ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Financial Statements
and
Reports Required in Accordance with the Uniform Guidance

For the Years Ended September 30, 2019, and 2018

(With Independent Auditors' Reports Thereon)

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INDEPENDENT AUDITORS' REPORT

The Board of Directors
Ethiopian Community Development Council, Inc.

We have audited the accompanying consolidated statements of financial position of the Ethiopian Community Development Council, Inc., and subsidiaries (collectively, the Organization) as of September 30, 2019, and September 30, 2018, and the related consolidated statements of activities and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Organization's management. 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 and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of September 30, 2019, and September 30, 2018, and changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report, dated March 30, 2020, on our consideration of the Organization's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the result of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Our audit was conducted for the purpose of forming an opinion on the basic consolidated financial statements of the Organization. The consolidated schedules of functional expenses on pages 33 and 34 are presented for the purpose of additional analysis and are not a required part of the consolidated financial statements. The accompanying combined schedule of expenditures of federal awards, on page 30, is presented for purposes of additional analysis 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*, and is also not a required part of the basic consolidated financial statements of the Organization. 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 basic 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 financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the basic consolidated financial statements as a whole.

Alexander Grass Chartered

Largo, MD
March 30, 2020

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ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Statements of Financial Position

As of September 30, 2019 and 2018

ASSETS	2019	2018
CURRENT ASSETS		
Cash and cash equivalents	$ 6,731,294	$ 7,453,393
Investments	943,163	484,910
Grants receivable	2,217,977	2,561,097
Microloan notes receivable, net of allowance for loan losses (current portion)	1,855,577	1,763,375
Accrued interest receivable, net of allowance for interest losses	37,143	35,826
Rents receivable	19,332	17,338
Other receivable	18,754	1,037
Inventories	110,955	106,246
Prepaid expenses	69,681	61,605
TOTAL CURRENT ASSETS	$ 12,003,876	$ 12,484,827
MICROLOAN NOTES RECEIVABLE, NET OF ALLOWANCE FOR LOAN LOSSES (LONG-TERM PORTION)	3,298,633	3,133,008
PROPERTY AND EQUIPMENT, NET OF ACCUMULATED DEPRECIATION	10,163,547	7,344,648
OTHER ASSETS		
Cash restricted in microloan revolving fund accounts - SBA	1,781,471	1,421,822
Cash restricted in microloan revolving fund accounts - Other	2,419,815	3,573,421
Cash restricted in loan loss reserve fund accounts	379,478	327,434
Cash designated for loan loss reserves	323,714	426,501
Cash restricted in individual development accounts	6,616	11,759
Deferred financing costs, net of accumulated amortization	6,244	8,325
Deferred income taxes	-	211,156
Security deposits	41,250	35,895
TOTAL OTHER ASSETS	4,958,588	6,016,313
TOTAL ASSETS	$ 30,424,644	$ 28,978,796

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

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Statements of Financial Position

As of September 30, 2019 and 2018

CURRENT LIABILITIES		
Due to microloan borrowers	$ 3,768	$ -
Accounts payable	487,882	618,108
Accrued expenses	853,752	794,206
Refundable advances	108,062	95,514
Deferred revenue	1,215,420	1,299,347
Individual development account deposits payable	6,616	11,759
Security deposits payable	59,702	58,692
Notes payable - current maturities	795,688	1,351,465
Equity equivalent securities - current maturities	-	320,000
TOTAL CURRENT LIABILITIES	3,530,890	4,549,091
NONCURRENT LIABILITIES		
Deferred compensation payable	79,441	
Equity equivalent investment	450,000	450,000
Mortgage notes payable - net of current maturities	8,688,825	7,711,956
TOTAL NONCURRENT LIABILITIES	9,218,266	8,161,956
TOTAL LIABILITIES	12,749,156	12,711,047
NET ASSETS		
Unrestricted		
Undesignated	15,790,805	14,467,263
Board designated reserve fund	1,086,661	989,144
Designated for loan loss reserves	379,478	426,501
Total unrestricted	17,256,944	15,882,908
Temporarily restricted	418,544	384,841
TOTAL NET ASSETS	17,675,488	16,267,749
TOTAL LIABILITIES AND NET ASSETS	$ 30,424,644	$ 28,978,796

