(A California Nonprofit Public Benefit Corporation)

FINANCIAL STATEMENTS

AND
INDEPENDENT AUDITOR'S REPORT

YEARS ENDED JUNE 30, 2011 AND 2010

(A California Nonprofit Public Benefit Corporation)

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

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Board of Directors Housing Trust of Santa Clara County, Inc. San Jose, California

INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying statements of financial position of Housing Trust of Santa Clara County, Inc., a California nonprofit public benefit corporation, as of June 30, 2011 and 2010, and the related statements of activities, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of Housing Trust of Santa Clara County, Inc.'s management. Our responsibility is to express an opinion on these 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 audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of Housing Trust of Santa Clara County, Inc.'s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Housing Trust of Santa Clara County, Inc. as of June 30, 2011 and 2010, and the changes in its net assets and its cash flows for the years 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 a report dated February 8, 2012 on our consideration of Housing Trust of Santa Clara County, Inc.'s internal control over financial reporting and our tests of their compliance with certain provisions of laws, regulations, contracts, 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 considered in assessing the results of our audit.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements. The Schedule of Expenditures of Federal Awards on page 23 is presented for purposes of additional analysis as required by U.S. Office of Management and Budget Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*, and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Sindquist, von Husen and Joyce LLP

February 8, 2012

(A California Nonprofit Public Benefit Corporation)

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2011 AND 2010

)11

2010

ASSETS		
Current assets:		
Cash – unrestricted	\$ 3,244,880	\$ 2,906,403
Cash – restricted for programs	6,360,452	3,450,824
Certificates of deposit – unrestricted	-	1,000,000
•	9,605,332	7,357,227
Receivables:		
Contributions, net – current (Note 3)	2,099,831	1,060,376
Lending capital provided for programs – current (Note 5)	2,071,899	909,259
Grants receivable	2,849,146	102,068
Others	90,608	109,166
Prepaid expenses	14,851	34,634
Total current assets	16,731,667	9,572,730
Contributions receivable, net – net of current portion (Note 3)	-	666,369
Notes receivable – net (Note 4)	9,512,833	8,153,937
Lending capital provided for programs – net of current portion (Note 5)	12,636,171	12,264,719
Property and equipment – net (Note 6)	32,431	15,113
Total assets	\$ 38,913,102	\$ 30,672,868
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 9,841	\$ 14,812
Accrued expenses	72,545	68,416
Grants payable (Note 9)	2,909,865	690,384
Interest payable (Note 7)	6,384	-
Total current liabilities	2,998,635	773,612
Notes payable (Note 7)	3,000,000	1,500,000
Total liabilities	5,998,635	2,273,612
Net assets:		
Unrestricted	23,261,125	22,653,070
Temporarily restricted (Note 10)	9,653,342	5,746,186
Total net assets	32,914,467	28,399,256
Total liabilities and net assets	\$ 38,913,102	\$ 30,672,868

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

(A California Nonprofit Public Benefit Corporation)

STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 2011 AND 2010

		2011		2010			
	Temporarily				Temporarily		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	
Support and revenue:							
Contributions:							
Government	\$ 6,948,620	\$ 5,278,388	\$ 12,227,008	\$ 112,069	\$ 2,342,500	\$ 2,454,569	
Other	288,649	395,000	683,649	86,940	34,000	120,940	
Revenue from special events	91,947	-	91,947	34,344	-	34,344	
Less: cost of special events	(43,375)	-	(43,375)	(12,981)	-	(12,981)	
Interest and investment income	249,414	-	249,414	191,945	-	191,945	
Program service fees	99,750	-	99,750	100,281	-	100,281	
Net assets released from restrictions (Note 10)	1,766,232	(1,766,232)		1,690,997	(1,690,997)	<u> </u>	
Total support and revenue	9,401,237	3,907,156	13,308,393	2,203,595	685,503	2,889,098	
Expenses:							
Program services	8,565,335	_	8,565,335	1,941,836	_	1,941,836	
Management and general	136,197	_	136,197	172,213	_	172,213	
Fundraising	91,650	-	91,650	80,282	-	80,282	
Total expenses	8,793,182	-	8,793,182	2,194,331	-	2,194,331	
Change in net assets	608,055	3,907,156	4,515,211	9,264	685,503	694,767	
Net assets, beginning of year	22,653,070	5,746,186	28,399,256	22,643,806	5,060,683	27,704,489	
Net assets, end of year	\$ 23,261,125	\$ 9,653,342	\$ 32,914,467	\$ 22,653,070	\$ 5,746,186	\$ 28,399,256	

 $\label{thm:companying} \textit{ notes are an integral part of these financial statements}.$

(A California Nonprofit Public Benefit Corporation)

STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED JUNE 30, 2011 AND 2010

2011 Program Services Supporting Services Total Home Buyer HUD Housing Housing Services and General Services Services Grants awarded (Note 9) \$ 6.736.060 211.829 6.947.889 6 947 889 202,576 34,205 1,989 17,736 99,577 16,617 40,537 ,947,889 624,186 105,011 117,797 765,877 128,577 117,797 Salaries Employee benefits 141,691 23,566 262.918 59,115 84 844 56.847 44,419 41,197 14,458 9,108 9,770 34,074 66,477 58,676 49,560 29,705 21,384 21,842 17,411 7,424 4,709 12,133 Payroll taxes 22,966 8,591 5,051 54,344 22,966 22,902 17,121 10,262 21,384 4,534 53,801 40,515 24,283 21,384 18,809 Legal and professional Rent Retirement plan contributions 21,024 13,223 7,925 7,845 6,405 3,839 2,983 5,534 3,318 2,030 3,766 1,892 3,511 1,591 Outside computer services 11,629 1,666 980 1,442 3,033 Office supplies
Membership dues
Travel and accommodations
Advertising and promotion 1,950 1,873 1,485 1,156 6,417 4,508 2,123 1,249 14,297 1,164 3,114 2,123 2,168 1,721 765 1,024 1,274 1,008 449 602 1,644 5,813 7,549 3,107 4,476 3,992 7,541 2,114 13,731 14,270 11,862 1,188 941 1,625 3,061 2,426 2,781 16,792 16,696 14,643 2,118 Printing and reproduction 4,159 3,540 7,899 9,407 1,710 1,070 3,828 11,727 2,640 2,715 2,113 1,302 1,219 Telephone 1,583 679 720 1,749 11,156 3,516 2,736 1,976 2,115 773 602 371 252 1,315 8,319 1,137 1,857 10,176 Equipment and maintenance Taxes – other Meeting and conference 1,023 630 428 6,474 4,279 4,014 1,214 544 725 321 1,775 890 960 495 505 566 62 506 251 8,249 5,169 4,974 3,950 561 346 235 174 196 220 24 196 99 Bank service charges
Postage and delivery
Consulting
Staff development
Payroll processing fees
Website support 1,802 1,250 1,112 336 358 205 211 3,455 2,558 739 827 90 739 372 309 346 3.063 1.071 401 236 2.535 3,101 2,566 956 481 26 210 106 2,726 2,726 2,263 1,139 38 310 152 2,788 2,769 1,390 Meals and entertainment 441 923 1,364 1,364 161 112 95 141 229 Publications 431 333 1.020 1.249 Capital purchases – equipment 300 232 Total operating expenses before provision for loan losses and depreciation 499.532 7.085.592 412,236 126,775 8.124.135 134,743 90.727 225,470 8.349.605 Depreciation Total expenses as shown 3,475 1,683 990 1,454 923 2,377 13,024 4,499 10,647 in the statements of activities 934,584 7.089.067 413.919 127,765 8.565.335 136,197 91.650 227.847 8.793.182 Cost of special events Total expenses 135,025

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

(A California Nonprofit Public Benefit Corporation)

STATEMENTS OF FUNCTIONAL EXPENSES

YEARS ENDED JUNE 30, 2011 AND 2010

					2010				
			Program Services				Supporting Service	S	
					Total			Total	Total Program
	First-Time		Homeless	Multi-Family	Program	Management		Supporting	Supporting
	Home Buver	HUD	Housing	Housing	Services	and General	Fundraising	Services	Services
Grants awarded (Note 9)	s -	\$ -	\$ 835,034	\$ -	\$ 835,034	s -	s -	s -	\$ 835,034
Salaries	197,253	50,841	88,770	46,508	383,372	95,517	46,553	142,070	525,442
Employee benefits	27,820	7,172	12,520	6,560	54,072	13,472	6,566	20,038	74,110
Program administration	36,142	2,665	26,501	9,250	74,558	-	-	_	74,558
Payroll taxes	16,175	4,169	7,280	3,814	31,438	7,833	3,818	11,651	43,089
Legal and professional	3,410	2,898	_	766	7,074	16,466		16,466	23,540
Rent	15,094	3,891	6,794	3,559	29,338	7,310	3,563	10,873	40,211
Retirement plan contributions	9.888	1.986	4,280	2,230	18.384	4,633	2,228	6.861	25,245
Interest	20,000	_	· · · · ·	_	20,000	_		_	20,000
Outside computer services	3,354	864	1,509	791	6,518	1,624	791	2.415	8,933
Office supplies	3.052	787	1.374	720	5,933	1.478	720	2.198	8,131
Membership dues	5,137	201	891	724	6,953	377	184	561	7.514
Travel and accommodations	1.154	3,969	-		5,123			-	5,123
Advertising and promotion	2,495	7,442	_	_	9,937	_	_	_	9,937
Printing and reproduction	2.380	1,275	136	72	3,863	147	4,565	4,712	8,575
Telephone	3,369	868	1.516	794	6,547	1,631	795	2,426	8,973
Insurance	3,643	939	1,639	859	7,080	1,764	860	2,624	9,704
Equipment and maintenance	1,173	302	528	277	2,280	568	277	845	3,125
Taxes – other	1,1/5	302	220	277	2,200	1.011	2//	1.011	1,011
Meeting and conference	1.481	140	-	-	1.621	1,216	545	1.761	3.382
Bank service charges	1.001	140	450	236	1,621	1,687	545	1,687	3,374
Postage and delivery	1.849		-130	250	1.849	893	434	1,327	3,176
Consulting	27,509	2,573	12,312	6,438	48,832	0,5		1,527	48,832
Staff development	96	2,373	36	36	192	539	2.835	3.374	3,566
Payroll processing fees	922	237	414	217	1,790	446	2,833	663	2,453
Website support	8,841	2,279	3,978	2,084	17,182	4,281	2.086	6,367	23,549
Meals and entertainment	0,041	2,219	3,976	2,004	17,102	1,119	2,080	1,119	1,119
Publications	161		-	-	161	1.013	195	1.208	1,369
Capital purchases – equipment	588	151	264	138	1,141	284	139	423	1,564
Staff recruitment	160	1,238	204	136	1,398	538	139	538	1,936
Contractor services	160	1,236	-	-	1,398	825	-	825	825
Auto	2.502	467	912	470	E 252		1.449	2.695	
	3,503	550	912	470	5,352 1,718	1,246	1,449	2,695	8,047 1,817
Promotional materials	1,168	550	-	-	1,/18	1,500	99		1,817
Fines, penalties and judgments	1.926	496	0.07	454	2.742	933	455	1,500	
Moving costs	1,926	496	867	454	3,743	933	455	1,388	5,131
Total operating expenses before									
provision for loan losses									
and depreciation	400,744	98,424	1,008,005	86,997	1,594,170	170,351	79,374	249,725	1,843,895
Provision for loan losses	340.191				340,191				340.191
Depreciation	3,846	991	1.731	907	7.475	1.862	908	2,770	10,245
Total expenses as shown	3,840	221	1,731	907	7,475	1,602	908	2,770	10,243
in the statements of									
activities	744.781	99.415	1.009.736	87,904	1.941.836	172,213	80.282	252.495	2.194.331
activities	/44,/81	99,413	1,009,730	87,904	1,941,636	1/2,213	80,282	232,493	2,194,331
Cost of special events		_	_	_	_	l .	12,981	12,981	12,981
Cost of special events							12,981	12,981	12,981
Total expenses	\$ 744,781	\$ 99,415	\$ 1,009,736	\$ 87,904	\$ 1,941,836	\$ 172,213	\$ 93,263	\$ 265,476	\$ 2,207,312

