



**NATIONAL COUNCIL ON AGRICULTURAL  
LIFE AND LABOR RESEARCH, INC.  
DOVER, DELAWARE**

**REPORT ON AUDIT  
OF FINANCIAL STATEMENTS**

**SEPTEMBER 30, 2020**

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NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

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## INDEPENDENT AUDITOR'S REPORT

February 4, 2021

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary  
Dover, Delaware

### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of National Council on Agricultural Life and Labor Research, Inc. (a nonprofit organization) and Subsidiary ("NCALL"), which comprise the consolidated statement of financial position as of September 30, 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements,

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary

whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of NCALL as of September 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### Report on Summarized Comparative Information

We have previously audited NCALL's September 30, 2019 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated February 12, 2020. In our opinion, the summarized comparative information presented herein as of and the for the year ended September 30, 2019 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

### Other Matters

#### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of financial position and schedule of activities - NeighborWorks® America Capital Fund are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"), is presented for purposes of additional analysis 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.

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 4, 2021 on our consideration of NCALL'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 solely 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 effectiveness of 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 NCALL's internal control over financial reporting and compliance.

*Barbacane, Thornton & Company LLP*

BARBACANE, THORNTON & COMPANY LLP

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**SEPTEMBER 30, 2020 AND 2019**

	2020	2019
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 5,129,413	\$ 3,669,046
Cash and cash equivalents - loan fund	8,108,927	5,828,531
Accounts receivable	7,477	3,875
Grant receivable	199,993	161,028
Interest receivable	67,380	-
Investments	745,070	1,249,457
Prepaid expense	27,564	1,444
Note receivable	9,437	-
Loans receivable, net of allowance for loan losses of \$1,001,452 for 2020 and \$1,701,455 for 2019	7,316,351	14,008,106
Total Current Assets	<u>21,611,612</u>	<u>24,921,487</u>
<b>NONCURRENT ASSETS:</b>		
Property and equipment	2,107,240	2,073,099
Less: Accumulated depreciation	(552,731)	(510,247)
Net property and equipment	1,554,509	1,562,852
Assets held for sale	260,121	1,241,892
Other real estate owned property	1,541,707	1,111,088
Note receivable	180,563	-
Loans receivable, net of allowance for loan losses of \$1,305,734 for 2020 and \$639,045 for 2019	9,539,358	5,261,436
Investments	144,288	176,219
Total Noncurrent Assets	<u>13,220,546</u>	<u>9,353,487</u>
<b>TOTAL ASSETS</b>	<u>\$ 34,832,158</u>	<u>\$ 34,274,974</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 49,364	\$ 83,383
Accrued payroll	111,956	115,186
Accrued compensated absences	154,803	130,427
Accrued interest	37,204	31,264
Deferred revenue	9,630	9,810
Notes payable for loan fund	4,875,000	3,000,000
Other current liabilities	4,134	64,197
Total Current Liabilities	<u>5,242,091</u>	<u>3,434,267</u>
<b>NONCURRENT LIABILITIES:</b>		
Paycheck Protection Program loan	435,575	-
Notes payable for loan fund	12,750,000	14,325,000
Total Noncurrent Liabilities	<u>13,185,575</u>	<u>14,325,000</u>
<b>TOTAL LIABILITIES</b>	<u>18,427,666</u>	<u>17,759,267</u>
<b>NET ASSETS</b>		
Without donor restriction:		
Undesignated	14,113,914	14,234,007
Designated for operating reserve	1,000,000	1,000,000
Designated for building reserve	150,000	140,000
Designated for working capital reserve	150,000	150,000
Designated for succession reserve	100,000	100,000
Designated for compensated absences	154,803	130,427
Total Without Donor Restriction	<u>15,668,717</u>	<u>15,754,434</u>
With donor restriction:		
Due to purpose	725,775	408,273
In perpetuity	10,000	353,000
Total With Donor Restriction	<u>735,775</u>	<u>761,273</u>
<b>TOTAL NET ASSETS</b>	<u>16,404,492</u>	<u>16,515,707</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 34,832,158</u>	<u>\$ 34,274,974</u>

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

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2020**  
**(With Summarized Totals for 2019)**

	Without Donor Restriction	With Donor Restriction	Totals	
			2020	2019
<b>PUBLIC SUPPORT, REVENUE, AND GAINS</b>				
Public Support:				
Grants and contracts	\$ 194,226	\$ 3,730,232	\$ 3,924,458	\$ 3,727,895
Contributions	82,820	170,608	253,428	177,667
Total Public Support	<u>277,046</u>	<u>3,900,840</u>	<u>4,177,886</u>	<u>3,905,562</u>
Revenue:				
Interest income - investments	24,076	-	24,076	24,147
Interest income - loans	1,053,888	-	1,053,888	1,201,322
Fee income	442,530	-	442,530	500,240
Other	66,458	-	66,458	5,930
Total Revenue	<u>1,586,952</u>	<u>-</u>	<u>1,586,952</u>	<u>1,731,639</u>
Gains:				
Unrealized gain on investments	1,446	-	1,446	21
Net assets released from restriction:				
Satisfaction of program restrictions	3,926,338	(3,926,338)	-	-
<b>TOTAL PUBLIC SUPPORT, REVENUE, AND GAINS</b>	<u>5,791,782</u>	<u>(25,498)</u>	<u>5,766,284</u>	<u>5,637,222</u>
<b>EXPENSES AND LOSSES</b>				
Program Services:				
Self-Help Housing	500,856	-	500,856	463,792
Farmworker Housing Technical Assistance	56,653	-	56,653	92,714
Rural Community Development Initiative - Delaware	154,355	-	154,355	87,771
Real Estate Development	124,736	-	124,736	128,850
Restoring Central Dover	217,482	-	217,482	273,651
Housing Counseling	505,213	-	505,213	466,938
Foreclosure Prevention	232,405	-	232,405	202,144
National Foreclosure Mitigation Counseling	-	-	-	32,778
Stand By Me Financial Coaching	287,754	-	287,754	295,051
Loan Fund	2,371,199	-	2,371,199	1,647,881
Total Program Services	<u>4,450,653</u>	<u>-</u>	<u>4,450,653</u>	<u>3,691,570</u>
Support Services:				
Management and general	536,372	-	536,372	570,265
Development	303,797	-	303,797	235,275
Fund raising	93,538	-	93,538	83,199
Total Support Services	<u>933,707</u>	<u>-</u>	<u>933,707</u>	<u>888,739</u>
<b>TOTAL EXPENSES</b>	<u>5,384,360</u>	<u>-</u>	<u>5,384,360</u>	<u>4,580,309</u>
<b>LOSSES</b>				
Losses on the sale on assets held for sale	493,139	-	493,139	-
<b>TOTAL LOSSES</b>	<u>493,139</u>	<u>-</u>	<u>493,139</u>	<u>-</u>
<b>TOTAL EXPENSES AND LOSSES</b>	<u>5,877,499</u>	<u>-</u>	<u>5,877,499</u>	<u>4,580,309</u>
<b>CHANGE IN NET ASSETS</b>	(85,717)	(25,498)	(111,215)	1,056,913
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>15,754,434</u>	<u>761,273</u>	<u>16,515,707</u>	<u>15,458,794</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$15,668,717</u>	<u>\$ 735,775</u>	<u>\$16,404,492</u>	<u>\$16,515,707</u>

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

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2020**  
**(With Summarized Totals for 2019)**