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

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Statements of Activities

For the Years Ended September 30, 2019 and 2018

	2019					2018				
	Unrestricted			Temporarily		Unrestricted			Temporarily	
	Undesignated	Designated	Total	Restricted	Grand Total	Undesignated	Designated	Total	Restricted	Grand Total
SUPPORT, REVENUES AND GAINS										
Federal government grants	$ 12,770,367	$ -	$ 12,770,367	$ 418,544	$ 13,188,911	$ 12,613,868	$ -	$ 12,613,868	$ 384,841	$ 12,998,709
State and local government grants	321,810	-	321,810	-	321,810	281,283	-	281,283	-	281,283
Private grants	835,376	-	835,376	-	835,376	567,652	-	567,652	-	567,652
Monetary contributions	186,699	-	186,699	-	186,699	284,957	-	284,957	-	284,957
Loan origination fees	45,122	-	45,122	-	45,122	53,231	-	53,231	-	53,231
Event revenues	46,456	-	46,456	-	46,456	58,431	-	58,431	-	58,431
Sales	19,958	-	19,958	-	19,958	14,913	-	14,913	-	14,913
Sponsorships	21,500	-	21,500	-	21,500	25,000	-	25,000	-	25,000
Fees for services	46,449	-	46,449	-	46,449	51,184	-	51,184	-	51,184
Contributed goods and services	203,134	-	203,134	-	203,134	547,925	-	547,925	-	547,925
Microloan interest income	407,468	-	407,468	-	407,468	372,889	-	372,889	-	372,889
Penalty micro loans	13,943	-	13,943	-	13,943	9,099	-	9,099	-	9,099
Rental income	546,407	-	546,407	-	546,407	596,883	-	596,883	-	596,883
Parking fees	124,744	-	124,744	-	124,744	170,132	-	170,132	-	170,132
Interest income on deposits	82,901	-	82,901	-	82,901	94,605	-	94,605	-	94,605
Other	8,258	-	8,258	-	8,258	26,692	-	26,692	-	26,692
Net assets released from restrictions	437,010	(47,023)	389,987	(384,841)	5,146	824,935	(88,861)	736,074	(736,074)	-
TOTAL SUPPORT AND REVENUE	$ 16,117,602	(47,023)	16,070,579	33,703	16,104,282	16,593,679	(88,861)	16,504,818	(351,233)	16,153,585
EXPENSES AND LOSSES										
Program services										
Community leadership	286,522	-	286,522	-	286,522	32,203	-	32,203	-	32,203
Employment services	2,060,147	-	2,060,147	-	2,060,147	2,283,906	-	2,283,906	-	2,283,906
Health services	81,976	-	81,976	-	81,976	142,907	-	142,907	-	142,907
Legal, immigration, and information referral	118,418	-	118,418	-	118,418	113,537	-	113,537	-	113,537
Refugee reception and placement	8,256,880	-	8,256,880	-	8,256,880	8,833,920	-	8,833,920	-	8,833,920
Microenterprise development	1,215,449	-	1,215,449	-	1,215,449	1,096,699	-	1,096,699	-	1,096,699
Total program services	12,019,392	-	12,019,392	-	12,019,392	12,503,172	-	12,503,172	-	12,503,172
Supporting services										
Cost of revenues	579,597	-	579,597	-	579,597	599,411	-	599,411	-	599,411
Fundraising	-	-	-	-	-	5,773	-	5,773	-	5,773
General and administrative	2,097,554	-	2,097,554	-	2,097,554	1,972,612	-	1,972,612	-	1,972,612
Total supporting services	2,677,151	-	2,677,151	-	2,677,151	2,577,796	-	2,577,796	-	2,577,796
TOTAL EXPENSES AND LOSSES	14,696,543	-	14,696,543	-	14,696,543	15,080,968	-	15,080,968	-	15,080,968
CHANGE IN NET ASSETS	1,421,059	(47,023)	1,374,036	33,703	1,407,739	1,512,711	(88,861)	1,423,850	(351,233)	1,072,617
NET ASSETS AT BEGINNING OF YEAR	15,456,407	426,501	15,882,908	384,841	16,267,749	13,943,696	515,362	14,459,058	736,074	15,195,132
NET ASSETS AT END OF YEAR	$ 16,877,466	$ 379,478	$ 17,256,944	$ 418,544	$ 17,675,488	$ 15,456,407	$ 426,501	$ 15,882,908	$ 384,841	$ 16,267,749

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

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Statements of Cash Flows

For the Year Ended September 30, 2019 and 2018

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	$ 1,407,739	$ 1,072,617
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Bad debts	163,431	82,795
Depreciation	103,334	93,702
Change in operating assets and liabilities		
(Increase) decrease in operating assets		
Grants receivable	343,120	593,791
Accrued interest receivable	(1,317)	(27,158)
Rents receivable	(1,994)	-
Other receivable	(17,717)	2,173
Inventories	(4,709)	(56,192)
Prepaid expenses	(8,076)	(4,191)
Deferred financing costs	2,081	2,082
Security deposits	(5,355)	(4,314)
Deferred income tax write down	211,156	
Increase (decrease) in operating liabilities		
Due to microloan borrowers	3,768	-
Accounts payable	(130,226)	212,430
Accrued expenses	59,546	771
Refundable advances	12,548	61,492
Deferred compensation payable	79,441	
Deferred revenue	(83,927)	648,217
Individual development accounts deposits payable	(5,143)	(1,041)
Security deposits payable	1,010	(1,623)
CASH PROVIDED BY OPERATING ACTIVITIES	2,128,710	2,675,551
CASH FLOWS FROM INVESTING ACTIVITIES		
Sales (purchases) of investments	(458,253)	(302,021)
Cash advanced as microloans	(3,151,406)	(3,854,770)
Proceeds from principal repayments on microloans issued	2,730,333	2,839,588
(Investments in) withdrawals from cash restricted in microloan revolving fund accounts - SBA	(359,649)	170,150
(Investments in) withdrawals from cash restricted in microloan revolving fund accounts - Other	1,153,606	(419,463)
(Investments in) withdrawals from cash restricted in loan loss reserve fund accounts	(52,044)	(74,703)
(Investments in) withdrawals from cash designated for loan loss reserves	102,787	88,861
Investments in individual development accounts	5,143	1,041
Purchases of property and equipment	(2,922,233)	(1,349,581)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	(2,951,716)	(2,900,898)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayments on equity equivalent securities	(320,000)	
Proceeds from borrowings on notes issued	2,524,675	1,450,000
Principal repayments on notes issued	(2,103,768)	(823,617)
NET CASH PROVIDED BY FINANCING ACTIVITIES	100,907	626,383
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS DURING THE YEAR	(722,099)	401,036
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	$ 7,453,393	$ 7,052,357
CASH AND CASH EQUIVALENTS AT END OF YEAR	$ 6,731,294	$ 7,453,393
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Interest paid	$ 178,531	$ 182,537