 $\label{thm:companying} \textit{ notes are an integral part of these financial statements}.$

(A California Nonprofit Public Benefit Corporation)

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2011 AND 2010

	2011	2010
Cash flows from operating activities:		
Change in net assets	\$ 4,515,211	\$ 694,767
Adjustments to reconcile changes in net assets to net cash	\$ 7,515,211	\$ 074,707
provided by operating activities:		
Depreciation	13,024	10,245
Provision for loan losses	430,553	340,191
Net amortization of discount on contributions receivable	(24,431)	(32,145)
(Increase) decrease in assets:	(21,131)	(32,113)
Grants receivable	(2,747,078)	(102,068)
Contributions receivable – net	(348,655)	(331,425)
Other receivable	18,558	1,069,340
Prepaid expenses	19,783	(1,429)
Increase (decrease) in liabilities:	,,,,,,	() -)
Accounts payable	(4,971)	(25,880)
Accrued expenses	4,129	18,913
Grants payable	2,219,481	690,384
Interest payable	6,384	(5,000)
Net cash provided by operating activities	4,101,988	2,325,893
Cash flows from investing activities:		
Lending capital provided for programs	(2,583,500)	(2,734,298)
Repayment of lending capital provided for programs	1,049,408	1,117,195
Notes receivable disbursed – First-time Homebuyer Programs	(2,297,313)	(1,127,437)
Collection of notes receivable – First-time Homebuyer Programs	507,864	399,002
Net (increase) decrease in restricted cash – programs	(2,909,628)	71,189
Decrease in certificates of deposit	1,000,000	1,665,929
Purchase of property and equipment	(30,342)	
Net cash used in investing activities	(5,263,511)	(608,420)
Cash flows from financing activities:		
Proceeds from notes payable	1,500,000	
Net cash provided by financing activities	1,500,000	
Increase in unrestricted cash	338,477	1,717,473
Unrestricted cash, beginning of year	2,906,403	1,188,930
Unrestricted cash, end of year	\$ 3,244,880	\$ 2,906,403
Supplementary information: Cash paid for interest	\$ 15,000	\$ 25,000
		_

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

(A California Nonprofit Public Benefit Corporation)
NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

NOTE 1 – ORGANIZATION AND NATURE OF ACTIVITIES

Housing Trust of Santa Clara County, Inc. (Housing Trust) was incorporated on May 22, 2000 as a non-profit public benefit corporation. Housing Trust was formed with the mission to make Silicon Valley a more affordable place to live. Housing Trust makes loans and grants to increase the supply of affordable housing, assist first-time homebuyers, prevent homelessness and stabilize neighborhoods.

