserves	65,548	92,427	-	157,975
Operating reserves	37,416	107,308	-	144,724
Total Restricted Reserves	<u>102,964</u>	<u>199,735</u>	<u>-</u>	<u>302,699</u>
<b><u>Noncurrent Assets:</u></b>				
Property and equipment, net	3,907,521	6,120,794	-	10,028,315
Total Noncurrent Assets	<u>3,907,521</u>	<u>6,120,794</u>	<u>-</u>	<u>10,028,315</u>
<b>TOTAL ASSETS</b>	<b>\$ <u>4,260,440</u></b>	<b>\$ <u>6,448,167</u></b>	<b>\$ <u>(134,454)</u></b>	<b>\$ <u>10,574,153</u></b>

**LIABILITIES AND NET ASSETS**

	Townsppeople	34th Street Project, LLC	Eliminations	Consolidated
Accounts payable and accrued expenses	\$ 73,306	\$ 346	\$ -	\$ 73,652
Accrued interest payable	6,529	7,444	-	13,973
Accrued compensated absences	37,002	-	-	37,002
Line-of-credit	21,098	-	-	21,098
Deferred revenue	3,835	-	-	3,835
Tenant security deposits	18,497	19,858	-	38,355
Due to 34th Street Project, LLC	93,413	-	(93,413)	-
Due to Townsppeople	-	40,941	(40,941)	-
Total Current Liabilities	<u>253,680</u>	<u>68,589</u>	<u>(134,354)</u>	<u>187,915</u>
<b><u>Noncurrent Liabilities:</u></b>				
Notes payable, net	4,824,577	5,458,094	-	10,282,671
Accrued interest payable	950,480	705,116	-	1,655,596
Total Noncurrent Liabilities	<u>5,775,057</u>	<u>6,163,210</u>	<u>-</u>	<u>11,938,267</u>
Total Liabilities	<u>6,028,737</u>	<u>6,231,799</u>	<u>(134,354)</u>	<u>12,126,182</u>
<b><u>Unrestricted Net Assets (Deficit)</u></b>	<b><u>(1,768,297)</u></b>	<b><u>216,368</u></b>	<b><u>(100)</u></b>	<b><u>(1,552,029)</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ <u>4,260,440</u></b>	<b>\$ <u>6,448,167</u></b>	<b>\$ <u>(134,454)</u></b>	<b>\$ <u>10,574,153</u></b>



**TOWNSPEOPLE  
SUPPLEMENTARY CONSOLIDATING SCHEDULE OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2016**

	Townspeople	34th Street Project, LLC	Eliminations	Consolidated
<b><u>Revenue and Support:</u></b>				
Grants and contracts	\$ 543,990	\$ 188,652	\$ -	\$ 732,642
Rental income	437,623	154,151	-	591,774
Contributions	329,541	-	(300,000)	29,541
Miscellaneous income	6,598	7,676	-	14,274
Interest income	60	241	-	301
Asset management fees	42,000	-	(42,000)	-
Total Revenue and Support	<u>1,359,812</u>	<u>350,720</u>	<u>(342,000)</u>	<u>1,368,532</u>
<b><u>Expenses:</u></b>				
<b>Program Services:</b>				
Housing services	770,781	-	-	770,781
34th Street Apartments	-	611,913	(30,000)	581,913
51st Street Apartments	321,315	-	(12,000)	309,315
Wilson Avenue Apartments	53,701	-	-	53,701
Housing development	333,250	-	(300,000)	33,250
Total Program Services	<u>1,479,047</u>	<u>611,913</u>	<u>(342,000)</u>	<u>1,748,960</u>
<b>Supporting Services:</b>				
General and administrative	24,918	-	-	24,918
Fundraising	1,177	-	-	1,177
Total Supporting Services	<u>26,095</u>	<u>-</u>	<u>-</u>	<u>26,095</u>
Total Program and Supporting Services Expenses	<u>1,505,142</u>	<u>611,913</u>	<u>(342,000)</u>	<u>1,775,055</u>
Change in Unrestricted Net Assets	(145,330)	(261,193)	-	(406,523)
Unrestricted Net Assets (Deficit) at Beginning of Year	<u>(1,768,297)</u>	<u>216,368</u>	<u>(100)</u>	<u>(1,552,029)</u>
<b>UNRESTRICTED NET ASSETS (DEFICIT) AT END OF YEAR</b>	<u>\$ (1,913,627)</u>	<u>\$ (44,825)</u>	<u>\$ (100)</u>	<u>\$ (1,958,552)</u>