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

A—NATURE OF ORGANIZATION

The Ethiopian Community Development Council, Inc., (ECDC), a non-profit corporation, was incorporated under the laws of the Commonwealth of Virginia on June 08, 1983. It develops and administers programs designed to (a) resettle refugees; (b) promote cultural, educational and socio-economic development programs in the immigrant community in the United States; and (c) conduct humanitarian and socio-economic development programs in the Horn of Africa. ECDC's activities are supported primarily by grants from federal, state, and local government agencies as well as private foundations; and corporate and public individual contributions of cash, goods and services.

ECDC Enterprise Development Group (EDG) is a non-profit corporation, which was organized under the laws of the Commonwealth of Virginia on June 19, 1997. EDG, which formally began operations on May 10, 2001, when its non-profit status was approved by the Internal Revenue Service, is a Community Development Financial Institution currently certified by the Community Development Financial Institutions Fund (CDFI) of the United States Department of the Treasury pursuant to the regulations of the CDFI. Its mission is to promote sustainable community and economic development among underserved populations by providing entrepreneurial financing and technical assistance; employment training; rental assistance; and a spectrum of related services. EDG's activities are supported primarily by grants and loans from federal, state, and local government agencies; financial institutions; as well as private foundations; and corporate and public individual contributions of cash, goods and services.

Highland Holdings LLC (Highland) is a business entity that operates explicitly to acquire and develop real property and engage in business activities related or incidental thereto, including leasing some or all of it to ECDC, its sole member, and EDG, an affiliate. As a limited liability company, all of Highland's taxable income or loss is allocated to its sole member, ECDC, and reported in ECDC's Federal Form 990-Return of Organization Exempt from Income Tax and state income tax returns as unrelated business income or loss. Highland is classified as a flow-through entity for Federal and state income tax purposes. Highland is, however, subject annually to an entity tax and a gross-income based limited liability fee. Highland was formed under the laws of the Commonwealth of Virginia on September 29, 2003.

Axumite Village LLC (Axumite), is a business entity that operates explicitly to acquire and develop real property and engage in business activities related or incidental thereto. Ethiopian Community Development Council, Inc. (ECDC), is the sole member of Axumite. As a limited liability company, all of Axumite's taxable income or loss is allocated to its sole member, ECDC, and reported on ECDC's Federal Form 990-Return of Organization Exempt from Income Tax, which is filed in the U.S. federal jurisdiction and the office of the state's department of taxation for the State of Virginia. Axumite is classified as a flow-through entity for Federal and state income tax purposes and as such it not subject to income taxes, however it is subject to an annual limited liability company registration fee. Axumite was organized under the laws of the Commonwealth of Virginia on April 2, 2013, and commenced its productive operations on June 7, 2019.

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

ECDC and EDG are exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (Code) and are not classified as private foundations as defined in Code Section 509(a) and qualify for deductible contributions as provided in Section 170(b)(1) of the Internal Revenue Code, and as such are subject to income taxes only to the extent of unrelated business income. ECDC and EDG are, however, required to file Federal Form 990-Return of Organization Exempt from Income Tax, which is an informational return only.

Principles of Consolidation
Generally accepted accounting principles require ECDC to consolidate legal entities in which it has operational and financial control. ECDC consolidates all investments in subsidiaries in which ECDC's ownership exceeds 50 percent or where ECDC has control. The accompanying consolidated financial statements include the accounts of ECDC, EDG, Highland and Axumite (collectively "the Organization"). All intra-entity accounts and transactions have been eliminated in consolidation.

Basis of Accounting
These consolidated financial statements have been prepared on the accrual basis of accounting. Consequently, revenues and gains are recognized when earned rather than received, and expenses and losses are recognized when obligations are incurred rather than when cash is disbursed.

Basis of Presentation
Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions in accordance with Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) 958-205-05-6. If donor-imposed restrictions are met in the same period as the gift or investment income is received, the amount is reported as unrestricted revenues. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

- *Unrestricted net assets*—Net assets that are not subject to donor-imposed stipulations, and, therefore, are available for various programs and administration.
- *Temporarily restricted net assets*—Net assets that are available for use but expendable only for those purposes specified by the grantor. Amounts restricted by the donor for a particular purpose are reported as temporarily restricted revenue when received, and such unexpended amounts are reported as temporarily restricted net assets at year end. When donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as 'net assets released from restrictions'. Restrictions on gifts of fixed assets or contributions restricted for the purchase of fixed assets expire when the asset is placed in service, unless otherwise stipulated by the donor.
- *Permanently restricted net assets*—Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Income from the assets held is available for either general operations or specific purposes in accordance with donor stipulations. There were no permanently restricted net assets at year end.

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Basis of Presentation (continued)

Use of Estimates
The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) 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.

Revenue Recognition
A substantial portion of ECDC's and EDG's revenues are derived from grants, contracts and cooperative agreements with federal, state, and local government agencies. Revenues from these grants, contracts and cooperative agreements are recognized in accordance with the terms of the underlying agreements. Amounts received on the basis of these agreements prior to the incurrence of expenditures are recorded as advances. Expenses incurred under cost-reimbursement agreements prior to receipt of the revenues are recorded as receivables.