In order to augment affordable housing throughout Santa Clara County, Housing Trust currently offers four programs:

- First-time Homebuyer Programs Housing Trust offers the Downpayment Assistance Program, Mortgage Assistance Program, Closing Cost Assistance Program, and Equity Share Co-Investment Program to help qualified first-time homebuyers in Santa Clara County with second mortgage, downpayment and closing costs.
- Affordable Multi-Family Rental Program The program is designed to help create affordable multi-family rental housing units in communities throughout Santa Clara County through grants and loans to qualified developers of affordable multi-family rental housing.
- Homeless and Special Needs Program The program is designed to help prevent homelessness in cities across
 Santa Clara County through grants and loans to qualified developers of housing for the homeless and/or those
 with special needs.
- Neighborhood Stabilization Program (NSP2) In February 2010, Housing Trust was awarded \$25,000,000 in NSP2 funds from the U.S. Department of Housing and Urban Development (HUD) under the American Recovery and Reinvestment Act. Housing Trust is the lead entity in the San Jose Consortium, which also includes the City of San Jose (the City) and Neighborhood Housing Services Silicon Valley. These NSP2 funds are being used in targeted areas across 35 census tracts that have been the hardest hit by foreclosures within the City of San Jose. Housing Trust will use a portion of the funds to provide up to 100 Purchase Assistance Loans to low and moderate income households buying foreclosed and abandoned properties within the designated areas. The Consortium will also acquire and rehabilitate up to 64 foreclosed or abandoned homes for resale to low and moderate income households. Twenty-five percent of the grant totaling \$6,250,000 will be reserved to assist households at or below fifty percent of area median income. The NSP2 funds, and the leveraging of \$2,250,000 in additional funds, will reduce the number of foreclosed or abandoned homes and residential properties in the targeted areas and help to stabilize the housing market. During 2011 and 2010, Housing Trust recognized contribution revenue of \$7,737,008 and \$102,068, respectively from NSP2.

Housing Trust is especially vulnerable to the inherent risks associated with revenue that is substantially dependent on government funding, corporations, public support and contributions located in Santa Clara County.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Method

Housing Trust uses the accrual method of accounting, which recognizes income in the period earned and expenses when incurred, regardless of the timing of payments.

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

Estimates

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

Basis of Presentation

Housing Trust reports information regarding its financial position and activities according to up to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets, as applicable.

Revenue Recognition

Contributions are recognized as revenue when they are unconditionally communicated. Grants represent contributions if resource providers receive no value in exchange for the assets transferred. Contributions are recorded at their fair value as unrestricted support, temporarily restricted support, or permanently restricted support, depending on the absence or existence of donor-imposed restrictions as applicable. When a restriction expires (that is 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 statements of activities as net assets released from restrictions. Contributions restricted for the purchase of long-lived assets, are reported as unrestricted when expended for that purpose.

Contributions receivable, that are expected to be collected in future years, are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the contributions are received. Amortization of the discounts, if any, is included in contribution revenue. Conditional contributions receivable, if any, are not included as support until the conditions are substantially met.

Contributed services are stated at their estimated fair value, if they are ordinarily purchased and are of a specialized nature.

Cash

Cash is defined as cash in demand deposit accounts as well as cash on hand. Cash equivalents are highly liquid investments that are readily convertible to known amounts of cash. Generally only investments with original maturities of 3 months or less qualify as cash equivalents. Housing Trust occasionally maintains cash on deposit at various banks in excess of the Federal Deposit Insurance Corporation limit and investment accounts in excess of the Securities Investor Protection Corporation limit. The uninsured cash balance was approximately \$8,369,000 as of June 30, 2011. Housing Trust has not experienced any losses in such accounts.

Contributions Receivable

Contributions receivable represent unconditional promises to give and are stated at the present value of the future cash flows Housing Trust expects to collect. The related discount on promises to give is amortized on a straight-line basis over the number of years the receivable is expected to be collected.

(A California Nonprofit Public Benefit Corporation)
NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

Notes Receivable and Allowance for Loan Losses

Notes receivable consists of loans made to first-time homebuyers under the First-time Homebuyer Programs and are carried at their outstanding principal balances, net of an allowance for loan losses. Loan origination fees are recognized immediately, which management has determined is not materially different from generally accepted accounting principles. All notes are secured. Management has the intent and ability to hold these notes in the foreseeable future or until maturity or payoff.

An allowance for loan losses is established through a charge to the Statements of Activities and decreased by loss as charged against loans, net of recoveries. The allowance for loan losses is maintained at a level which, in management's judgment, is adequate to absorb credit losses inherent in the loan portfolio, including the nature of the portfolio, credit concentrations, trends in historical loss experience, specific impaired loans, and economic conditions.

Certificates of Deposit

Certificates of deposit are stated at fair value based on unadjusted quoted prices that are readily and regularly available in an active market, which is defined as a level 1 input in accordance with generally accepted accounting principles.

Property and Equipment

Property and equipment is stated at cost of acquisition or fair value, if donated. The costs of maintenance and repairs are charged to expense as incurred. Depreciation is computed based on the straight-line method over the estimated useful lives of the assets ranging from 3 to 5 years.

Income Taxes

Housing Trust is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code and the related California code sections. Contributions to Housing Trust qualify for the charitable contribution deduction.

Housing Trust believes that it has appropriate support for any tax positions taken, and as such, do not have any uncertain tax positions that are material to the financial statements. Housing Trust's federal and state information returns for the years 2007 through 2010 are subject to examination by regulatory agencies, generally for three years and four years after they were filed federal and state, respectively.