	Program Services			
	Self-Help Housing	Farmworker Housing Technical Assistance	Rural Community Development Initiative - DE	Real Estate Development
EXPENSES:				
Salaries	\$ 348,992	\$ 30,249	\$ 84,335	\$ 88,913
Payroll taxes	26,487	2,131	6,309	6,278
Pension	8,755	1,150	2,881	3,169
Other employee benefits	43,861	6,443	9,171	17,313
Total Salaries and Related Expenses	<u>428,095</u>	<u>39,973</u>	<u>102,696</u>	<u>115,673</u>
Accounting and audit fees	-	-	-	-
Consultant fees	21,097	15,410	48,100	6,350
Consumables	246	-	-	173
Credit report charges	-	-	-	-
Depreciation	-	-	-	-
Dues/registration/training	13,386	1,000	15	10
Equipment and maintenance	847	-	1,797	-
Insurance	-	-	-	255
Interest expense	-	-	-	-
Internet and technical services	717	-	-	-
Janitorial services and supplies	-	-	-	-
Legal fees	-	-	-	-
Loan participation fees	-	-	-	-
Marketing	74	-	-	476
Miscellaneous	-	-	-	-
Office supplies	591	-	540	-
Printing and postage	1,163	-	6	25
Property tax/maintenance expenses	-	-	-	-
Provision for loan losses	-	-	-	-
Publications	-	-	-	-
Special projects	-	-	-	-
Telephone	1,476	270	209	736
Travel and per diem	33,164	-	992	1,038
Utilities	-	-	-	-
Subtotal	<u>500,856</u>	<u>56,653</u>	<u>154,355</u>	<u>124,736</u>
Allocation of indirect costs	71,796	8,493	71,796	18,097
Allocation of occupancy costs	4,680	1,200	1,260	2,520
TOTAL EXPENSES	<u>\$ 577,332</u>	<u>\$ 66,346</u>	<u>\$ 227,411</u>	<u>\$ 145,353</u>
				Restoring Central Dover
				\$ 153,505
				11,179
				4,800
				18,595
				<u>188,079</u>

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**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2020**  
**(With Summarized Totals for 2019)**

	Program Services					Total Program Services
	Housing Counseling	Foreclosure Prevention	Me Financial Coaching	Loan Fund	Total Program Services	
<b>EXPENSES:</b>						
Salaries	\$ 365,003	\$ 176,245	\$ 205,053	\$ 381,396	\$ 1,833,691	
Payroll taxes	26,553	12,075	15,067	28,297	134,376	
Pension	12,204	6,276	7,736	11,277	58,248	
Other employee benefits	65,947	36,579	32,951	54,995	285,855	
Total Salaries and Related Expenses	469,707	231,175	260,807	475,965	2,312,170	
Accounting and audit fees	-	-	-	8,825	8,825	
Consultant fees	6,375	-	-	128,260	226,375	
Consumables	535	8	162	386	1,703	
Credit report charges	11,447	-	18,822	-	30,269	
Depreciation	-	-	-	1,850	1,850	
Dues/registration/training	3,519	367	822	15,317	39,215	
Equipment and maintenance	1,253	-	48	831	5,607	
Insurance	-	-	-	10,538	12,801	
Interest expense	-	-	-	554,950	554,950	
Internet and technical services	726	-	-	-	1,522	
Janitorial services and supplies	-	-	-	-	-	
Legal fees	-	-	-	34,549	34,549	
Loan participation fees	1,520	-	-	2,067	4,063	
Marketing	2,671	-	-	-	3,199	
Miscellaneous	-	-	-	15,000	15,000	
Office supplies	140	-	340	424	2,035	
Printing and postage	140	32	673	349	2,776	
Property tax/maintenance expenses	-	-	-	-	-	
Provision for loan losses	-	-	-	1,100,000	1,100,000	
Publications	660	-	-	-	660	
Special projects	818	-	-	-	14,274	
Telephone	1,103	1	3,943	3,738	11,553	
Travel and per diem	4,599	822	2,137	18,150	67,257	
Utilities	-	-	-	-	-	
Subtotal	505,213	232,405	287,754	2,371,199	4,450,653	
Allocation of indirect costs	72,497	33,593	40,910	147,751	496,798	
Allocation of occupancy costs	8,160	5,340	3,204	9,660	38,484	
<b>TOTAL EXPENSES</b>	<b>\$ 585,870</b>	<b>\$ 271,338</b>	<b>\$ 331,868</b>	<b>\$ 2,528,610</b>	<b>\$ 4,985,935</b>	

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**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2020**  
**(With Summarized Totals for 2019)**

	Support Services				Total Support Services	Totals	
	Management and General	Development	Fundraising	2020		2019	
<b>EXPENSES:</b>							
Salaries	\$ 265,623	\$ 161,848	\$ 67,475	\$ 494,946	\$ 2,328,637	\$ 2,160,944	
Payroll taxes	18,372	12,053	5,226	35,651	170,027	159,020	
Pension	7,204	300	2,400	9,904	68,152	70,016	
Other employee benefits	26,471	11,069	5,458	42,998	328,853	276,092	
Total Salaries and Related Expenses	317,670	185,270	80,559	583,499	2,895,669	2,666,072	
Accounting and audit fees	19,100	-	-	19,100	27,925	26,625	
Consultant fees	9,741	20,430	11,442	41,613	267,988	195,759	
Consumables	15,743	5,210	329	21,282	22,985	26,850	
Credit report charges	-	-	-	-	30,269	34,546	
Depreciation	1,040	39,594	-	40,634	42,842	40,842	
Dues/registration/training	27,310	95	1,208	28,613	67,828	86,907	
Equipment and maintenance	12,129	20,457	-	32,586	38,193	30,433	
Insurance	19,706	-	-	19,706	32,507	32,175	
Interest expense	-	-	-	-	554,950	542,519	
Internet and technical services	38,508	-	-	38,508	40,030	54,749	
Janitorial services and supplies	7,498	-	-	7,498	7,498	5,931	
Legal fees	6,408	-	-	6,408	40,957	14,221	
Loan participation fees	-	-	-	-	4,063	23,672	
Marketing	4	3,080	-	3,084	6,283	6,683	
Miscellaneous	8,933	10,433	-	19,366	34,366	31,089	
Office supplies	3,672	-	-	3,672	5,707	2,640	
Printing and postage	10,468	-	-	10,468	13,244	13,076	
Property tax/maintenance expenses	9,441	-	-	9,441	9,441	9,484	
Provision for loan losses	-	-	-	-	1,100,000	400,000	
Publications	2,593	13	-	2,606	3,266	1,641	
Special projects	-	18,207	-	18,207	32,481	124,591	
Telephone	8,055	-	-	8,055	19,608	16,903	
Travel and per diem	8,020	1,008	-	9,028	76,285	180,821	
Utilities	10,333	-	-	10,333	10,333	12,080	
Subtotal	536,372	303,797	93,538	933,707	5,384,360	4,580,309	
Allocation of indirect costs	(496,798)	-	-	(496,798)	-	-	
Allocation of occupancy costs	(39,574)	-	1,090	(38,484)	-	-	
<b>TOTAL EXPENSES</b>	<u>\$ -</u>	<u>\$ 303,797</u>	<u>\$ 94,628</u>	<u>\$ 398,425</u>	<u>\$ 5,384,360</u>	<u>\$ 4,580,309</u>	

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

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED SEPTEMBER 30, 2020 AND 2019**

	<u>2020</u>	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (111,215)	\$ 1,056,913
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	42,484	40,842
Provision for loan losses	1,100,000	400,000
Losses on sale of assets held for sale	493,139	-
Proceeds from the sale of assets held for sale	645,601	-
Cash paid developing assets held for sale	(156,969)	(738,217)
Unrealized gain on investments	(1,446)	(21)
Decrease in loans receivable	1,313,833	2,058,882
Increase in note receivable	(190,000)	-
Decrease (Increase) in accounts receivable	(3,602)	175,258
Decrease (Increase) in grants receivable	(38,965)	69,483
Increase in interest receivable	(67,380)	-
(Increase) Decrease in prepaid expense	(26,120)	12,621
Increase in other real estate owned property	(430,619)	(87,481)
Increase (Decrease) in accounts payable	(34,019)	60,278
(Decrease) Increase in accrued payroll	(3,230)	(104,221)
Increase (Decrease) in accrued compensated absences	24,376	(100)
Increase in accrued interest	5,940	-
(Decrease) Increase in deferred revenue	(180)	(8,570)
Decrease in other current liabilities	(60,063)	(5,261)
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>2,501,565</u>	<u>2,930,406</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Sale of investments	1,249,457	1,047,441
Purchase of investments	(711,693)	(1,041,507)
Purchase of property and equipment	(34,141)	(484,365)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	<u>503,623</u>	<u>(478,431)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from Paycheck Protection Program loan	435,575	-
Proceeds from long-term debt	300,000	250,000
Repayment of long-term debt	-	(300,000)
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES	<u>735,575</u>	<u>(50,000)</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	3,740,763	2,401,975
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>9,497,577</u>	<u>7,095,602</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 13,238,340</u>	<u>\$ 9,497,577</u>
CASH AND CASH EQUIVALENTS	\$ 5,129,413	\$ 3,669,046
CASH AND CASH EQUIVALENTS - LOAN FUND	8,108,927	5,828,531
	<u>\$ 13,238,340</u>	<u>\$ 9,497,577</u>
NONCASH INVESTING ACTIVITY:		
Repossession of other real estate owned property	<u>\$ -</u>	<u>\$ 1,023,607</u>
SUPPLEMENTAL INFORMATION:		
Interest paid	<u>\$ 549,010</u>	<u>\$ 542,519</u>
Taxes paid	<u>\$ -</u>	<u>\$ -</u>

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

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 GENERAL

The National Council on Agricultural Life and Labor Research, Inc. ("NCALL") was organized in 1955 as a nonprofit corporation and has been providing housing technical assistance and affordable housing services since 1976. NCALL competes for funding in the form of contracts, grants, and cooperative agreements from the federal, state, and private sectors when it is available.