Interest income is accrued as earned. Interest on microloans accrues from the date of issue through the date of maturity. Interest on microloans is computed based on the contractual loan note rate.

Revenue is generally recognized when all significant contractual obligations have been satisfied and collection of the resulting receivables is reasonably assured. Revenue from sales of inventory is recognized when title transfers to the customer, which is generally at the time of shipment or when the customer takes possession. Revenue from services is recognized at the time services are provided. Student tuition and fees are recognized when earned in accordance with the service agreement. When tuition and fees are received in advance, they are recorded as unearned revenue and recognized as income over the academic period for which they were paid. In instances where collection of a receivable or sale is not reasonably assured, revenues and the related costs are deferred.

Cash and Cash Equivalents
Cash includes cash on hand and on deposit with banks. The Organization considers all highly liquid investments with original maturities of three months or less, when purchased, to be cash equivalents.

Investments
Investments consist of debt securities, which are classified as held-to-maturity and carried at amortized cost.

Notes receivable and related allowance for loan losses
The reported balance of notes receivable, net of the allowance for loan losses, represents EDG's estimate of the amount that ultimately will be realized in cash.

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Notes receivable and related allowance for loan losses (continued)
Management considers receivables over 90 days as past due. EDG reviews the adequacy of the allowance for loan losses on an ongoing basis, using historical payment trends, the age of the receivables, the current business environment and knowledge of its individual borrowers. When its analyses indicate, EDG increases or decreases the allowance accordingly. However, if the financial condition of the borrowers were to deteriorate, additional allowances might be required.

Inventories
Inventories consist of donated goods received in support of program activities and are stated at the lower of cost or market. Cost is determined on an estimated fair value basis at the date of donation. Market is determined based on net realizable value. Appropriate consideration is given to obsolescence, deterioration and other factors in evaluating net realizable value.

Property and Equipment
Property and equipment are carried at cost. Acquisitions with an initial cost of $1,000 or more are capitalized at cost, when purchased, or at fair market value at the date of gift, when donated.

Asset acquisition costs that extend the life, increase the capacity, or improve the safety or efficiency of property, are capitalized. Depreciation is computed using the straight-line method based on the assets' estimated useful lives of 39 years for building and improvements; 5-7 years for furniture, fixtures and equipment; and 10 years for motor vehicles.

When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is recognized. The cost of maintenance and repairs is charged to operations as incurred; significant renewals and betterments are capitalized.

Refundable Advances
ECDC and EDG record grant revenues over the period of the award and the provisions of the grant determine the timing of revenue recognition. Grant expenses are recognized when incurred. Amounts that have been received but not earned are included in refundable advances.

Contributions

Cash and Other Monetary Assets

Contributions of cash and other monetary assets, including unconditional promises to give, are considered to be available for unrestricted use unless specifically restricted by the donor and are recognized as revenues in the period the contribution is received or unconditional promise is given. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions to be received in future periods are discounted at an

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)
Contributions (continued)

Cash and Other Monetary Assets (continued)
appropriate discount rate. Amortization of discounts is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions.

Property and Equipment

Donations of property and equipment are recorded as contributions at fair value at the date of donation. Such donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor; the Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time.

Services

Donated services are recognized as contributions at either the fair value of the services received or the fair value of the asset or of the asset enhancement resulting from the services if the services (a) create or enhance non-financial assets, including land, buildings, use of facilities or utilities, materials and supplies, intangible assets, or other services or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by ECDC or EDG. Volunteers have donated significant amounts of time assisting ECDC and EDG and their affiliates with program services, including the Match Grant, fundraising, special projects, and provision of program services throughout the year, which are not recognized as contributions in the financial statements since the recognition criteria codified under FASB ASC 958-605-30-10 and FAS 116 were not met.

Fair Value Measurements
In accordance with FASB ASC 820, *Fair Value Measurements and Disclosures*, the Organization accounts for its financial instruments at fair value. Fair value is defined as the price that would be paid in an orderly transaction, or exit price, between market participants to sell the asset or transfer the liability in the principal or most advantageous market for the asset or liability.

Fair value is a market-based measurement, not an entity-specific measurement. Therefore, the Organization uses assumptions that market participants would use in pricing the asset or liability. The Organization is required by GAAP to categorize its financial instruments based on the priority of the inputs to the valuation technique into a

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fair Value Measurements (continued)
three-level fair value hierarchy. The hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value of the instrument. The financial instrument recorded on the balance sheets is categorized based on the inputs to the valuation techniques as follows:

Level 1 – Financial assets and liabilities whose values are based on quoted prices for identical assets or liabilities in an active market that the Organization has the ability to access.

Level 2 – Financial assets and liabilities whose values are based on quoted prices in markets that are not active or use model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability. Level 2 inputs include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in non-active markets; pricing models whose inputs are observable for substantially the full term of the asset or liability; and pricing models whose inputs are derived principally from or corroborated by observable market data. Level 2 assets also include investment funds that do not have a readily determinable fair value but meet other criteria.

Level 3 – Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. Level 3 assets may not permit redemptions at net asset value, or its equivalent, at the measurement date.

Functional Allocation of Expenses
Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. General and administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Sales Tax
The State of Colorado ("the State") imposes a sales tax of 2.90 percent on all of ECDC's sales to non-exempt customers, while the local municipality imposes a rate of 1.10 percent, for a combined rate of 4 percent; additionally, sales are subject to City and County sales tax of 3.75 percent and 0.25 percent, respectively.

