

## FINANCE SUMMARY

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1. **Summary**

Fiscal year-end for NAHAC is June 30, 2017 and the Audit fieldwork by Houldsworth, Russo & Co is scheduled for August 7th through 11th. The budget is in the process of being prepared for the upcoming year. We are also in the process of completing the internal compliance reviews for Q4 of FY16 through Q3 of FY17. Annual certification letters have been completed and submitted to Treasury.

2. **Finance Report Discussion**

Balance Sheet

- Software has not increased as expected due to Speridian invoice not yet received and entered.
- Prepaids balance increased due to Insurance being prepaid for 17K which was offset by prior months prepaids being expensed.
- Other current assets of \$43K decreased due to bank withholding a payment to a borrower, as it was suspected to be an OFAC entity. All paperwork was sent to verify borrower and transaction cleared.
- Accounts payable balance decrease due to large invoices from Braintrust, Springboard, Speridian, and David Glover invoices for May paid off in June and none received for work done in June yet.

Income Statement

- **Program fundings for the month have exceeded the \$1 million goal!!**
- Lien satisfaction recoveries increased as 4 borrowers were collected from as opposed to the one per month previously collected.
- Interest income increased due to an additional investment sweep income payment received during the month.
- Classification of transaction related expenses changed during the year, resulting in over budget amounts on some lines with under budget amounts on the other lines. Overall budget to actual percentage is reasonable in relation to the under budget revenue and funding costs.
- Statistical data and file intake decreased due to invoices not yet received from Core Logic and Experian for work done in June.
- Marketing has increased as Braintrust has reached the Design/Web phase of their contract which required double the hours.
- Professional fees increased primarily due to additional legal fees in current year over expectations as well as additional fees for accounting and public relation services.
- We are still waiting for invoices for legal and consulting services performed in June, which is why the amounts currently show at zero.
- Building, Leases and Equipment exceeded the budget by a nominal amount. We will account for the changes in activities in the current year for the fiscal year 2017 budget.
- The budget for office supplies was met was a significant surplus available, primarily due to the efforts of the staff and management in managing costs.
- Software expense increased due to new user licenses purchased for the database.
- Springboard invoices have not yet been received for June, resulting in the decrease in IT services reported.
- Total general and administrative expenses ended at approximately 89% of budget, pending a few additional invoices for legal, consulting, marketing, and IT. Well done!