The mission of NCALL, simply put, is: "Strengthen communities through housing, lending, and education."

NCALL is governed by a 15-member Board of Directors from NCALL's service area.

NCALL was chartered as a NeighborWorks® America ("NWA") Organization in 2003. The affiliation with NWA requires ongoing reporting and regular management reviews. NCALL maintained its "Exemplary" rating, and NWA last conducted a program review in May 2018 which resulted in NCALL exceeding or meeting all evaluation criteria. It also provides opportunities for grant and capital funding, along with training slots for NWA's training institutes. NCALL is one of only two organizations within Delaware with the NeighborWorks® designation.

NCALL was certified as a Community Development Financial Institution ("CDFI") during fiscal year 2005 by the U.S. Department of Treasury. As of September 30, 2020, this certification was in good standing.

As a CDFI, NCALL participates in the Comprehensive Ratings for CDFI Investments (Aeris) annual review and rating process. The process is a positive experience and yields a substantial report and current rating of three stars for impact performance, a rating of AA for financial strength and performance, and a Policy Plus designation.

In July 2019, Hearn Ownership, LLC was created to purchase, or in any way acquire including acquisitions at foreclosure sale, for investment or for sale, development, or otherwise, lands, contracts for the purchase or sale of lands, buildings, improvements, personal property, and any other real or personal property of any kind. NCALL is the sole corporate member of Hearn Ownership, LLC, which has a fiscal year end of December 31. Collectively, these two entities will be referred to as NCALL.

Principles of Consolidation

The consolidated financial statements include the accounts of the NCALL and its wholly owned subsidiary. The Board of Directors of NCALL and its wholly owned subsidiary are substantially identical. Significant interorganizational accounts and transactions have been eliminated.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the NCALL have been prepared on the accrual basis of accounting as required by accounting principles generally accepted in the United States of America ("generally accepted accounting principles").

Financial Statement Presentation

In accordance with the section of the Financial Accounting Standards Board's Accounting Standards Codification ("FASB ASC") regarding financial statements of not-for-profit organizations, NCALL is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restriction and net assets with donor restriction. In addition, NCALL is required to present a statement of cash flows.

Recognition of Donor Restrictions

Donor-restricted support is reported as an increase in net assets with donor restriction. When a restriction expires, net assets with donor restriction are reclassified to net assets without donor restriction.

Net Assets with Donor Restriction

Net assets with donor restriction include funds restricted by funding sources. NCALL reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends, purpose restriction is accomplished, or the donor releases the restriction, net assets with donor restriction are reclassified to net assets without donor restriction and reported in the statement of activities as net assets released from restriction.

Cash and Cash Equivalents

For purposes of the statement of cash flows, NCALL considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

Investments

Investments are reported at fair value. Donated securities also are reported at fair value as of the date of receipt. All realized and unrealized gains and losses arising from fluctuations in market values, sales, or other disposition of assets are accounted for in the class of net assets that owns the assets.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

*Level 1* – Financial assets valued using Level 1 inputs are based on unadjusted quoted market prices within active markets.

*Level 2* – Financial assets valued using Level 2 inputs are based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly. The fair value of the investments with the Delaware Community Foundation are determined based on observable market factors not included in Level 1, such as quoted market prices for similar assets or liabilities in an active or nonactive market. NCALL's portion of the investment pool is valued by the Delaware Community Foundation on a monthly basis. The investments in the pool are actively traded and valued using quoted market prices. However, since the investments are pooled funds, they are designated as Level 2 investments.

*Level 3* – Financial assets valued using Level 3 inputs are determined by valuation methodologies that are unobservable and significant to the fair value measurements.

Grants, Notes, and Accounts Receivable

Grants, notes, and accounts receivable are stated at unpaid balances. Receivables are considered impaired if full principal payments are not received in accordance with the payment terms. Grants, notes, and accounts receivable are considered by management to be fully collectible and, accordingly, no allowance for grants, notes, and accounts receivable losses has been recorded as of September 30, 2020.

Loans Receivable

Loans receivable represent funds advanced to qualified organizations that have a primary mission of affordable housing and/or community development. Loans are stated at unpaid principal balances less an allowance for loan losses. The allowance for loan losses is estimated to be five percent of the outstanding loan balance plus any amounts known to be uncollectible and additional amounts determined by management based on the loan's internal risk rating. Past due status is determined based on contractual terms.

Loans are considered impaired if full principal or interest payments are not anticipated in accordance with the contractual terms. Loans are written off as a charge to the allowance for loan losses when, in management's estimation, it is probable that the receivable is worthless. Loan security is outlined in the promissory notes.

Interest on loans is recognized over the term of the loan and is calculated using the simple-interest method on principal amounts outstanding. Loan origination and commitment fees are not material to the financial statements and are recognized as revenue when the loan closes.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

Loans receivable are placed on nonaccrual status when management believes, after considering economic conditions, business conditions, and collection efforts that the loans are impaired or collection of interest is doubtful. Uncollected interest previously accrued is charged off or an allowance is established by a charge to provision for loan losses. Interest income on nonaccrual loans is recognized only to the extent cash payments are received.

Assets Held for Sale

Assets held for sale are valued at the lower of cost or market. NCALL constructs "for sale" homes within the Restoring Central Dover footprint. The sale of homes is recognized net of the value of the asset held for sale. Grant revenues received to supplement project costs are recognized separately.

Property and Equipment

NCALL capitalizes all expenditures for property in excess of \$5,000. Property and equipment are stated at cost at date of acquisition or fair market value at date of donation. Property and equipment are depreciated on the straight-line method over the estimated service lives of the respective assets. Estimated service lives for furniture and equipment are five to ten years. The estimated service lives for the buildings and building improvements are five to fifty years. Expenditures for maintenance, repairs, minor renewals, and betterments which do not improve or extend the useful life of the respective asset are expensed.

Other Real Estate Owned

Foreclosed real estate includes both formally foreclosed property and in-substance foreclosed property. In-substance foreclosed properties are those properties for which the institution has taken physical possession, regardless of whether formal foreclosure proceedings have taken place.

At the time of foreclosure, foreclosed real estate is recorded at the fair value less cost to sell, which becomes the property's new basis. Any write-downs based on the asset's fair value at date of acquisition are charged to the allowance for uncollectible accounts. After foreclosure, valuations are periodically performed by management and property held for sale is carried at the lower of the new cost basis or fair value less cost to sell. Costs incurred in maintaining foreclosed real estate and subsequent adjustments to the carrying amount of the property are included in income or loss on foreclosed real estate.

Income Taxes

NCALL Research, Inc. is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code, and Hearn Ownership, LLC is a single member LLC which is disregarded for tax

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd)

purposes; therefore, no provision has been made for federal income taxes in the accompanying consolidated financial statements. However, income from certain activities not directly related to NCALL's tax-exempt purpose may be subject to taxation as unrelated business income.