Functional Expense Allocation

The costs of providing program services and supporting services are summarized on a functional basis in the statements of activities and statements of functional expenses. Accordingly, certain costs are allocated among program services and supporting services based on estimates of employees' time incurred and on usage of resources.

Subsequent Events

Housing Trust has evaluated subsequent events through February 8, 2012, the date on which the financial statements were available to be issued.

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

NOTE 3 – CONTRIBUTIONS RECEIVABLE

Contributions receivable are summarized as follows:

	 2011	2010
Restricted for programs Unrestricted contributions	\$ 2,100,000 11,531	\$ 1,725,000 37,875
Gross contributions receivable (1)	 2,111,531	1,762,876
Less: unamortized discount	 (11,700)	(36,131)
Net contributions receivable	\$ 2,099,831	\$ 1,726,745
Amounts due (net of unamortized discount) in: Less than one year One year to five years	\$ 2,099,831	\$ 1,060,376 666,369
	\$ 2,099,831	\$ 1,726,745

⁽¹⁾ Total unconditional contributions receivable from the board of directors, companies with which the board of directors is affiliated, and jurisdictions represented on our board by elected officials were \$1,210,000 and \$1,012,400 as of June 30, 2011 and 2010, respectively.

2011

2010

NOTE 4 – NOTES RECEIVABLE

Notes receivable consists of the following:

	2011	2010
First-time Homebuyer Programs (1)		
Closing Cost Assistance Program ⁽²⁾	\$ 7,470,772	\$ 7,555,257
Mortgage Assistance Program(MAP) (3)	1,153,191	479,648
Equity Share Co-Investment (ESCO) (4)	578,488	322,032
Subtotal	9,202,451	8,356,937
NSP2		
Purchase Assistance Loan (PAL) (5)	838,388	50,000
Deferred interest receivable	21,994	-
Gross notes receivable	10,062,833	8,406,937
Less: allowance for loan losses	(550,000)	(253,000)
Net notes receivable	\$ 9,512,833	\$ 8,153,937

First-time homebuyer programs are designed to help qualified first-time homebuyers in Santa Clara County purchase their first home. Applicants must meet household income requirements as set forth by HUD and must not have owned a home in Santa Clara County within three years of application date. Borrower's first loan must be a 30- year fixed mortgage. In addition, borrowers must reside in the financed home as their principal residence or a default has occurred and the loan becomes due and payable immediately.

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

- Maximum loan amount was \$6,500, secured by deeds of trust with 0% interest. Effective October 1, 2009, new loans bear 3% simple interest. Effective October 2010, the maximum loan amount is 3% of the purchase price up to \$15,000. Payment of principal and accrued interest is deferred until the maturity date of the related first loan, or upon any sale, transfer assignment or refinance of the first loan or upon default of the terms of the Housing Trust loan, whichever occurs first.
- Maximum loan amount was \$15,000, 30-year amortized mortgage, secured by deeds of trust with interest at a rate 1.5% above the interest rate on the related first mortgage. Effective October 2010, the maximum loan amount is 17% of the purchase price up to \$85,000, 30 year amortized mortgage, secured by deeds of trust and bears interest at a rate 1% above the interest rate on the related first mortgage. Payment of principal and interest are due monthly or upon any sale, transfer assignment or refinance of the first loan or upon default of the terms of the Housing Trust loan, whichever occurs first.
- Maximum loan amount is \$75,000, secured by deeds of trust and bears interest at 0%. Qualified homebuyers are required to make downpayment of at least 5% of the purchase price of the home. Housing Trust will match the downpayment amount up to the maximum loan amount. Payment is deferred with entire balance due in full in 15 years, or upon any sale, transfer assignment or refinance of the first loan or upon default of the terms of the Housing Trust Loan, whichever occurs first. There are no interest payments due on the ESCO loan. Instead, borrower will share a portion of their home's appreciation with the Housing Trust at the time of sale, prepayment or refinance of the first loan or upon default based upon a calculation as defined by the loan agreement.
- The program is funded under the NSP2. PAL is designed to help homebuyers purchase foreclosed and abandoned homes and those at risk of foreclosure in the City of San Jose. The loans are secured by deeds of trust and have a maximum loan amount of \$50,000 and bear simple interest of 3%. Effective March 31, 2011, new loans bear 0% interest rate. Payment of principal and accrued interest is deferred with entire balance due in full on the maturity date of the related first loan, or upon any sale, transfer, assignment or refinance of the first loan, whichever occurs first.

The following are the details of activities on the allowance for loan losses during the years ended June 30, 2011 and 2010:

	 2011	2010
Balance, beginning of year Provision for loan losses during the year Write-off	\$ 253,000 430,553 (133,553)	\$ 210,659 340,191 (297,850)
Balance, end of year	\$ 550,000	\$ 253,000

Future maturities on loans receivable within the next five years cannot be reasonably estimated.