ECDC collects the sales tax from customers and remits the entire amount to the State. ECDC's accounting policy is to include the tax collected and remitted to the State in revenue and sales tax expense. For the years ended September 30, 2019, and 2018, ECDC's revenues and sales tax expense include $726 and $1,339, respectively, of sales tax collected and remitted.

B—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Income Taxes
The Organization is recognized as a tax exempt entity under Section 501(c)(3) of the Internal Revenue Service Code (the Code) whereby only unrelated business income, as defined by Section 509(a)(2) of the Code, is subject to Federal income tax..

C—INVESTMENTS

The Organization's investment of cash in excess of requirements and cash held temporarily until restrictions are met were as follows at year-end:

	2019		2018	
	Cost	Fair Value	Cost	Fair Value
Brokerage Securities	$ 240,171	$ 248,300	$ 194,716	$ 198,709
John Marshall Investments	25,000	79,398	25,000	86,475
Endowment Fund Securities	182,889	207,963	182,889	199,726
LPL Financial	391,946	407,503		
Total Investments	$ 840,006	$ 943,164	$ 402,605	$ 484,910

All investments were unrestricted at year-end. Net investment income/(loss) for fiscal years 2019 and 2018 was $27,527 and $82,305, respectively.

D—MICROLOAN NOTES RECEIVABLE

Microloan notes receivable consist of amounts due to EDG on loans made to small businesses as well as to individuals. These loans were funded by loan funds received from the U. S. Small Business Administration, Community Development Financial

D—MICROLOAN NOTES RECEIVABLE (continued)

Institution Fund of the U. S. Department of the Treasury, Small Business Loan Fund, Arlington and Fairfax Counties of the Commonwealth of Virginia, City of Alexandria of the Commonwealth of Virginia, Department of Housing and Community Development of the State of Maryland, PNC Bank, NA, and Capital One Community Development Corporation. The notes are secured and bear interest ranging between 7.75% and 11.50%.

Micro loan notes receivable are reported at net realizable value and consist of the following at September 30:

	2019	2018
Microloan notes receivable	$5,325,697	$5,047,817
Allowance for loan losses	(171,487)	(151,434)
Microloan notes receivable net of allowances	$5,154,210	$4,896,383

Collectability of the receivables is reviewed regularly, and an allowance is established or adjusted, as necessary, using a combination of the specific identification method and the percentage method of recording bad debts based on historical experience. Loan losses have consistently been within management's expectation.

The notes receivable are pledged to collateralize notes issued to the U.S. Small Business Administration.

Interest income on these notes totaled $407,468 and $372,889 for fiscal years 2019, and 2018, respectively.

E—PROPERTY AND EQUIPMENT

Property and equipment consist of the following at September 30, 2019, and 2018:

	2019	2018
Land	$ 2,779,788	$ 2,779,788
Construction-in-progress	5,922,155	2,999,922
Buildings and improvements	3,050,947	3,050,947
Furniture and equipment	525,288	525,288
Motor vehicles	173,191	173,191
Total property and equipment	12,431,369	9,529,136
Less: accumulated depreciation	(2,287,822)	(2,184,488)
Property and equipment net of depreciation	$ 10,163,547	$ 7,344,648

F—CASH RESTRICTED IN MICROLOAN REVOLVING FUND ACCOUNTS

EDG is required to segregate cash received from the U.S. Small Business Administration under the terms of its note agreements, therewith, that restricts its use to issuing microloans and maintaining adequate loan loss reserves. Funding received under these agreements, with the U.S. Small Business Administration, are segregated in microloan revolving fund accounts at a financial institution and collateralize notes issued to the U.S. Small Business Administration to secure them. Management has elected to restrict additional cash for the purposes of debt servicing and funding of microloans not funded by the SBA.

G—CASH RESTRICTED IN LOAN LOSS RESERVE FUND ACCOUNTS

As required by the terms of its note agreements underlying the face value of $6,700,000 and $5,500,000 notes in 2019, and 2018, respectively, due in the aggregate to the U.S. Small Business Administration (SBA), EDG maintains as loan loss reserves an amount equivalent to 10% of the outstanding SBA funded microloan receivables. The loan loss reserves are held in interest-bearing accounts in EDG's name and stand as collateral for the $6,700,000 face value of the notes due to SBA and are not available for operating purposes. These reserves are further pledged as collateral for funds due to the SBA. The SBA funded microloan receivables were $3,794,780 and $3,274,340 in 2019 and 2018, respectively, while the related cash in loan loss reserve fund accounts were $379,478 and $327,434 in 2019, and 2018, respectively.

H—CASH DESIGNATED FOR LOAN LOSS RESERVES

Management has internally designated certain funds contributed locally to establish a long-term reserve to cover loan losses. These reserves are reported as a component of unrestricted net assets in the accompanying financial statements.

I—CASH RESTRICTED IN INDIVIDUAL DEVELOPMENT ACCOUNTS

Cash restricted in individual development accounts on the Statements of Financial Position, amounting to $6,616 and $11,759 as of September 30, 2019, and 2018, respectively, exclusively represents client deposits - under a federally matched savings program - into a designated account for specific purpose, such as homeownership, education or business start-up, etc. These funds, which are restricted from use by ECDC and or EDG, are due in full on demand or upon the client's satisfaction of the program goals. Accordingly, a corresponding liability is shown on the Balance Sheets. Clients are being assisted in exiting the IDA program as funding of the program has ended, and new client deposits are not permitted.