Generally accepted accounting principles prescribe rules for the recognition, measurement, classification, and disclosure in the financial statements of uncertain tax positions taken or expected to be taken in NCALL's tax returns. Management has determined that NCALL does not have any uncertain tax positions or associated unrecognized benefits that materially impact the financial statements or related disclosures. Since tax matters are subject to some degree of uncertainty, there can be no assurance that NCALL's tax returns will not be challenged by the taxing authorities and that NCALL will not be subject to additional tax, penalties, and interest as a result of such challenge.

Advertising

NCALL expenses the production costs of advertising when incurred. Advertising expense is classified as marketing expense in the statement of functional expenses.

Allocation of Functional Expenses

The costs of providing the programs and other activities have been summarized on a functional basis in the statement of activities. Whenever possible, costs are directly assigned to the program functions using the direct identification method based on the nature of the expense. Accordingly, certain costs have been allocated among the functions utilizing NCALL's indirect cost rate as further explained in Note 8.

Use of Estimates in the Preparation of Financial Statements

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

Prior Year Financial Statements

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with NCALL's financial statements for the year ended September 30, 2019, from which the summarized information was derived.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 3 PROGRAM ACTIVITIES

A description of NCALL's programs is listed below and on the pages that follow.

RHS Self-Help Housing Technical and Management Assistance Contract (Self-Help Housing)

NCALL is funded by the Rural Housing Service, USDA, to provide technical and management assistance and training to new and operating self-help housing grantees throughout the 21-state northeast region. The region extends from Virginia north to New England and west to Minnesota. NCALL is responsible for providing technical and management assistance in construction, accounting, scheduling, and housing development to local self-help housing programs. NCALL also is called upon to conduct training, publish newsletters, and help resolve problems. NCALL is operating under a five-year contract which started in April 2018.

Farmworker Housing Technical Assistance

NCALL is a member of the Southeast Housing Consortium ("SEHC"), which is a group of nonprofit organizations specializing in rural and farmworker housing. Members of the SEHC are subgrantees of a grant awarded by the U.S. Department of Labor ("DOL") Employment and Training Administration, operated under the authority of the Workforce Investment Act ("WIA"), Section 167. Florida Non-Profit Housing, Inc. ("FNPH") serves as grantee/lead agency for the SEHC, with responsibility for monitoring subgrantee activities. The SEHC's goals are to eliminate substandard housing and alleviate excessive housing cost for agricultural workers. Under the allowable activities of the grant program, NCALL provides technical assistance to nonprofit organizations who develop or preserve farmworker housing on the Delmarva Peninsula. Services can include packaging housing financing applications, housing development assistance, and problem solving.

Rural Community Development Initiative - Delaware

NCALL competed for and received a three-year USDA Rural Community Development Initiative ("RCDI") grant to provide organizational development and rental housing development assistance to Better Homes of Seaford and Millsboro Housing for Progress in Delaware, which began in September 2017. The grant period was extended through April 2021.

Real Estate Development

Real estate development includes the development and construction of single-family housing and multi-family apartments. NCALL is purchasing lots and building for-sale homes in the Restoring Central Dover footprint. Four houses were sold during fiscal year 2020, and additional building lots continue to be purchased. NCALL continues to successfully package Low Income Housing Tax Credit apartment projects and associated financing for other nonprofit sponsors. The single and multi-family housing work is supported by developer fees and grants.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 3 PROGRAM ACTIVITIES (cont'd)

Restoring Central Dover

NCALL is the lead organization for a neighborhood planning and revitalization initiative for downtown Dover and chairs the steering committee. The implementation phase started mid-fiscal year 2015 with a five-year Wells Fargo Regional Foundation Implementation Grant. Implementation of the plan is being carried out by NCALL staff, the steering committee, and five work groups in the areas of housing, safety, economic development, community engagement, and transportation/infrastructure. A second five-year grant was awarded by the Wells Fargo Regional Foundation and started May 2020.

Housing Counseling

NCALL is funded by grants and fees from a variety of financial institutions, foundations, and governmental entities to assist low and moderate-income families to become first-time homebuyers throughout Delaware. The education and counseling provided by NCALL enables families to become more knowledgeable about the home buying and mortgage approval process, while helping families prepare financially for the step to homeownership. NCALL assists qualified families to obtain affordable home mortgage financing, including down payment and settlement assistance. The program also assists families with budget and financial management, submission of mortgage applications, understanding homeownership responsibilities, and the settlement process, all through group workshop sessions and individual counseling.

Foreclosure Prevention

NCALL provides mortgage default and foreclosure prevention services in Delaware and is funded primarily by fees from the Delaware State Housing Authority and by grants from financial institutions and foundations. Services include individual counseling and offering remedies and support. NCALL assists families in seeking modified mortgages that are more affordable and sustainable. The Organization participates in Delaware's Foreclosure Mediation Program.

Stand By Me Financial Coaching

NCALL is one of the nonprofit providers of financial coaching services for Kent County and Sussex County, Delaware under the Stand By Me financial coaching program implemented by the Delaware Financial Empowerment Partnership. As such, NCALL hires financial coaches to work with a variety of venues within Central and Southern Delaware, such as Dover Downs serving its employees, Delaware Technical & Community College serving students, and Public Housing serving the residents. NCALL signs an annual memorandum of understanding with United Way of Delaware for each year, which is providing the majority of funding for this service.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 3 PROGRAM ACTIVITIES (cont'd)

Loan Fund

NCALL is certified as a Community Development Financial Institution and a Community Development Entity by the U.S. Department of Treasury. These certifications reflect the authority of the Loan Fund to offer additional products and services to better address the affordable housing, community development, economic development, and nonprofit credit needs of its customer base. A committee of six NCALL Board Members or Board-approved appointees oversees the Loan Fund and is responsible for recommending policies and the loan approval process. NCALL's Board of Directors is responsible for Loan Fund governance.

NCALL has been actively seeking capital, investment, and loan participations while building Loan Fund infrastructure to address the substantial community development demand. Experienced staff managing the fund includes a loan fund director, manager, servicer, and loan officers. The Loan Fund received a substantial Aeris rating of three stars for impact performance, a rating of AA for financial strength and performance, and a Policy Plus designation.

NOTE 4 INVESTMENTS

Investments consist of certificates of deposit with original maturities of more than three months. The fair value of these investments using Level 2 inputs as of September 30, 2020 amounted to \$865,117. Interest accrues at rates ranging from 0.10 percent to 2.62 percent. As of September 30, 2020, \$745,070 of the certificates of deposit were due within one year. NCALL is also invested in the Delaware Community Foundation investment pool. The fair value of these investments using Level 2 inputs as of September 30, 2020 amounted to \$24,241.

NOTE 5 ALLOWANCE FOR LOAN LOSSES

For the year ended September 30, 2020, the change in the allowance for loan losses is as follows:

	Beginning Allowance for Loan Losses	Reclassify	Provision for Loan Losses	Charge-offs	Ending Allowance for Loan Losses
Affordable Housing	\$ 1,186,686	\$ 56,065	\$ 146,907	\$(1,133,314)	\$ 256,344
Community Facilities	454,278	(7,208)	-	-	447,070
Commercial/Revitalization	250,679	-	953,093	-	1,203,772
Other Real Estate Owned	448,857	(48,857)	-	-	400,000
Total Allowance	<u>\$ 2,340,500</u>	<u>\$ -</u>	<u>\$ 1,100,000</u>	<u>\$(1,133,314)</u>	<u>\$ 2,307,186</u>

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 5 ALLOWANCE FOR LOAN LOSSES (cont'd)

The ending balance in the allowance for loan losses is attributed to loans that have been evaluated collectively. As necessary, adjustments are made to NCALL's method of estimating the allowance for loan losses.

NOTE 6 CREDIT QUALITY OF LOANS RECEIVABLE

NCALL monitors the credit quality of its loans receivable by assessing the collection experience of existing borrowers, the creditworthiness of new borrowers, and the sufficiency of collateral related to the receivables. Loan security is outlined in the promissory notes.

Each loan is risk rated when approved. The risk rating is reviewed annually after approval and closing. Loans will be reviewed more frequently if they are/become rated below Adequate or have performance issues. The risk ratings are consistent with community development lending standards and are: Good, Standard, Adequate, Watch, Sub-standard, and Doubtful/OREO. NCALL's standard Allowance for Loan Losses ("ALL") is five percent against all portfolios outstanding. Special, additional reserves are defined with each rating below, where appropriate.