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NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

NOTE 5 – LENDING CAPITAL PROVIDED FOR PROGRAMS

Lending capital provided for programs consists of the following:

	2011	2010
Neighborhood Housing Services Silicon Valley: Downpayment Assistance Program (1)	\$ 1,215,000	\$ 900,000
Opportunity Fund: Affordable Multi-Family Rental Program (2) Homeless with Special Needs Program (2)	6,607,697 6,885,373	5,714,346 6,559,632
Total	14,708,070	13,173,978
Less: current portion	(2,071,899)	(909,259)
Long-term portion	\$ 12,636,171	\$ 12,264,719

- Housing Trust has entered into an agreement with Neighborhood Housing Services Silicon Valley (NHSSV) to serve as the fund administrator to manage the lending activities of its Downpayment Assistance Program. This includes making and approving loans using Housing Trust funds, monitoring and receiving monthly payments from the borrowers and remitting the same to the Housing Trust including any interest earned on idle funds, on a quarterly basis. Under this agreement, NHSSV will serve as the lender and will hold the note and deed of trust. Housing Trust established a fund of \$500,000 with NHSSV to provide fixed, below-market interest rate secondary financing that may be used as a downpayment for qualified first-time homebuyers in Santa Clara County. During 2011 and 2010, Housing Trust funded an additional \$315,000 and \$400,000, respectively. Qualified first-time homebuyers may borrow up to \$25,000 when they finance their homes through NHSSV. Loans are deferred for the first 60 months and payments will begin on the 61st month through the remaining 25 years of the loan. There were 21 and 24 loans originated by NHSSV totaling \$455,000 and \$418,500 as of June 30, 2011 and 2010, respectively.
- Housing Trust has entered into an agreement with Opportunity Fund (OF) to serve as the fund administrator to manage the lending and grant making activities of its Affordable Multi-Family Housing Program and the Homeless with Special Needs Program. Under this agreement, OF works under the direction of the executive director of Housing Trust to underwrite and close loans using Housing Trust funds as the source of capital to the qualified developers. OF serves as the lender and holds the note and deed of trust. Also, OF is responsible for monitoring and receiving monthly payments from the borrowers and remitting the same to the Housing Trust including any interest earned on idle funds, on a quarterly basis. For the years ended June 30, 2011 and 2010, fees paid to OF for these services were \$77,678 and \$32,250, respectively. The qualified developers may borrow up to \$15,000 per affordable unit, up to maximum loan amount of \$500,000. For acquisition, predevelopment, and construction financing loan, the term of the loan is up to 24 months with fixed interest ranging from 2% to 4.5%. For permanent financing loan, the term of the loan is up to 55 years with deferred interest rate of up to 3%.

Future principal repayments are estimated as follows:

2012	\$ 2,071,899
2013	1,007,216
2014	157,548
2015	7,894
2016	8,257

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

NOTE 6 – PROPERTY AND EQUIPMENT

Property and equipment is summarized as follows:

	2011	2010
Office equipment	\$ 27,733	\$ 22,946
Software	43,749	29,572
Furniture and fixtures	53,357	41,979
	124,839	94,497
Less: accumulated depreciation	(92,408)	(79,384)
Total property and equipment	\$ 32,431	\$ 15,113

NOTE 7 – NOTES PAYABLE

Notes payable consist of the following:

	2011			2010				
	Interest			Interest		 		
	Payab	le		Principal		Payable		 Principal
Wells Fargo Bank loan, non-interest bearing. Principal is due on March 4, 2012 and was extended for five years through March 4, 2017.	\$	-	\$	500,000	\$		-	\$ 500,000
Wells Fargo Bank loan, bears 2% simple interest. Required quarterly interest payments with entire principal and interest due in full on December 1, 2018. Housing Trust has the option to extend the repayment date of the loan by 2 years after the stated maturity date. Interest expense was \$20,000 annually for 2011 and 2010.	5	5,000		1,000,000			_	1,000,000
Religious Communities Investment Fund, Inc. loan, bears 2% simple interest. Required quarterly principal and interest payments of \$750 with entire principal and interest due in full on May 2, 2016. Interest expense was \$500 in 2011.		500		150,000			-	-
Mercy Investment Services, Inc. loan, bears 2% simple interest rate. Required quarterly interest payments of \$1,750 with entire principal and interest due on May 15, 2016. Interest expense was \$884 in 2011.		884		350,000			-	-

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

	20	11	2010		
	Interest	D : 1	Interest	D: : 1	
	Payable	Principal	Payable	Principal	
Silicon Valley Bank loan, non-interest bearing. Principal is due on June 27,					
2016.		1,000,000	-		
Total	6,384	3,000,000	-	1,500,000	
Less: current portion	(6,384)	-	-	-	
Total	\$ -	\$ 3,000,000	\$ -	\$ 1,500,000	

Scheduled principal payments on the notes payable for the next five years are estimated as follows:

2012	\$ -
2013	-
2014	-
2015	-
2016	1,500,000

NOTE 8 – RELATED-PARTY TRANSACTIONS

Housing Trust's volunteer members of the board of directors are active in oversight of fundraising events, activities and in making private contributions. Certain board members also serve as elected officials on jurisdictions which support the Housing Trust. Contributions from the board of directors, from companies with which board members are affiliated, or from jurisdictions represented on the board by an elected official were \$1,191,938 and \$1,117,900 as of June 30, 2011 and 2010, respectively.