**TOWNSPEOPLE  
SUPPLEMENTARY CONSOLIDATING SCHEDULE OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2015**

	<u>Townspeople</u>	<u>34th Street Project, LLC</u>	<u>Eliminations</u>	<u>Consolidated</u>
<b><u>Revenue and Support:</u></b>				
Rental income	\$ 324,345	\$ 154,311	\$ -	\$ 478,656
Grants and contracts	262,712	187,715	-	450,427
Miscellaneous income	7,477	8,800	-	16,277
Contributions	6,418	-	-	6,418
Interest income	79	140	-	219
Asset management fees	42,000	-	(42,000)	-
Total Revenue and Support	<u>643,031</u>	<u>350,966</u>	<u>(42,000)</u>	<u>951,997</u>
<b><u>Expenses:</u></b>				
<b>Program Services:</b>				
34th Street Apartments	-	605,801	(30,000)	575,801
Housing services	372,931	-	-	372,931
51st Street Apartments	343,079	-	(12,000)	331,079
Housing development	56,645	-	-	56,645
Wilson Avenue Apartments	52,206	-	-	52,206
Total Program Services	<u>824,861</u>	<u>605,801</u>	<u>(42,000)</u>	<u>1,388,662</u>
<b>Supporting Services:</b>				
General and administrative	46,560	-	-	46,560
Fundraising	26,963	-	-	26,963
Total Supporting Services	<u>73,523</u>	<u>-</u>	<u>-</u>	<u>73,523</u>
Total Program and Supporting Services Expenses	<u>898,384</u>	<u>605,801</u>	<u>(42,000)</u>	<u>1,462,185</u>
Change in Unrestricted Net Assets	(255,353)	(254,835)	-	(510,188)
Unrestricted Net Assets (Deficit) at Beginning of Year	<u>(1,512,944)</u>	<u>471,203</u>	<u>(100)</u>	<u>(1,041,841)</u>
<b>UNRESTRICTED NET ASSETS (DEFICIT) AT END OF YEAR</b>	<u>\$ (1,768,297)</u>	<u>\$ 216,368</u>	<u>\$ (100)</u>	<u>\$ (1,552,029)</u>

**TOWNSPEOPLE  
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED DECEMBER 31, 2016**

<u>Federal Grantor/Pass-Through Grantor/Program Title</u>	<u>Federal CFDA Number</u>	<u>Agency or Pass-Through Number</u>	<u>Passed Though to Subrecipient</u>	<u>Federal Expenditures</u>
<b>U.S. Department of Housing and Urban Development:</b>				
<b>Direct Programs:</b>				
Supportive Housing Program (34th Street Loan)	14.235	N/A	\$ -	\$ 400,000
Total Direct Programs			-	400,000
<b>Pass-Through Programs:</b>				
HOME Investment Partnerships Program:	14.239			
San Diego Housing Commission (34th Street Loan)		N/A	-	2,920,000
San Diego Housing Commission (51st Street Loan)		N/A	-	1,300,000
Total HOME Investment Partnerships Program			-	4,220,000
Housing Opportunities for Persons with AIDS:	14.241			
County of San Diego		552128	-	198,673
County of San Diego		552137	-	178,245
County of San Diego		552152	-	138,583
San Diego Housing Commission (Wilson Avenue Loan)		N/A	-	125,150
Total Housing Opportunities for Persons with AIDS			-	640,651
Continuum of Care Program:	14.267			
San Diego Housing Commission		CA0533L9D011401	-	73,663
San Diego Housing Commission		CA0533L9D011502	-	76,701
San Diego Housing Commission		CA0534L9D011407	-	157,457
San Diego Housing Commission		CA0534L9D011508	-	146,378
Total Continuum of Care Program			-	454,199
Total Pass-Through Programs			-	5,314,850
Total U.S. Department of Housing and Urban Development			-	5,714,850
Total Expenditures of Federal Awards			\$ -	\$ 5,714,850

**TOWNSPEOPLE**  
**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)**  
**FOR THE YEAR ENDED DECEMBER 31, 2016**

**Note 1 - Basis of Presentation:**

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal award activity of Townspeople under programs of the federal government for the year ended December 31, 2016. The information in this Schedule is presented in accordance with the requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Townspeople it is not intended to and does not present the financial position, changes in net assets, or cash flows of Townspeople.

**Note 2 - Summary of Significant Accounting Policies:**

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following, as applicable, either the cost principles contained in OMB Circular A-122, *Cost Principles for Non-Profit Organizations* or the cost principles contained in Uniform Guidance wherein certain types of expenditures are not allowable or are limited as to reimbursement.

Townspeople has elected not to use the 10-percent de minimis indirect cost rate as allowed under Uniform Guidance.