The internal risk ratings are as follows:

Good

The loan request, and the borrower, exceeds underwriting criteria related to: quality of collateral, strength of loan repayment, supportive market conditions, and a strong financial condition. An additional allowance is not required for this rating.

Standard

The loan request and the borrower meet all of the underwriting criteria: quality of collateral, strength of loan repayment, supportive market condition, and an acceptable financial condition. An additional allowance is not required for this rating.

Adequate

The loan request and the borrower meet the underwriting criteria with the understanding that there may be some weaknesses with certain criteria that would be offset by other criteria. Some weaknesses may be created by market issues, or given the size and type of borrower. These criteria do not mean that the borrower or project is weak; this situation is typical with community development projects. There may be loan policy exceptions which may prevent the loan from being rated Good or Standard, and additional loan monitoring may occur. An additional allowance is not required for this rating, but additional performance measures may be recommended that are not allowance related.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 6 CREDIT QUALITY OF LOANS RECEIVABLE (cont'd)

Watch

The loan request and the borrower no longer meet all the underwriting criteria, so there are one or more weaknesses to address. A specific financial loss may not be expected at this time, so the rating pertains to time and effort to offset weaknesses. The loan may, or may not, be late with its payments. A Watch rating is for shorter terms, with the expectation that the rating improves or deteriorates within six to twelve months of the Watch rating. An additional allowance of up to 25 percent of the amount may be recommended for the Watch-rated loan.

Sub-Standard

The loan and the borrower are in default, and there is an expectation that financial loss may occur, or already has done so. When the loan reaches 90 days past due, it will be placed on nonaccrual status. If the loan cannot be cured within a reasonable time (within six months from the receipt of this rating), staff will prepare a plan of action for the review and approval of the Loan Fund Committee. A plan may include restructuring the loan, charge-off, an extension for other repayment sources, etc. It may take 12-18 months to cure the loan after the plan of action has been approved. An allowance for loan losses of up to 50 percent of the loan amount may be considered with this rating.

Doubtful/Other Real Estate Owned ("OREO")

The loan and borrower continue to be in default, and there is no expectation of a repayment strategy. Disposition and charge-off actions are recommended by staff to the Loan Fund Committee. Approval for the charge-off process (time and amount) is required. An allowance for loan losses of up to 100 percent of the loan amount will be considered with this rating.

The information used to internally rate loans receivable was updated as of September 30, 2020.

As of September 30, 2020, loans were split between the following portfolio segments:

Affordable Housing	\$ 5,126,881
Community Facilities	8,941,399
Commercial/Revitalization	<u>5,094,615</u>
Total Loans Receivable, Gross	19,162,895
Allowance for Loan Losses	<u>(2,307,186)</u>
 TOTAL	 <u><u>\$ 16,855,709</u></u>

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 6 CREDIT QUALITY OF LOANS RECEIVABLE (cont'd)

As of September 30, 2020, the loan ratings and amounts by portfolio segment were as follows:

	<u>Good</u>	<u>Standard</u>	<u>Adequate</u>	<u>Watch</u>	<u>Sub-Standard</u>	<u>Total</u>
Affordable Housing	\$ -	\$ -	\$ 4,717,821	\$ 309,060	\$ 100,000	\$ 5,126,881
Community Facilities	-	-	8,941,399	-	-	8,941,399
Commercial/Revitalization	-	-	1,769,540	500,000	2,825,075	5,094,615
Total Loans Receivable, Gross	<u>\$ -</u>	<u>\$ -</u>	<u>\$15,428,760</u>	<u>\$ 809,060</u>	<u>\$2,925,075</u>	<u>\$19,162,895</u>

As of September 30, 2020, the loan aging by portfolio segment was as follows:

	<u>Current</u>	<u>31-60 Days Past Due</u>	<u>61-90 Days Past Due</u>	<u>91+ Days Past Due</u>	<u>Total</u>
Affordable Housing	\$ 5,026,881	\$ -	\$ -	\$ 100,000	\$ 5,126,881
Community Facilities	8,941,399	-	-	-	8,941,399
Commercial/Revitalization	2,269,540	-	-	2,825,075	5,094,615
Total Loans Receivable, Gross	<u>\$16,237,820</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,925,075</u>	<u>\$ 19,162,895</u>

The \$2,925,075 that is more than 90 days past due in Affordable Housing is in non-accrual status. There is no estimated date as to when the amount will be collected.

NOTE 7 LOANS RECEIVABLE SOLD WITH AND WITHOUT RECOURSE

NCALL has sold loans receivable to financial institutions with no recourse to the Organization. The outstanding balance of the no-recourse loans at September 30, 2020 was \$8,342,610.

NCALL sold a loan participation in the amount of \$2,500,000 (\$2,345,349 balance at September 30, 2020) to Barclays Bank Delaware and Deutsche Bank Trust Company Delaware (total loan amount of \$3,500,000), of which NCALL agrees to take first loss of \$350,000 in the event of default. The loan matures on December 1, 2020.

NCALL sold a loan participation in the amount of \$1,425,000 (\$914,427 balance at September 30, 2020) to Enterprise Community Loan Fund (total loan amount of \$1,900,000). The loan matures on February 2, 2024, but NCALL agrees to repay the participant its entire outstanding balance no later than January 31, 2023.

NCALL sold a loan participation in the amount of \$686,034 (\$685,765 balance at September 30, 2020) to The Bank of Delmarva. NCALL agrees to take first loss of \$175,000 in the event of default. The loan matures on February 1, 2025.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 7 LOANS RECEIVABLE SOLD WITH AND WITHOUT RECOURSE (cont'd)

NCALL Research, Inc. services, administers, and collects the receivables on behalf of the purchaser. NCALL Research, Inc. has not recognized a servicing asset or liability because it is impracticable to estimate its fair value.

NOTE 8 INDIRECT COSTS

As required by federal funding sources, in accordance with Office of Management and Budget Guidelines, NCALL maintains separate accounts to identify indirect costs. While most costs (direct costs) can be identified as pertaining to a specific program, other costs (indirect costs) actually apply to more than one program. These costs are accumulated in an "indirect cost pool," then allocated semi-monthly to grants and contracts based upon a predetermined rate of 19.0 percent for 2020 of total direct costs. This provisional indirect cost rate has been carefully developed to allocate costs in a consistent, equitable, and reasonable manner and has been approved by NCALL's cognizant agency, the U.S. Department of Interior. The allocation on pages 6 through 8 is shown to assist funding sources in determining the total cost of each program.

NOTE 9 PROPERTY AND EQUIPMENT

As of September 30, 2020, property and equipment consisted of the following:

Land	\$ 250,000
Construction-in-progress	450,277
Buildings	1,302,836
Furniture and equipment	104,127
Accumulated depreciation	<u>(552,731)</u>
 TOTAL	 <u>\$ 1,554,509</u>

NOTE 10 NET ASSETS WITH DONOR RESTRICTION

As of September 30, 2020, net assets were restricted by donors for the following programs:

Purpose restricted:	
Self-Help Housing	\$ 349,493
Farmworker Housing Technical Assistance	4,504
Restoring Central Dover	83,218
Development	13,560
Loan Fund	275,000
Restricted in perpetuity:	
Delaware Community Foundation Trust	<u>10,000</u>
 TOTAL	 <u>\$ 735,775</u>

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 10 NET ASSETS WITH DONOR RESTRICTION (cont'd)

NeighborWorks® America capital grants are restricted for making loans and for capital projects. The capital grants are restricted in perpetuity although proceeds on capital projects, or interest earned, over and above the corpus may be transferred to net assets without donor restriction for furthering NCALL's mission. However, should NCALL become defunct, all remaining grant funds, interest earnings, capital projects proceeds, and the loan and capital projects portfolios representing the use of these funds will revert to NeighborWorks® America.

In September 2020, NeighborWorks® America released the remaining \$343,000 from restriction in grant funds previously classified as net assets with donor restriction in perpetuity by NCALL. Accordingly, this amount has been shown as net assets released from restriction in the statement of activities.