J—DEFERRED FINANCING COSTS

Certain costs incurred in connection with the refinanced Note of $3,840,000 of August 4, 2016, disclosed in Note L are deferred and amortized using the straight-line method over the term of the loan. Amortization of these costs of $2,081 in both fiscal 2019 and 2018 is charged to interest expense in the accompanying statements of activities.

K—DEFERRED TAX ASSET

ECDC has not recorded a deferred tax asset for September 30, 2019, while it recognized a deferred tax asset of $221,156 in September 30, 2018, reflecting a potential benefit of $0 as of September 30, 2019, and $2,316,082 as of September 30, 2018, in net operating loss carry-forwards that expire at intermittent dates, through 2037. Transfer of the subject property in 2019, to its single member LLC eliminated the potential of generating sufficient taxable income prior to the expiration of the loss carry-forward to justify further recognition. Management has elected to allow valuation allowances of $0 as of September 30, 2019, while $343,198 was allowed in September 30, 2018. These valuation allowances for the deferred tax asset relate principally to the uncertainty of the utilization of deferred tax assets and were calculated in accordance with the provisions of the Income Taxes Topic of the Financial Accounting Standards Board Accounting Standards Codification, which requires that a valuation allowance be established or maintained when it is "more likely than not" that all or a portion of deferred tax asset will not be realized. This valuation allowance is based on management estimates of future taxable income. Although the degree of variability inherent in the estimates of future taxable income is significant and subject to change in the near term, management believes that the estimate is adequate. The estimated valuation allowance is continually reviewed, and as adjustments to the allowance become necessary, such adjustments are reflected in the current operations.

L—NOTES PAYABLE

Notes payable consisted of the following at September 30, 2019, and 2018:

Highland Holdings:

Notes payable on September 30, 2019, and 2018, were $3,406,390 and $3,557,184 respectively. On September 15, 2010, Highland Holdings along with its lender, Bank of America, N.A extended the maturity date of its October 9, 2003, Note in the original amount of $4,700,000 to December 30, 2010. Subsequently, on January 31, 2011, Highland and the lender executed an amendment to the Note providing for re-advances up to $630,862 of amounts previously repaid under the Note, such that the maximum amount re-advanced plus the aggregate unpaid principal amount then outstanding under the Note amounted to $4,500,000; and extended the maturity date of the Note to January 31, 2016. In December 2011, Highland borrowed the $630,862 made available by the amended note. Prior to maturity, effective February 1, 2012, the amended Note was payable at $18,750 per month on the principal portion, in addition to interest on all unpaid principal at the floating and fluctuating BBA LIBOR in effect from time to time plus 2.65 percentage points per annum. At maturity date, Highland is required to pay in full all amounts that remain unpaid under the Note, including all unpaid principal, all accrued unpaid interest, and any unpaid fees, charges or other amounts. The Note mandated Highland to attain a debt service coverage ratio of at least 1.0:1.0 as of the last day of each six-month period ending on March 31 and September 30 on a consolidated basis.

On August 4, 2016, Highland Holdings refinanced the then outstanding balance on the above note in addition to receiving a cash-out option for a total of $3,840,000. The new note bears interest at the rate of 3.41%, matures August 4, 2023, and is repayable in

L—NOTES PAYABLE (continued)

monthly installments of $22,190.54. This Note mandates that ECDC and Highland maintain, on a consolidated basis, a minimum Debt Service Coverage Ratio of at least 1.2:1.0 measured annually.

At September 30, 2019, the future maturities of the Note for succeeding years, using the terms of note agreement were as follows:

2020	150,814
2021	157,051
2022	161,976
2023 and thereafter	$2,936,549

EDG:

Notes payable consist of the following:

	2019	2018
Notes payable to U.S. Small Business Administration, originating on May 28, 2009, in the amount of $750,000 at .50%, maturing May 28, 2019. This note was fully paid on March 16, 2018.	$ 0	$ 0
Notes payable to U.S. Small Business Administration, originating on February 2, 2010, in the amount of $250,000 at 1.125%, maturing February 2, 2020. This note was fully paid on March 16, 2018.	0	0
Capital One National Association, originating on August 14, 2014, in the amount of $750,000 at 2.00% Maturing July 01, 2019. Interest is payable quarterly commencing October 1, 2014. Principal is due in full at loan maturity. This note was repaid in full on June 26, 2019.	0	750,000
Notes payable to U.S. Small Business Administration, originating on May 5, 2014, in the amount of $450,000 at 0.00% in the first 12 months and interest rate of .025% starting in month 13. Maturing May 5, 2024, with principal due in the entirety at maturity.	230,353	280,276
Notes payable to U.S. Small Business Administration, originating on March 30, 2012, in the amount of $400,000 at 1.250%, maturing March 30, 2022. Effective October 1, 2014, the interest rate has been reduced to 0.00%.	111,111	155,556