NOTE 9 – GRANTS AWARDED

Grants payable and expenses are summarized as follows:

Payable to/Description	Payable o June 30, 20		2011Grant Expense	ayable at e 30, 2010	10 Grant xpense
City of San Jose – NSP2 (1)	\$ 2,705,5	25 \$	6,736,060	\$ -	\$ -
Other non-profit organizations – transition housing programs ⁽²⁾	204,3	40	211,829	690,384	835,034
Total	\$ 2,909,8	55 \$	6,947,889	\$ 690,384	\$ 835,034

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

- As the lead entity in the San Jose Consortium under the NSP2 Program, Housing Trust is responsible to monitor the City's eligible activities and submit cost reimbursements for the City. The San Jose Consortium allocated \$18,000,000 to the City to purchase and rehabilitate homes and residential properties that have been abandoned or foreclosed upon in order to sell, rent or redevelop such homes and properties.
- Housing Trust has established two programs to assist providers in Santa Clara County with transitioning their clients toward permanent housing:
 - Emergency Homelessness Prevention Grants The program is designed to provide one-time rental assistance to local non-profit agencies working to prevent eviction, or move families into more stable housing. The qualified non-profit agencies may apply for the grant with a maximum amount of \$25,000 and \$12,500 for the year ended June 30, 2011 and 2010, respectively.
 - Safety Net Capital Improvement program The program is designed to provide funds on a one-time basis to qualifying non-profit agencies serving families and individuals who are homeless or at risk of homelessness. Grant funds are to be used for capital renovations and improvements to existing facilities. The qualified non-profit agencies may apply for the grant with a maximum amount of \$200,000.

NOTE 10 - TEMPORARILY RESTRICTED NET ASSETS

The temporarily restricted net assets are for the following purposes or periods:

	2011							
	Releases from							
	June 30, 2010	Contributions Restrictions June	e 30, 2011					
General lending programs First-time Homebuyer Programs	\$ 4,267,193 1,234,723		5,925,693 3,118,377					
Affordable Multi-Family Rental Program and Homeless with Special Needs Program	244,270	500,000 (134,998)	609,272					
	\$ 5,746,186	\$ 5,673,388 \$ (1,766,232) \$	9,653,342					
	2010							
	Releases from							
	June 30, 2009	Contributions Restrictions June	e 30, 2010					
General lending programs First-time Homebuyer Programs	\$ 3,691,816 911,069		4,267,193 1,234,723					
Affordable Multi-Family Rental Program and Homeless with Special Needs Program	457,798	- (213,528)	244,270					
	\$ 5.060.683	\$ 2.376.500 \$ (1.690.997) \$	5.746.186					

(A California Nonprofit Public Benefit Corporation)

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2011 AND 2010

Contributions received from government entities are released from restrictions once the funds are disbursed to qualified borrowers within the cities specified by the donors, granted as contributions to qualified organizations or used as program expense based on maximum amounts allowed by the donors. To the extent that agreements have secondary-use restrictions requiring Housing Trust to re-use the funds for another purpose, then restrictions are released when the secondary-use restrictions are fulfilled either through grants made to qualified organizations or use of funds for program expenses based on maximum amounts allowed by the donors. A total of \$5,652,114 and \$2,527,031 was included in temporarily restricted net assets for funds that have secondary-use restrictions as of June 30, 2011 and 2010, respectively.

NOTE 11 – PENSION PLAN

Housing Trust has established a defined contribution plan (the Plan) for all eligible employees. An employee must have three (3) months service before they can participate in the Plan. Contributions to employee accounts are immediately fully vested. Prior to July 1, 2011, Housing Trust contributed 5% of eligible employees' compensation. As of July 1, 2011, Housing Trust contributes 3% of eligible employees' compensation and up to an additional 2% of matching funds for those employees who contribute to the plan. Housing Trust contributed \$29,705 and \$25,245 to the Plan during 2011 and 2010, respectively.

NOTE 12 – LEASE

Housing Trust amended its lease agreement for office space in San Jose in June 2010. The new lease commenced in August 2010 and will expire in July 2014. The future minimum annual lease payments at June 30, 2011 are as follows:

2012	\$ 53,951
2013	56,109
2014	58,353
2015	4,879
	\$ 173,292

Rent expense for the years ended June 30, 2011 and 2010 was \$49,560 and \$40,211, respectively.

NOTE 13 – COMMITMENTS AND CONTINGENCIES

Amounts related to undisbursed loan commitments as of June 30, 2011 follow:

Affordable Multi-Family Rental Program and
Homeless with Special Needs Program
First-time Homebuyer Programs

\$ 2,500,000
\$ 188,046

SUPPLEMENTARY INFORMATION



JAMES M. KRAFT
S. SCOTT SEAMANDS
MARK O. BRITTAIN
ALEXIS H. WONG
CHARLOTTE SIEW-KUN TAY
CATHY L. HWANG
RITA B. DELA CRUZ
STANLEY WOO

Board of Directors Housing Trust of Santa Clara County, Inc. San Jose, California

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 financial statements of Housing Trust of Santa Clara County, Inc., a California nonprofit public benefit corporation, as of and for the year ended June 30, 2011, and have issued our report thereon dated February 8, 2012. 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 Housing Trust of Santa Clara County, Inc.'s internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Housing Trust of Santa Clara County, Inc.'s internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of Housing Trust of Santa Clara County, Inc.'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 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.