NCALL was the beneficiary of a trust administered by the Delaware Community Foundation. The amount restricted in perpetuity in this fund is \$10,000. Amounts above \$10,000 are not restricted. The assets of the trust are included in the statement of financial position of NCALL at fair value.

NOTE 11 BOARD-DESIGNATED NET ASSETS

The Board established an operating reserve to stabilize NCALL's finances and to provide a rainy day reserve. Use of this reserve requires authorization from the Board. As of September 30, 2020, the value of this reserve was \$1,000,000.

The Board established a building reserve to provide funding for future repairs made to the buildings in Dover and Georgetown. As of September 30, 2020, the value of this reserve was \$150,000.

The Board established a working capital reserve to provide funding for sufficient cash flow while awaiting reimbursement of expenditures. As of September 30, 2020, the value of this reserve was \$150,000.

The Board established a succession reserve to provide funding for future costs associated with succession planning. As of September 30, 2020, the value of this reserve was \$100,000.

The Board established a reserve to provide funding for future employee compensated absence liabilities. As of September 30, 2020, the value of this reserve was \$154,803.

NOTE 12 PENSION/RETIREMENT PLAN

NCALL sponsors an Internal Revenue Code Section 401(k) retirement plan. All full-time employees are eligible to contribute to the plan after completing one year of employment, with NCALL matching employee contributions up to \$2,400 for the calendar year.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 12 PENSION/RETIREMENT PLAN (cont'd)

The total pension expense for 2020 was \$68,152.

NOTE 13 COMPENSATED ABSENCES

NCALL allows employees to accumulate unused annual leave to be paid upon retirement or leaving employment. The balance in this account as of September 30, 2020 was \$154,803.

NOTE 14 CONCENTRATIONS

NCALL received 17 percent of its total revenue and public support from the U.S. Department of Agriculture during the year ended September 30, 2020.

NCALL received 10 percent of its total revenue and public support JP Morgan Chase during the year ended September 30, 2020.

NCALL received 10 percent of its total revenue and public support from Community Development Financial Institutions Fund, U.S. Department of the Treasury during the year ended September 30, 2020.

NOTE 15 LONG-TERM DEBT

Notes Payable for Loan Fund

In December 2005, NCALL entered into an unsecured note agreement with Wells Fargo Regional Community Development Corporation in the amount of \$250,000. In 2016, the loan was increased by \$100,000 to \$350,000, and the maturity date extended from December 16, 2016 to December 16, 2025. This note bears interest at a fixed rate of 2.0 percent. Semi-annual installments of accrued interest are due and payable on March 31 and September 30 of each year, with the entire unpaid balance of principal due in full on December 16, 2025. As of September 30, 2020, the outstanding balance on this note was \$350,000.

In December 2010, NCALL entered into an unsecured revolving line of credit agreement with the Delaware State Housing Authority in the amount of \$375,000. Any outstanding balance against this line of credit will bear interest at a fixed rate of 3.0 percent. Accrued interest is payable on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on December 6, 2020. As of September 30, 2020, the outstanding amount of this note was \$375,000.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 15 LONG-TERM DEBT

In September 2011, NCALL entered into an unsecured note agreement with PNC Bank in the amount of \$1,250,000. In December 2016, the note amount was increased to \$2,500,000. The note bears interest at a fixed rate of 3.25 percent. Accrued interest is payable on March 1, June 1, September 1, and December 1 of each year, with the entire unpaid principal balance due in full on December 20, 2021. As of September 30, 2020, the outstanding amount of this note was \$2,500,000.

In March 2012, NCALL entered into an unsecured note agreement with AIG Federal Savings Bank (this loan is now held by Artisans' Bank; all terms and conditions remain the same) in the amount of \$350,000. In March 2017, the note amount was increased to \$500,000. The note bears interest at a fixed rate of 3.0 percent. Accrued interest is payable on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on March 28, 2021 (previously March 28, 2018). As of September 30, 2020, the outstanding amount of this note was \$500,000.

In April 2012, NCALL entered into an unsecured note agreement with Barclays Bank Delaware in the amount of \$1,250,000. The loan was increased by \$1,250,000 to \$2,500,000 during 2016. The note bears interest at a fixed rate of 3.25 percent. Accrued interest is due on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on March 11, 2023. As of September 30, 2020, the outstanding amount of this note was \$2,500,000.

In July 2012, NCALL entered into an equity equivalent ("EQ2") investment agreement with Wells Fargo Community Investment Holdings in the amount of \$600,000. The agreement bears interest at a fixed rate of 2.0 percent. Accrued interest is payable on January 15, April 15, July 15, and October 15 of each year with the entire unpaid principal balance due in full on August 9, 2022. As of September 30, 2020, the outstanding amount of this note was \$600,000.

In August 2012, NCALL entered into an unsecured note agreement with HSBC Bank USA in the amount of \$2,000,000. The note was increased by \$500,000 to \$2,500,000 in 2018. The note bears interest at a fixed rate of 2.35 percent on the first \$2,000,000 and will accrue at a fixed rate of 3.10 percent on any additional funds. Accrued interest is payable on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on August 31, 2024 (previously August 31, 2023). As of September 30, 2020, the outstanding amount of this note was \$2,000,000.

In August 2012, NCALL entered into an unsecured note agreement with TD Bank in the amount of \$1,000,000; and in 2014, 2017 and 2020, the note was amended to increase the available amount to \$1,500,000, \$3,000,000, and \$3,500,000, respectively. The note bears interest at a fixed rate of 3.75 percent. Accrued interest is payable quarterly with the entire unpaid principal balance due in full on July 31, 2022 (previously July 31, 2020). As of September 30, 2020, the outstanding amount of this note was \$3,000,000.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 15 LONG-TERM DEBT (cont'd)

In July 2014, NCALL entered into an unsecured line of credit agreement with the Jessie Ball DuPont Religious, Charitable, and Educational Fund in the amount of \$1,500,000. Any outstanding balance against this line of credit will bear interest at a fixed rate of 1.5 percent. Accrued interest is payable on June 30 and December 31 of each year, with the entire unpaid principal balance due in full on July 29, 2021. As of September 30, 2020, the outstanding amount of this note was \$1,500,000.

In August 2014, NCALL entered into an unsecured line of credit agreement with Capital One, National Association in the amount of \$1,000,000. Any outstanding balance against this line of credit will bear interest at a fixed rate of 1.0 percent. Accrued interest is payable on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on July 1, 2024. As of September 30, 2020, the outstanding amount of this note was \$1,000,000.

In September 2014, NCALL entered into an unsecured note agreement with Wilmington Savings Fund Society in the amount of \$750,000. The note was renewed and increased by \$250,000 to \$1,000,000 in 2018. The note bears interest at a fixed rate of 5.41 percent. Accrued interest is payable quarterly with the entire unpaid principal balance due in full on January 30, 2021. As of September 30, 2020, the outstanding amount of this note was \$1,000,000.

In June 2015, NCALL entered into an unsecured note agreement with the Opportunity Finance Network in the amount of \$1,000,000. The note was renewed and increased by \$500,000 to \$1,500,000 in 2018. The note bears interest at a fixed rate of 3.5 percent. Accrued interest is payable quarterly on March 31, June 30, September 30, and December 31, and the entire unpaid principal balance is due in full on June 30, 2021. As of September 30, 2020, the outstanding amount of this note was \$1,500,000.

In December 2016, NCALL entered into an unsecured note agreement with the United States Department of Agriculture in the amount of \$5,000,000. The note bears interest at a fixed rate of 2.375 percent. Accrued interest is paid in monthly installments on the last day of each month, and the principal is amortized over the life of the note with a maturity date of December 20, 2056. The note requires an Irrevocable Letter of Credit for an outside institution as collateral in the minimum amount equal to the principal and interest installments due during the first five years. The note bears interest at a fixed rate of 1.00 percent. Accrued interest is due on January 1, April 1, July 1, and October 1 of each year. The outstanding principal payment as of December 5, 2020 is to be paid off in five equal installments with a maturity date of December 5, 2024. As of September 30, 2020, NCALL has not drawn down on these loans.