3. **Actions & Recommendations**

## Nevada Affordable Housing Assistance Corporation Balance Sheet

	June 30, 17	May 31, 17	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
10100 · Checking - Operating (BNY 9079)	452,636	503,475	-50,839
10200 · Checking - ACH Txfr (BNY 6666)	15,611	15,611	-
10300 · Investment Account - BNY Sweep	21,300,600	22,505,929	-1,205,329
<b>Total Checking/Savings</b>	<b>21,768,847</b>	<b>23,025,015</b>	<b>-1,256,168</b>
<b>Accounts Receivable</b>			
11100 · Funds Receivable B-4 Client	72,153	73,953	-1,800
<b>Total Accounts Receivable</b>	<b>72,153</b>	<b>73,953</b>	<b>-1,800</b>
<b>Other Current Assets</b>			
13000 · Prepaid Expenses	59,792	34,958	24,834
14200 · Other Current Assets	-	43,334	-43,334
<b>Total Other Current Assets</b>	<b>59,792</b>	<b>78,292</b>	<b>(18,500)</b>
<b>Total Current Assets</b>	<b>21,900,791</b>	<b>23,177,259</b>	<b>-1,276,468</b>
<b>Fixed Assets</b>			
<b>15000 · Fixed Assets</b>			
15100 · Office Equipment	112,457	112,457	-
15200 · Software	134,184	134,184	-
15300 · Furniture and Fixtures	24,742	24,742	-
<b>Total 15000 · Fixed Assets</b>	<b>271,383</b>	<b>271,383</b>	<b>-</b>
16000 · Accumulated Depreciation	(179,182)	(177,073)	-2,108
<b>Total Fixed Assets</b>	<b>92,201</b>	<b>94,310</b>	<b>-2,108</b>
<b>Other Assets</b>			
17000 · Refundable Deposits	14,837	14,837	-
<b>Total Other Assets</b>	<b>14,837</b>	<b>14,837</b>	<b>-</b>
<b>TOTAL ASSETS</b>	<b>22,007,829</b>	<b>23,286,406</b>	<b>-1,278,576</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
20000 · Accounts Payable	54	92,555	-92,501
21100 · Funds Payable B1-B3	-	43,334	-43,334
<b>Total Accounts Payable</b>	<b>54</b>	<b>135,889</b>	<b>(135,835)</b>
<b>Credit Cards</b>			
22000 · Nevada State Bank Credit Card	-	26	(25.89)
<b>Total Credit Cards</b>	<b>-</b>	<b>26</b>	<b>(25.89)</b>
<b>Other Current Liabilities</b>			
23000 · Accrued Expenses	40,800	40,800	-
25000 · Deferred Revenue	21,963,598	23,106,314	-1,142,716
<b>Total Other Current Liabilities</b>	<b>22,004,398</b>	<b>23,147,114</b>	<b>-1,142,716</b>
<b>Total Current Liabilities</b>	<b>22,004,452</b>	<b>23,283,029</b>	<b>-1,278,577</b>

**Nevada Affordable Housing Assistance Corporation**  
**Balance Sheet**

	June 30, 17	May 31, 17	\$ Change
<b>Long Term Liabilities</b>			
27000 - Unclaimed Property	3,377	3,377	-
<b>Total Long Term Liabilities</b>	3,377	3,377	-
<b>Total Liabilities</b>	22,007,829	23,286,406	-1,278,577
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>22,007,829</b>	<b>23,286,406</b>	<b>-1,278,577</b>