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 defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Housing Trust of Santa Clara County, Inc.'s 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 statements 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*.

This report is intended for the information and use of the management, others within the entity, the board of directors, U.S. Department of Housing and Urban Development 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.

Lindquist, son Husen and Jayce LLP

February 8, 2012



Board of Directors Housing Trust of Santa Clara County, Inc. San Jose, California JAMES M. KRAFT
S. SCOTT SEAMANDS
MARK O. BRITTAIN
ALEXIS H. WONG
CHARLOTTE SIEW-KUN TAY
CATHY L. HWANG
RITA B. DELA CRUZ
STANLEY WOO

REPORT ON COMPLIANCE WITH REQUIREMENTS THAT COULD HAVE A DIRECT AND MATERIAL EFFECT ON EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE IN ACCORDANCE WITH OMB CIRCULAR A-133

Compliance

We have audited the compliance of Housing Trust of Santa Clara County, Inc., a California nonprofit public benefit corporation, with the types of compliance requirements described in the U.S. Office of Management and Budget (OMB) Circular A-133 Compliance Supplement that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2011. Housing Trust of Santa Clara County, Inc.'s major federal programs are identified in the summary of auditor's results section of the accompanying Schedule of Findings and Questioned Costs. Compliance with the requirements of laws, regulations, contracts and grants applicable to each of its major federal programs is the responsibility of Housing Trust of Santa Clara County, Inc.'s management. Our responsibility is to express an opinion on Housing Trust of Santa Clara County, Inc.'s 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 Nonprofit 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 a major federal program occurred. An audit includes examining, on a test basis, evidence about Housing Trust of Santa Clara County, Inc.'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. Our audit does not provide a legal determination on Housing Trust of Santa Clara County, Inc.'s compliance with those requirements.

In our opinion, Housing Trust of Santa Clara County, Inc. complied, in all material respects, with the requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2011.

Internal Control Over Compliance

The management of Housing Trust of Santa Clara County, Inc. 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 Housing Trust of Santa Clara County, Inc.'s internal control over compliance with requirements that could have a direct and material effect on a major federal program in order to determine the 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 Housing Trust of Santa Clara County, Inc.'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.

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 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 for the information and use of the management, others within the entity, the board of directors, U.S. Department of Housing and Urban Development 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.

Sindquist, von Husen and Jayer LLP

February 8, 2012

(A California Nonprofit Public Benefit Corporation)

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS ${\tt YEAR~ENDED~JUNE~30,2011}$

Federal Grantor/Pass-Through Grantor/Title	Federal CFDA Number	Agency or Pass-Through Number	Federal Expenditures
U.S. Department of Housing and Urban Development:			
Direct awards:			
ARRA – Neighborhood Stabilization Program 2	14.256	N/A	\$ 7,787,008
Economic Development Initiative Special Project Grant	14.251	N/A	251,105
TOTAL FEDERAL AWARDS			\$ 8,038,113

(A California Nonprofit Public Benefit Corporation)

NOTES TO SCHEDULE OF FEDERAL AWARDS

YEAR ENDED JUNE 30, 2011

NOTE 1 – BASIS OF PRESENTATION

The accompanying Schedule of Expenditures of Federal Awards includes the federal grant and loan activities of Housing Trust of Santa Clara County, Inc. and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the basic financial statements.

NOTE 2 - PRIOR YEARS' EXPENDITURES

The accompanying schedule of expenditures of federal awards includes \$50,000 in expenditures from prior year for which continuing compliance is required.

(A California Nonprofit Public Benefit Corporation)

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2011

Section I – Summary of Auditor's Results

None noted.

<u>Financial Statements</u>			
Type of auditor's report issued:	Unqualified		
Internal control over financial reporting:			
Material weakness(es) identified?	Yes	X	_No
Significant deficiency(ies) identified that are not considered to be material weakness(es)?	Yes	X	None reported
Noncompliance material to financial statements noted?	Yes	X	_No
<u>Federal Awards</u>			
Internal control over major programs:			
Material weakness(es) identified?	Yes	X	No
Significant deficiency(ies) identified that are not considered to be material weakness(es)?	Yes	X	None reported
Type of auditor's report issued on compliance for major programs:	Unqualified		
Any audit findings disclosed that are required to be reported in accordance with Section 510(a) of Circular A-133?	Yes	X	_No
Identification of major programs:	Name of Federa	l Progran	ı or Cluster
CFDA #14.256	Neighborhood S	Stabilizatio	on Program 2
Dollar threshold used to distinguish between Type A and Type B programs:	\$300,000		
Auditee qualified as low-risk auditee?	Yes	X	_No
Section II – Financial Statement Findings			
No matters were reported.			
Section III – Federal Award Findings and Questioned Costs			