L—NOTES PAYABLE (continued)	2019	2018
Notes payable to U.S. Small Business Administration, originating on March 30, 2012, in the amount of $400,000 at 1.250%, now at 0.00%, maturing March 30, 2022. Effective October 1, 2014, the interest rate is reduced to 0.00%	$111,111	$155,556
Notes payable to U.S. Small Business Administration, originating on March 30, 2012, in the amount of $250,000 at 1.250%, now at 0.00%, maturing March 30, 2022.	69,445	97,223
Note payable to U.S. Small Business Administration, originating on May 3, 2013, and maturing May 3, 2023, in the amount of $800,000 at 0.00% interest rate.	333,333	422,222
Note payable to U.S. Small Business Administration, originating on November 19, 2014, and maturing November 11, 2024, in the amount of $800,000 at 0.00% for months 1 -12 provided that the average microloan funded is not greater than $10,000. If the average microloan funded is greater than $10,000, interest will then be 0.375%. In fiscal year 2018 the interest rate is .0375%.	462,473	550,960
Note payable to U.S. Small Business Administration, originating on July 26, 2016, and maturing July 26, 2026, in the amount of $1,200,000 at 0.00% for months 1-12 provided that the average microloan funded is not greater than $10,000. If the average microloan funded is greater than $10,000, interest will then be 1.25% minus a buy down of 1.25% for an accrual rate of 0.00%.	911,111	1,044,444

Interest payments on the SBA loans begin on the 13th month from date of loan origination. Interest accrued during the first twelve months is divided into 108 equal installments and added to the calculated payments of principal and interest during the 13th through the 120th month of the note unless the note is prepaid, in which case, all interest accrued would be payable in full at time of principal payoff. The notes are secured by a first lien and security interest in all monies in microloan revolving fund accounts, monies restricted in loan loss reserves fund accounts, and all microloan notes receivable outstanding.

L—NOTES PAYABLE (continued)	2019	2018
The original unsecured note payable to PNC Bank, NA at 2.75% per annum, payable quarterly, is dated August 24, 2011, was due and payable in full on September 1, 2016, along with any accrued interest on the outstanding principal. The Note contains a pre-payment cost recovery provision requiring a payment to PNC Bank, NA equal to the losses incurred by PNC Bank, NA as a result of any prepayments. On December 15, 2015, the original note was refinanced with an increased funding level of $100,000, resulting in a refinanced note of $600,000 at 3% with interest payments starting on March 18, 2016. The note matures on December 18, 2020, at which time the entire loan principal will be due. This note, however, was fully paid off on July 15, 2019.	$ 0	$ 600,000
Note payable to U.S. Small Business Administration originating on October 23, 2018, with drawdown in February 2019 and maturing September 26, 2027, in the amount of $1,200,000 at 0.00% for months 1 -12 provided that the average microloan funded is not greater than $10,000 if the average microloan funded is greater than $10,000 interest will then be 1.75% minus a buy down for an accrual rate of 0.50%	1,079,953	1,200,000
Note Payable to Department of Housing and Community Development of the State of Maryland in the amount of $250,000, dated July 19, 2019. Monthly interest only payments at 2% per annum are made during the 84 month life of the loan. Principal is repaid in full at maturity, July 19, 2025, being 84 months following disbursement.	250,000	250,000
Note payable to U.S. Small Business Administration originating on June 20, 2019, with drawdown in July 2019 and maturing 10 years from date of note on or about May 19, 2029, in the amount of $1,200,000 at 0.50% for months 1-12 provided that the average microloan funded is not greater than $10,000; if the average microloan funded is greater than $10,000 interest will then be 2.50% minus a buy down of 1.25% for an accrual rate of 1.25%	1,200,000	0
Total notes payable	4,758,890	5,506,237
Notes payable—current maturities	(644,874)	(1,205,772)
Notes payable—net of current maturities	$4,114,016	$4,300,465

D—NOTE PAYABLE (continued)
Maturities of notes payable are as follows:

2020	$644,874
2021	742,975
2022	686,978
2023	701,214
2024 and thereafter	$1,982,849

Axumite:

Note payable on September 30, 2019, was $1,319,233 arising from a credit line agreement entered between MVB Bank INC and Axumite. On July 9, 2019, Axumite along with its lender, MVB Bank INC collateralized the Note with a Deed of Trust for an aggregate principal loan amount of $10,000,000, for the purposes of advancing, to completion, the construction of 35 condominium units on the parcels of land ordinarily identified as 1036 S Highland Street, 1100 S Highland Street and 1106 S Highland Street, Arlington, VA. The note is repayable at current Wall Street Journal Prime interest rate plus .50% with a floor of 5.75% amortized over 24 months on the balance drawn down and outstanding on the line of credit from time to time. The note has a provision for two six (6) month extension options, providing no default event occurs. The initial 6-month extension may be exercised if a minimum of 18 units have been sold and settled during the initial 24-month loan term. The second 6-month extension becomes available if there are not any events of defaults and a minimum of 28 units have been sold and settled. A fee of .25% is applied to each extension granted.

At September 30, 2019, the future maturities of the Note for succeeding years, using the terms of note agreement were as follows:

2020	$ 695,772
2021	623,461
TOTAL	$1,319,233

M—FAIR VALUE MEASUREMENT

The following table sets forth by level, within the fair value hierarchy, the Organization's financial instruments at fair value as of year-end:

	2019			
	Total	Level 1	Level 2	Level 3
Assets				
Brokerage Securities	$ 248,300	$248,300	$ -	$ -
John Marshall Investment	79,398	79,398		
Endowment Securities	207,963	207,963	-	-
LPL Financial	407,503	407,503		
	$ 943,164	$ 943,164	$ 0	$ 0

	2018			
	Total	Level 1	Level 2	Level 3
Assets				
Brokerage Securities	$ 198,709	$198,709	-	
John Marshall Investment	86,475	86,475		
Endowment Securities	199,726	199,726		
	$ 484,910	$ 484,910	$ 0	$ 0

N—EQUITY EQUIVALENT INVESTMENT

EDG now has two outstanding amounts under equity equivalent securities agreements - the equity equivalent security agreement, with the United States Department of the Treasury (Treasury), has been repaid, the remaining two equity equivalent security agreements are with Wells Fargo Community Investment Holdings (Wells Fargo). These securities are subordinated and junior in right of payment, as to principal, interest and premium, to all claims against EDG and possess attributes of corporate stock but do not constitute a class of stock or represent any equity ownership. These obligations are not secured by the assets of EDG. The securities have not been registered under the securities Act of 1933, as amended, or the securities laws of any state.