**NAHAC Income Statement**  
**September 2016**

	Budget	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Current Jun	YTD Actual w/ Budget	% of Budget
<b>INCOME</b>															
<b>Total Program Contract Revenue</b>	25,722,475	285,348	394,001	502,145	411,274	1,008,731	360,555	611,068	730,842	902,783	919,468	609,051	1,142,716	7,877,981	31%
<b>Other Revenues</b>															
41000 Lien Satisfaction Recoveries	216,000	19,801	23,233	9,738	19,392	12,997	15,087	14,932	8,511	9,829	2,603	3,300	12,450	151,871	70%
42000 Interest Income	600	-	40	37	32	29	36	407	2,203	2,032	3,870	5,108	13,737	27,531	4589%
<b>Total Other Revenues</b>	216,600	19,801	23,272	9,774	19,424	13,026	15,123	15,339	10,714	11,861	6,473	8,408	26,187	179,403	83%
<b>TOTAL INCOME</b>	25,939,075	305,149	417,273	511,919	430,698	1,021,757	375,677	626,407	741,556	914,644	925,941	617,459	1,168,903	8,057,384	31%
<b>Direct Program Funding Costs</b>															
50100 B1 Principal Reduction	19,100,000	176,094	232,600	198,631	259,576	615,554	193,492	241,977	399,588	543,667	751,011	375,146	873,506	4,860,842	25%
50200 B2 SMRP	485,000	130,544	60,665	85,103	-	243,877	46,784	49,639	115,327	73,320	-	30,412	81,393	917,064	189%
50400 B4 MAP (UMA)	1,750,000	8,690	21,020	-	30,318	-	3,856	6,001	6,759	35,112	25,828	-	33,675	171,259	10%
55000 B5 MAPA	-	-	-	-	-	-	-	-	-	-	(7,109)	-	-	-	-
50800 B8 MRAP (MRP)	2,250,000	-	-	-	-	-	-	45,524	26,463	68,605	69,549	1,709	52,138	263,988	12%
<b>TOTAL DIRECT PROGRAM FUNDING COSTS</b>	23,585,000	315,327	314,285	283,734	289,894	859,431	244,132	343,141	548,137	720,704	839,279	407,267	1,040,712	6,206,043	26%
<b>GROSS EARNINGS</b>	2,354,075	(10,178)	102,988	228,186	140,804	162,326	131,545	283,266	193,419	193,940	86,662	210,192	128,191	1,851,341	79%
<b>EXPENSES</b>															
<b>Transaction Related Expenses 60000</b>															
61000 Recording Fees	45,000	6,018	2,668	4,533	5,329	4,022	4,268	10,559	8,670	4,697	2,839	2,413	2,714	58,729	131%
62000 Appraisal Fees	107,000	1,400	350	4,000	400	-	-	-	-	-	-	-	-	6,150	6%
63000 Bank Fees	21,000	160	970	1,200	837	998	948	-	2,032	882	816	913	971	10,727	51%
Counseling Expenses 64000:															
64100 Business Partners	30,000	2,450	-	-	-	-	8,800	5,100	1,300	3,500	9,700	8,200	417	39,467	132%
64200 Statistical Data	20,000	467	467	4,967	-	4,500	5,601	473	781	638	634	1,440	-	19,967	100%
64300 File Intake Costs	110,000	-	107	106	104	106	105	362	162	142	175	327	-	1,696	2%
64000 Counseling Expenses- Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
<b>Total Counseling Expenses</b>	160,000	2,917	574	5,073	104	4,606	14,506	5,935	2,243	4,280	10,509	9,967	417	61,130	38%
<b>Total Transaction Related Expenses</b>	333,000	10,495	4,561	14,806	6,670	9,625	19,722	16,494	12,945	9,859	14,164	13,293	4,102	136,736	41%
<b>General and Administrative Expenses 70000</b>															
<b>Compensation Expenses 71000</b>															
Salaries and Wages 71100:															
71110 Operations	260,000	4,198	33,597	28,501	19,068	19,248	21,825	19,370	20,527	25,288	16,851	16,753	16,872	242,098	93%
71120 Accounting	50,000	2,800	7,403	7,429	3,924	3,139	3,139	3,139	3,139	4,741	3,139	3,139	3,139	48,270	97%
71130 Underwriting	120,000	4,448	9,446	14,442	10,111	10,318	10,494	9,311	9,216	13,806	9,603	9,246	9,043	119,484	100%
71140 Closing and Recon	180,000	3,927	14,678	22,021	14,686	16,062	12,080	12,689	12,957	18,636	10,368	11,963	13,263	163,330	91%
71160 Temporary Labor	60,000	-	-	-	-	-	527	5,386	11,374	9,687	18,882	9,338	10,752	65,946	110%
<b>Total Salaries and Wages</b>	670,000	15,372	65,124	72,393	47,789	48,767	48,065	49,896	57,213	72,158	58,843	50,439	53,069	639,127	95%
71200 Payroll Tax Expenses	60,000	2,349	6,552	6,610	4,974	3,845	3,704	4,803	5,223	7,109	4,238	4,349	4,264	58,021	97%
Employee Benefits and Other HR 71300															
71310 Medical and Dental	122,900	9,819	5,198	9,051	5,445	11,675	6,044	6,044	(1,182)	5,478	5,456	4,821	5,325	73,174	60%
71320 Workers' Compensation	1,700	-	287	-	1,381	-	(287)	-	-	-	-	-	-	1,381	81%
71330 Employee Training	500	-	-	10	-	-	-	-	-	-	-	-	-	10	2%
71340 Payroll Processing Charges	16,900	1,203	2,818	1,067	1,035	1,619	1,006	978	1,438	978	946	2,278	948	16,313	97%
71300 Other Employee Benefits and HR	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
71000 Compensation Expenses - Other	-	-	-	-	-	309	-	-	-	29	-	-	-	-	0%
<b>Total Employee Benefits and Other HR</b>	142,000	11,022	8,304	10,127	7,861	13,603	6,763	7,022	256	6,485	6,402	7,099	6,273	91,216	64%
<b>Total Compensation Expenses</b>	872,000	28,743	79,979	89,131	60,624	66,215	58,532	61,720	62,692	85,752	69,483	61,887	63,606	788,364	90%