In August 2017, NCALL entered into an equity equivalent ("EQ2") investment agreement with CDFI Community Investment Fund I, Inc. in the amount of \$250,000. The note bears interest at

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 15 LONG-TERM DEBT (cont'd)

a fixed rate of 3.0 percent. Accrued interest is due on January 1, April 1, July 1, and October 1 of each year, with the entire unpaid principal balance due in full on September 30, 2027. As of September 30, 2020, the outstanding amount of this note was \$250,000.

In July 2019, NCALL entered into an unsecured note agreement with Woodforest National Bank in the amount of \$250,000. The note bears interest at a fixed rate of 4.0 percent. Accrued interest is due monthly, with the entire unpaid principal balance due in full on July 9, 2022. As of September 30, 2020, the outstanding amount of this note was \$250,000.

In February 2020, NCALL entered into an unsecured note agreement with Domestic and Foreign Missionary Society of the Protestant Episcopal Church in the United States of America in the amount of \$300,000. The note bears interest at a fixed rate of 3.0 percent. Accrued interest is due quarterly, with the entire unpaid principal balance due in full on March 31, 2023. As of September 30, 2020, the outstanding amount of this note was \$300,000.

The maturity of the long-term debt is as follows:

Year Ending September 30,

2021	\$ 4,875,000
2022	6,350,000
2023	2,800,000
2024	3,000,000
2025	-
Thereafter	<u>600,000</u>
	<u>\$ 17,625,000</u>

NOTE 16 COMMITMENTS

Loans closed but not disbursed as of September 30, 2020 were as follows:

<u>Loan Amount</u>	<u>Disbursed at 09/30/2020</u>	<u>Undisbursed</u>
<u>\$ 4,564,219</u>	<u>\$ 1,851,766</u>	<u>\$ 2,712,453</u>

As of September 30, 2020, NCALL issued commitment letters to six potential borrowers for loans totaling \$2,520,000. All six loans are expected to close in the next fiscal year.

On October 24, 2019, NCALL issued a letter of credit in favor of Delaware State Housing Authority as beneficiary at the request of Herring Ridge, L.P. for a construction contract

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 16 COMMITMENTS (cont'd)

completion guarantee in an amount not to exceed \$150,984. The letter of credit expires on September 24, 2021. As of September 30, 2020, NCALL has not been notified of non-completion of the construction contract.

On July 28, 2020, NCALL issued a letter of credit in favor of Delaware State Housing Authority as beneficiary at the request of Quaker Arts, LLC for a construction contract completion guarantee in an amount not to exceed \$313,139. The letter of credit expires on June 27, 2022. As of September 30, 2020, NCALL has not been notified of non-completion of the construction contract.

NOTE 17 CONCENTRATION OF CREDIT RISK

NCALL maintains cash balances at three financial institutions which may at times exceed the Federal Deposit Insurance Corporation ("FDIC") limit of \$250,000 per depositor. The bank balances that exceeded the FDIC limit as of September 30, 2020 were \$11,342,046. NCALL has not experienced any losses in such accounts. Management of NCALL believes it is not exposed to any significant credit risk on its cash balances.

NOTE 18 ASSETS HELD FOR SALE

The following is a schedule of the inventory of assets held for resale (actual acquisition and development costs) held for resale as of September 30, 2020:

Land Bank	\$ 1,000
35 North New Street	28,892
39 North New Street	28,931
106 South New Street	14,065
108 South New Street	12,814
110 South New Street	13,710
112 South New Street	16,522
14 South Queen Street	21,574
20 South Queen Street	58,821
60 South Queen Street	18,632
49 South Kirkwood Street	41,969
101 South Queen Street	3,191
	<hr/>
	\$ 260,121

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 19 RELATED PARTY TRANSACTIONS

Each year, the Board of Directors conducts a formal process of discerning, disclosing, and monitoring potential conflicts of interest between its members. This same process extends to its staff and contractors. NCALL's policies require any individual to recuse themselves from any matters regarding a potential conflict of interest.

The NCALL representatives at the committee and staff level adhere to a disclosure and conflict-of-interest policy in the event a customer or loan request comes in wherever there may be involvement with a loan fund committee member.

As of September 30, 2020, NCALL had outstanding loans totaling \$1,041,429 to Dover Interfaith Mission for Housing, Inc. A member of the Board of Directors of Dover Interfaith Mission for Housing, Inc. is on the Board of Directors of NCALL. Also, an employee of NCALL is a member of the Board of Directors of Dover Interfaith Mission for Housing, Inc.

As of September 30, 2020, NCALL had outstanding loans totaling \$614,035 to Solid Rock Baptist Church. The pastor of Solid Rock Baptist Church is an employee of NCALL.

As of September 30, 2020, NCALL had participation agreements with Partners for the Common Good in the amount of \$1,140,144. An employee of NCALL is a member of the Board of Directors of Partners for the Common Good. Additionally, an employee of Partners for the Common Good is a member of NCALL's Loan Fund Committee.

As of September 30, 2020, NCALL had an outstanding Note Receivable in the amount of \$190,000 from the Central Delaware Housing collaborative. An employee of NCALL is a member of the Board of Directors of the Central Delaware Housing Collaborative.

NOTE 20 LINES OF CREDIT

In August 2016, NCALL opened and maintained a secured line of credit with the Wilmington Savings Fund Society in the amount of \$500,000. The line of credit is secured by the properties held in assets held for sale. Outstanding amounts against this line are charged a variable rate of interest at a minimum of four percent per year. As of September 30, 2020, the outstanding balance was \$0.

In August 2017, NCALL entered into an unsecured line of credit agreement with Shore United Bank in the amount of \$250,000. Outstanding amounts against the line of credit are charged a variable rate which is based on the highest prime rate published in the Wall Street Journal (3.25 percent as of September 30, 2020). As of September 30, 2020, the outstanding balance was \$0.

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 21 LIQUIDITY AND AVAILABILITY OF RESOURCES

NCALL's financial assets consist of cash and cash equivalents, accounts receivable, grants receivable, current investments, and the current portion of loans and the note receivable.

The following reflects NCALL's financial assets as of September 30, 2020, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the statement of financial position date. Amounts not available include amounts set aside by the Board that could be drawn upon if the governing board decides to approve such action.

Financial assets, at year end	\$ 21,584,048
Less unavailable for general expenses	
within one year due to:	
Purpose restrictions	725,775
Restricted in perpetuity	10,000
Board designations	<u>1,554,803</u>
Financial assets available to meet cash needs	
for general expenses within one year	<u>\$ 19,293,470</u>

NCALL maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE 22 PAYCHECK PROTECTION PROGRAM LOAN

On April 27, 2020, NCALL was granted a loan ("the Loan") from M&T Bank. ("the Lender") in the amount of \$435,575, pursuant to the Paycheck Protection Program (the "PPP") under Division A, Title I of the CARES Act, which was enacted on March 27, 2020.

The Loan, which was in the form of a Note dated April 27, 2020 issued by NCALL, matures on April 27, 2022 and bears interest at a rate of one percent per annum. The Loan may be prepaid by NCALL at any time prior to maturity with no prepayment penalties. Funds from the Loan may only be used for payroll costs, costs used to continue group health care benefits, mortgage payments, rent, utilities, and interest on other debt obligations. NCALL intends to use the entire Loan amount for qualifying expenses. Under the terms of the PPP, certain amounts of the Loan may be forgiven if they are used for qualifying expenses as described in the CARES Act.

If NCALL fails to apply for loan forgiveness or if partial forgiveness is granted, NCALL will be obligated to repay to the Lender the principal sum which remains outstanding, including principal and accrued interest, on a payment schedule to be provided by the Lender. The payment deferral period is either (1) the date that the Small Business Administration remits NCALL's loan forgiveness amount to the Lender or (2) if NCALL does not apply for loan

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 22      PAYCHECK PROTECTION PROGRAM LOAN (cont'd)

forgiveness, ten months after the end of NCALL's loan forgiveness covered period. The outstanding principal sum and all accrued and unpaid interest thereon shall be due and payable on April 27, 2022.

The outstanding balance at September 30, 2020 is \$435,575 and is reported as a noncurrent liability in the statement of financial position.

NOTE 23      UNCERTAINTIES

As a result of the spread of the COVID-19 coronavirus, economic uncertainties have arisen that may negatively impact the NCALL's income in fiscal year 2021. Other financial impact could occur though such potential impact is unknown at this time.