**Note 3 - Loan Programs:**

CFDA Number	Program Name	Loans Outstanding at December 31, 2015	Loans Awarded for the Year Ended December 31, 2016	Loan Principal Repaid for the Year Ended December 31, 2016	Loans Outstanding at December 31, 2016
14.235	<b>Supportive Housing Program:</b>				
	Direct award	\$ 400,000	\$ -	\$ -	\$ 400,000
	Total Supportive Housing Program	<u>400,000</u>	<u>-</u>	<u>-</u>	<u>400,000</u>
14.239	<b>HOME Investment Partnerships Program:</b>				
	San Diego Housing Commission	2,920,000	-	-	2,920,000
	San Diego Housing Commission	<u>1,300,000</u>	<u>-</u>	<u>-</u>	<u>1,300,000</u>
	Total HOME Investment Partnerships Program	<u>4,220,000</u>	<u>-</u>	<u>-</u>	<u>4,220,000</u>
14.241	<b>Housing Opportunities for Persons with AIDS:</b>				
	San Diego Housing Commission	125,150	-	-	125,150
	Total Housing Opportunities for Persons with AIDS:	<u>125,150</u>	<u>-</u>	<u>-</u>	<u>125,150</u>
	<b>Total Loans</b>	<u>\$ 4,745,150</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4,745,150</u>



Leaf & Cole, LLP  
Certified Public Accountants  
A Partnership of Professional Corporations

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

To the Board of Directors  
Townspeople

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Townspeople, which comprise the consolidated statements of financial position as of December 31, 2016 and 2015, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended and the related notes to the consolidated financial statements, and have issued our report thereon dated April 19, 2017.

**Internal Control Over Financial Reporting**

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

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

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

### **Compliance and Other Matters**

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

### **Purpose of this Report**

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

Leaf & Cole LLP

San Diego, California  
April 19, 2017



Leaf & Cole, LLP  
Certified Public Accountants  
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**Independent Auditor's Report on Compliance  
for Each Major Program and on Internal Control Over  
Compliance Required by the Uniform Guidance**

To the Board of Directors  
Townspeople

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

We have audited Townspeople's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Townspeople's major federal programs for the year ended December 31, 2016. Townspeople's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

***Management's Responsibility***

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

***Auditor's Responsibility***

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

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

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

In our opinion, Townspeople complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2016.

### **Report on Internal Control over Compliance**

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

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

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

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

Leaf & Cole LLP

San Diego, California  
April 19, 2017



**TOWNSPEOPLE  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED DECEMBER 31, 2016**

**Section I - Summary of Auditor's Results:**

**Financial Statements**

Type of auditor's report issued on whether the financial statements audited were prepared in accordance with U.S. GAAP: Unmodified

Internal control over financial reporting:

Material weaknesses identified?	_____ Yes	_____ <u>X</u> No
Significant deficiencies identified?	_____ Yes	_____ <u>X</u> No

Noncompliance material to financial statements noted? \_\_\_\_\_ Yes      \_\_\_\_\_ X No

**Federal Awards**

Unmodified

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

Internal control over major programs:

Material weaknesses identified?	_____ Yes	_____ <u>X</u> No
Significant deficiencies identified?	_____ Yes	_____ <u>X</u> No

Any audit findings disclosed that are required to be reported in accordance with 2 CFR Section 200.516(a)? \_\_\_\_\_ Yes      \_\_\_\_\_ X No

Identification of major programs:

<u>C DFA Number(s)</u>	<u>Name of Federal Program or Cluster</u>
14.241	Housing Opportunities for Persons with AIDS
14.267	Continuum of Care Program
Dollar threshold used to distinguish between Type A and Type B programs:	<u>\$750,000</u>
Auditee qualified as low-risk auditee?	_____ <u>X</u> Yes      _____ No

**Section II - Financial Statement Findings:**

None

**Section III - Federal Award Findings and Questioned Costs:**

None



Leaf & Cole, LLP  
Certified Public Accountants  
A Partnership of Professional Corporations

April 19, 2017

Mr. Jon Derryberry  
Townspople  
4080 Centre Street, Suite 201  
San Diego, California 92103

Dear Mr. Derryberry:

Enclosed are the audited consolidated financial statements for Townspople for the years ended December 31, 2016 and 2015. Following are the filing requirements for these reports.

1. Federal Audit Clearinghouse:

The single audit reporting package is required to be submitted electronically through the Federal Audit Clearinghouse Internet Data Entry System. We have entered the Form SF-SAC and uploaded the complete single audit package as required. The submission must still be certified by both the auditee and the auditor. Upon receipt of the e-mail from the Federal Audit Clearinghouse we will certify as the auditor.

You will receive an e-mail from the Federal Audit Clearinghouse with instructions as to how you enter your signature codes online to certify the submission. The Federal Audit Clearinghouse will send e-mails to the auditee and auditor to confirm the receipt of the Form SF-SAC and single audit reporting package. Please print the e-mail and retain for your records.

Very truly yours,

LEAF & COLE, LLP

A handwritten signature in black ink that reads "Julie A. Firl".

Julie A. Firl

Enclosures