**NAHAC Income Statement**  
**September 2016**

	Budget	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Current	YTD Actual	% of Budget
													Jun	w/ Budget	
<b>Advertising, Marketing and PR 72000</b>															
72100 Website Expenses	400	-	180	-	-	-	-	-	1,091	914	-	-	-	2,185	546%
72200 Marketing Expenses	120,000	-	250	-	-	-	-	-	417	1,388	10,000	10,000	20,000	42,055	35%
72300 Sponsorships	500	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
72400 Dues, Subscriptions, & Recruitment	-	-	-	-	-	-	-	-	-	-	-	-	122	-	
<b>Total Advertising, Marketing and PR</b>	<b>120,900</b>	<b>-</b>	<b>430</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,508</b>	<b>2,302</b>	<b>10,000</b>	<b>10,000</b>	<b>20,122</b>	<b>44,362</b>	<b>37%</b>
<b>Professional Services 73000</b>															
73100 Accounting and Audit Services	85,000	(7,400)	100	100	3,500	8,000	3,500	20,583	17,083	17,083	17,583	19,883	19,583	119,598	141%
73200 Legal Services	150,000	7,826	-	9,733	22,993	329	23,361	48,309	34,513	16,980	-	42,163	-	206,207	137%
73300 Consulting Services	161,000	-	-	3,000	14,101	35,902	7,459	30,440	9,562	13,603	13,751	13,982	-	141,800	88%
73400 Other Professional Services	1,000	62	-	62	-	945	1,449	229	44	-	300	525	52	3,669	367%
<b>Total Professional Services</b>	<b>397,000</b>	<b>488</b>	<b>100</b>	<b>12,895</b>	<b>40,594</b>	<b>45,176</b>	<b>35,769</b>	<b>99,561</b>	<b>61,202</b>	<b>47,666</b>	<b>31,634</b>	<b>76,553</b>	<b>19,635</b>	<b>471,274</b>	<b>119%</b>
<b>Building, Leases and Equipment 74000</b>															
74100 Rent - Office	87,635	8,170	8,470	8,170	8,170	8,170	5,863	8,170	6,870	7,202	6,980	7,281	7,186	90,700	103%
74200 Rent - Equipment	1,440	358	-	361	377	361	-	358	361	-	358	367	45	2,946	205%
74300 Building Repairs and Maintenance	1,000	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
74400 Equipment Repairs and Maintenance	1,800	7	144	288	-	144	-	288	144	144	207	114	118	1,599	89%
74500 Utilities Expense	700	54	-	109	27	88	284	-	353	246	247	54	54	1,516	217%
74600 Janitorial Expense	2,750	-	-	305	360	360	360	360	360	360	360	360	360	3,545	129%
<b>Total Building, Leases and Equipment</b>	<b>95,325</b>	<b>8,589</b>	<b>8,614</b>	<b>9,232</b>	<b>8,934</b>	<b>9,123</b>	<b>6,507</b>	<b>9,176</b>	<b>8,088</b>	<b>7,952</b>	<b>8,152</b>	<b>8,176</b>	<b>7,763</b>	<b>100,306</b>	<b>105%</b>
<b>Insurance Expense 75000</b>															
75100 Directors & Officers Insurance	20,000	1,667	1,667	1,667	1,563	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,965	20,195	101%
75200 Property and General Liability Insurance	3,650	301	301	301	301	301	301	301	301	301	301	(215)	301	3,097	85%
75300 Crime Insurance	5,800	484	484	484	484	484	484	440	412	206	206	206	206	4,579	79%
75500 Cyber Insurance	4,000	329	329	329	329	329	329	241	-	-	-	-	-	2,212	55%
75500 Professional Liability Insurance	10,800	900	900	900	900	900	900	817	2,550	1,275	1,275	1,275	1,275	13,864	128%
<b>Total Insurance Expense</b>	<b>44,250</b>	<b>3,680</b>	<b>3,680</b>	<b>3,680</b>	<b>3,576</b>	<b>3,680</b>	<b>3,680</b>	<b>3,466</b>	<b>4,930</b>	<b>3,449</b>	<b>3,449</b>	<b>2,933</b>	<b>3,747</b>	<b>43,947</b>	<b>99%</b>