NOTE 24      SUBSEQUENT EVENTS

NCALL has evaluated all subsequent events through February 4, 2021, the date the financial statements were available to be issued.

**SUPPLEMENTARY INFORMATION**

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY  
 SCHEDULE OF FINANCIAL POSITION - NEIGHBORWORKS® AMERICA CAPITAL FUND  
 SEPTEMBER 30, 2020**

ASSETS	
Loans receivable	\$ <u>          -</u>
<b>TOTAL ASSETS</b>	<b>\$ <u>          -</u></b>
NET ASSETS	
With donor restriction - in perpetuity	\$ <u>          -</u>
<b>TOTAL NET ASSETS</b>	<b>\$ <u>          -</u></b>

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC.  
 SCHEDULE OF ACTIVITIES - NEIGHBORWORKS® AMERICA CAPITAL FUND  
 FOR THE YEAR ENDED SEPTEMBER 30, 2020**

Revenues, gains, other support and release of capital:	
Capital grant - NeighborWorks® America - beginning balance	\$ <u>  343,000</u>
Additions	-
Released	<u>  (343,000)</u>
Net assets at end of year	<b>\$ <u>          -</u></b>

**SINGLE AUDIT INFORMATION**



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*

February 4, 2021

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary  
Dover, Delaware

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 National Council on Agricultural Life and Labor Research, Inc. (a nonprofit organization) and Subsidiary ("NCALL"), which comprise the consolidated statement of financial position as of September 30, 2020 and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated February 4, 2021.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered NCALL'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 consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of NCALL's internal control. Accordingly, we do not express an opinion on the effectiveness of NCALL'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 NCALL's financial statements will not be prevented, or detected and corrected, on a

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary

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 NCALL's consolidated 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 NCALL's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NCALL's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*Barbacane, Thornton & Company LLP*

BARBACANE, THORNTON & COMPANY LLP



INDEPENDENT AUDITOR'S REPORT ON  
COMPLIANCE FOR EACH MAJOR PROGRAM  
AND ON INTERNAL CONTROL OVER COMPLIANCE  
REQUIRED BY THE UNIFORM GUIDANCE

February 4, 2021

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary  
Dover, Delaware

Report on Compliance for Major Federal Program

We have audited National Council on Agricultural Life and Labor Research, Inc. and Subsidiary's ("NCALL") compliance with the types of compliance requirements described in the OMB *Compliance Supplement* that could have a direct and material effect on NCALL's major federal program for the year ended September 30, 2020. NCALL's major federal program is identified in the summary of auditor's results section of the accompanying schedule of findings and recommendations.

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 NCALL's major federal program 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 (CFR) 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 NCALL's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

To the Board of Directors  
National Council on Agricultural Life and  
Labor Research, Inc. and Subsidiary

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

#### Opinion on Major Federal Program

In our opinion, NCALL complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended September 30, 2020.

#### Report on Internal Control Over Compliance

Management of NCALL 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 NCALL's internal control over compliance with the types of requirements that could have a direct and material effect on its major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for its 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 NCALL'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.

  
BARBACANE, THORNTON & COMPANY LLP

**NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC. AND SUBSIDIARY  
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS  
FOR THE YEAR ENDED SEPTEMBER 30, 2020**

FEDERAL GRANTOR/PROJECT TITLE	SOURCE CODES	PASS- THROUGH NO.	CFDA NUMBER	EXPENDITURES	PASSED THROUGH TO SUBRECIPIENTS
<u>U.S. Department of Agriculture</u>					
Self-Help Housing Technical and Management Assistance	D	N/A	10.420	\$ 862,808	\$ -
Rural Community Development Initiative	D	N/A	10.446	92,026	-
TOTAL U.S. DEPARTMENT OF AGRICULTURE				<u>954,834</u>	<u>-</u>
<u>U.S. Department of Housing and Urban Development</u>					
<u>Passed through HOMEFREE - USA</u>					
Housing Counseling Grant	I	N/A	14.169	88,236	-
TOTAL U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT				<u>88,236</u>	<u>-</u>
<u>U.S. Department of Labor</u>					
<u>Passed through Florida Non-Profit Housing, Inc.</u>					
National Farmworkers Job Program	I	N/A	17.264	71,771	-
TOTAL U.S. DEPARTMENT OF LABOR				<u>71,771</u>	<u>-</u>
<u>U.S. Department of the Treasury</u>					
<u>Passed through Neighborhood Reinvestment Corporation</u>					
Expendable Grant	I	N/A	21.000	381,400	-
Capital Grant	I	N/A	21.000	190,000	-
Total CFDA #21.000				<u>571,400</u>	<u>-</u>
<u>Passed through Community Development Financial Institutions Fund</u>					
Community Development Financial Institutions Program	I	N/A	21.020	565,000	-
TOTAL U.S. DEPARTMENT OF THE TREASURY				<u>1,136,400</u>	<u>-</u>
TOTAL FEDERAL EXPENDITURES				<u>\$ 2,251,241</u>	<u>\$ -</u>

SOURCE CODES:

- D - Direct Funding
- I - Indirect Funding

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC.

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

NOTE A BASIS OF ACCOUNTING

All expenditures included in the schedule of expenditures of federal awards are presented on the basis that expenditures are reported to the respective federal grantor agencies. Accordingly, expenditures are recorded when the federal obligation is determined.

NOTE B FEDERAL EXPENDITURES

The schedule of expenditures of federal awards reflects federal expenditures for all individual grants which were active during the fiscal year.

NOTE C INDIRECT COST RATE

NCALL did not use the federal de minimis indirect cost rate of 10 percent on their federal grants for the year ended September 30, 2020.

As required by federal funding sources, in accordance with Office of Management and Budget Guidelines, NCALL maintains separate accounts to identify indirect costs. While most costs (direct costs) can be identified as pertaining to a specific program, other costs (indirect costs) actually apply to more than one program. These costs are accumulated in an "indirect cost pool," then allocated semi-monthly to grants and contracts based upon a predetermined rate of 19.0 percent for 2020 of total direct costs. This provisional indirect cost rate has been carefully developed to allocate costs in a consistent, equitable, and reasonable manner and has been approved by NCALL's cognizant agency, the U.S. Department of Interior.

**SCHEDULE OF  
FINDINGS AND RECOMMENDATIONS**

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC.

SCHEDULE OF FINDINGS AND RECOMMENDATIONS

**PART A - SUMMARY OF AUDITOR'S RESULTS**

*Financial Statements*

Type of auditor's report issued [*unmodified, qualified, adverse, or disclaimer*]:

Unmodified

Internal control over financial reporting:

- Material weakness(es) identified?  Yes  No
- Significant deficiency(ies) identified?  Yes  None reported
- Noncompliance material to financial statements noted?  Yes  No

*Federal Awards*

Internal control over major programs:

- Material weakness(es) identified?  Yes  No
- Significant deficiency(ies) identified?  Yes  None reported

Type of auditor's report issued on compliance for major program [*unmodified, qualified, adverse, or disclaimer*]:

Unmodified

Any audit findings disclosed that are required to be reported in accordance with the Uniform Guidance?

Yes  No

Identification of major program:

CFDA Number

Name of Federal Program or Cluster

10.420

Self-Help Housing Technical and Management Assistance

Dollar threshold used to distinguish between Type A and Type B programs:

\$750,000

Auditee qualified as low-risk auditee?

Yes  No

NATIONAL COUNCIL ON AGRICULTURAL LIFE AND LABOR RESEARCH, INC.

SCHEDULE OF FINDINGS AND RECOMMENDATIONS (CONT'D)

**PART B - FINDINGS RELATED TO FINANCIAL STATEMENTS**

STATUS OF PRIOR YEAR FINDINGS AND RECOMMENDATIONS

None.

CURRENT YEAR FINDINGS AND RECOMMENDATIONS

None.

**PART C - FINDINGS RELATED TO FEDERAL AWARDS**

STATUS OF PRIOR YEAR FINDINGS AND RECOMMENDATIONS

None.

CURRENT YEAR FINDINGS AND RECOMMENDATIONS

None.