<b>Office Expenses 76000</b>															
75100 Supplies	15,000	807	332	1,092	593	75	480	729	393	613	1,926	652	349	8,041	54%
75200 Postage and Freight	3,700	310	22	305	556	506	403	540	437	461	349	172	34	4,095	111%
75400 Office Furniture and Equipment	5,000	3,143	-	-	-	-	-	-	-	-	-	-	-	3,143	63%
75500 Dues and Subscriptions	500	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
76500 Document Storage & Destruction	1,200	61	97	60	97	122	25	25	25	25	25	60	-	622	52%
<b>Total Office Expenses</b>	<b>25,400</b>	<b>4,321</b>	<b>451</b>	<b>1,457</b>	<b>1,246</b>	<b>703</b>	<b>908</b>	<b>1,294</b>	<b>855</b>	<b>1,099</b>	<b>2,300</b>	<b>884</b>	<b>383</b>	<b>15,901</b>	<b>63%</b>
<b>Information, Tech and Communications 77000</b>															
77100 Technology Hardware	3,000	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
77200 Software Expense	50,000	1,633	491	491	491	509	275	275	-	-	-	-	1,304	5,469	11%
77300 Telephone / Internet / Security	20,000	1,052	247	1,701	370	1,765	1,139	1,666	1,008	1,373	1,887	1,221	1,481	14,910	75%
77400 IT Services	350,000	6,638	2,458	12,898	14,062	22,251	2,250	87,177	37,516	32,253	24,496	32,259	2,404	276,662	79%
<b>Total Information, Tech and Communications</b>	<b>423,000</b>	<b>9,323</b>	<b>3,196</b>	<b>15,090</b>	<b>14,923</b>	<b>24,525</b>	<b>3,664</b>	<b>89,118</b>	<b>38,524</b>	<b>33,626</b>	<b>26,383</b>	<b>33,480</b>	<b>5,189</b>	<b>297,040</b>	<b>70%</b>
<b>Travel Expenses 78000</b>															
78100 Airfare	5,400	948	-	-	1,198	528	-	116	-	-	795	-	-	3,585	66%
78200 Accommodations	2,400	23	-	-	743	285	-	-	259	-	-	-	1,383	2,693	112%
78300 Auto and Parking	2,400	205	85	332	93	307	571	67	242	4	46	8	110	2,070	86%
78400 Travel - Meals & Entertainment	2,400	355	-	277	112	27	218	-	-	157	353	29	-	1,529	64%
78500 Non-Employee Travel	500	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
78000 Other Travel	500	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
<b>Total Travel Expenses</b>	<b>13,600</b>	<b>1,531</b>	<b>85</b>	<b>610</b>	<b>2,146</b>	<b>1,147</b>	<b>789</b>	<b>183</b>	<b>501</b>	<b>161</b>	<b>1,194</b>	<b>37</b>	<b>1,493</b>	<b>9,877</b>	<b>73%</b>
<b>Other General and Administrative 79000</b>															
79100 Depreciation Expense	23,500	1,932	1,932	1,932	1,932	1,932	1,932	1,932	1,932	1,932	1,933	1,932	2,108	23,359	99%
79300 Taxes and Licenses	100	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
79500 Board Expenses	6,000	-	-	100	160	200	-	260	200	100	100	460	-	1,580	26%
79000 Other General and Administrative	-	-	-	-	-	-	42	62	42	42	42	60	43	333	0%
<b>Total Other General and Administrative</b>	<b>29,600</b>	<b>1,932</b>	<b>1,932</b>	<b>2,032</b>	<b>2,092</b>	<b>2,132</b>	<b>1,974</b>	<b>2,254</b>	<b>2,174</b>	<b>2,074</b>	<b>2,075</b>	<b>2,452</b>	<b>2,151</b>	<b>25,273</b>	<b>85%</b>
<b>Total General and Administrative Expenses</b>	<b>2,021,075</b>	<b>58,607</b>	<b>98,467</b>	<b>134,126</b>	<b>134,134</b>	<b>152,701</b>	<b>111,823</b>	<b>266,772</b>	<b>180,474</b>	<b>184,081</b>	<b>154,670</b>	<b>196,401</b>	<b>124,089</b>	<b>1,796,345</b>	<b>89%</b>

**NAHAC Income Statement  
September 2016**

	Budget	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Current Jun	YTD Actual w/ Budget	% of Budget
<b>TOTAL EXPENSES</b>	2,354,075	69,101	103,028	148,932	140,804	162,326	131,545	283,266	193,419	193,940	168,834	209,694	128,191	<b>1,933,081</b>	82%
<b>Other Income (Expense)</b>															
81000 Other Income	-	25	40	-	-	-	-	-	-	-	82,172	-	-	82,237	0%
82000 Other Expense	-	25	40	-	-	-	-	-	-	-	-	(498)	-	(498)	0%
Total Other Income (Expense)	-	25	40	-	-	-	-	-	-	-	82,172	(498)	-	81,737	0%
<b>NET INCOME</b>	-	(79,254)	-	79,254	-	-	-	-	-	-	-	-	-	-	0%

**NAHAC Funding Details**

**Cumulative Funds Available and Used through June 30, 2017**

	<b>(a) HHF Participation Cap (from the current HPA Amendment)</b>	<b>Cumulative used through 6.30.2017</b>	<b>Available funds</b>
Principal Reduction Program (B1)	\$99,935,128.00	\$57,215,147.23	\$42,719,980.77
Second Lien Relief Program (B2)	\$6,469,200.00	\$6,479,539.17	\$0.00
Short Sale Acceleration Program (B3)	\$289,179.00	\$289,179.12	\$0.00
Mortgage Assistance Program (MAP) (B4)	\$52,275,976.00	\$31,122,437.14	\$21,153,538.86
MAPA (B5)	\$1,613,451.00	\$1,606,718.01	\$6,732.99
Reinstatement (B8)	\$17,081,271.00	\$263,988.15	\$16,817,282.85
Admin	\$25,247,676.00	\$18,988,463.71	\$6,259,212.29
<b>Total</b>	<b>\$202,911,881.00</b>	<b>\$115,965,472.53</b>	<b>\$86,956,747.76</b>

Estimated months of funding remaining through Dec. 31, 2020	42
Average monthly funding to use funds by Dec. 31, 2020	2,070,399

**Treasury Draws Taken through June 30, 2017**

<b>Date</b>	<b>Amount</b>
9/23/2010	2,600,000.00
4/25/2011	4,851,000.00
12/28/2011	4,851,000.00
5/31/2012	5,620,000.00
8/30/2012	14,170,000.00
12/26/2012	21,950,000.00
3/4/2013	20,000,000.00
5/6/2013	24,800,000.00
6/27/2014	13,207,869.00
12/27/2016	24,385,727.00
<b>Total</b>	<b>136,435,596.00</b>