The principal sum of $320,000 associated with the Treasury agreement due in full on September 29, 2019, along with all accrued interest on any outstanding principal on that date, was repaid in full on July 31, 2019. Salient terms of the security were that, EDG could elect to extend the Maturity date to September 20, 2021, with a 90 day notice of such election. Interest of 2% is payable quarterly in arrears on January 1, April 1, July 1, and October 1, of each year until the 8th year anniversary of the original issue date. Original issue date is September 20, 2011. Beginning with the 33rd quarterly interest payment period of the 8th year anniversary and thereafter, interest is payable at 9%. The above no longer applies as EDG repaid the security in full on July 31, 2019.

N—EQUITY EQUIVALENT INVESTMENT (continued)

The principal sum of $250,000, associated with the first Wells Fargo agreement, entered into on December 14, 2012, is due in full on December 14, 2022, along with all accrued interest on any outstanding principal on that date. Interest of 2% is payable quarterly in arrears on the 15th day of the month after the end of each calendar quarter following the Disbursement Date. Unless EDG delivers to Wells Fargo within 30 days prior to the maturity date a written request, not to extend, the maturity date will automatically extend for two years beyond the maturity date. During the extended period quarterly principal payments shall be made in eight equal amounts of $31,250 commencing March 15, 2023, with a final payment being made on December 14, 2024. During the extended period interest payments will continue at the rate above on the balance outstanding from time to time.

The principal sum of $200,000, associated with the second Wells Fargo agreement, entered into on December 7, 2015, is due in full on December 7, 2025, along with all accrued interest on any outstanding principal on that date. Interest of 2% is payable quarterly in arrears on the 15th day of the month after the end of each calendar quarter following the Disbursement Date. Unless EDG delivers to Wells Fargo within 30 days prior to the maturity date a written request, not to extend, the maturity date will automatically extend for two years beyond the maturity date. During the extended period, quarterly principal payments shall be made in eight equal amounts of $25,000 commencing April 1, 2026, with a final payment being made on December 14, 2027. During the extended period interest payments will continue at the rate above on the balance outstanding from time to time.

O—EMPLOYEE BENEFIT PLAN

ECDC and EDG maintain an Internal Revenue Code (IRC) 403(b) Tax Deferred Annuity Plan for their employees. Employees are eligible to participate on the first entry date on or following completion of one year of service. ECDC and EDG make discretionary contributions to the plan on an annual basis. Employees may elect to contribute, pursuant to a salary reduction agreement, a percentage of annual compensation not to exceed the limits of IRC sections 403(b), 402(g) and 415. Contributions are invested in individual flexible premium deferred annuity contracts issued by an insurance company. Contributions for the year ended September 30, 2019, and 2018 were $640,314 and $657,890, respectively.

ECDC also offers a 457(b) Deferred Compensation Plan for management and highly compensated employees. Participation is voluntary.

P—COMMITMENTS AND CONTINGENCIES

Grants and loans require the fulfillment of certain conditions set forth in the underlying agreements. Failure to fulfill or comply with the conditions could result in the return of

P—COMMITMENTS AND CONTINGENCIES (continued)

funds to the grantor or lender and the termination of the funding agreements. Although this is a possibility, ECDC's and EDG's Boards of Directors consider the possibility remote, since by accepting the funds, they have accommodated the objectives of ECDC and EDG to the provisions of the grants and loans. Amounts received under grant agreements are subject to audit and adjustments by the funding agency. Any disallowed cost, including amounts already collected, may constitute a liability for the Organization.

The amounts, if any, of expenditures, which may be disallowed by the funding agency, are recorded at the time that such amounts can be reasonably determined, normally upon notification of the agency. No such adjustments were made during 2019 or 2018.

In the ordinary course of business, the Organization is subject to litigation for which it carries professional and general liability coverage. The insurance program is designed to provide protection to the Organization from such liabilities on a claims-made basis. Professional liability claims may be asserted arising from services provided to clients in the past. Management is unaware of any claims against the Organization.

ECDC stands as the guarantor on notes payable for both highland holdings and Axumite as indicated in note L.

Q—UNCERTAIN TAX POSITIONS

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, ECDC and EDG may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of ECDC and EDG and various positions related to the potential sources of unrelated business taxable income. The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for fiscal year 2019 and 2018.

ECDC and EDG file their forms 990 in the U.S. federal jurisdiction and the Department of Taxation for the State of Virginia as appropriate. .As of September 30, 2019, the statute of limitations for tax matters prior to September 30, 2015, have expired with the U.S. federal jurisdiction or the state and local jurisdiction in which ECDC and EDG files tax returns

R—CONCENTRATIONS

Credit Risk Arising from Cash Deposits in Excess of Insured Limits

The Organization maintains cash balances at several financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000 limit per ownership category. At September 30, 2019, and 2018, the Organization's uninsured cash balances total $9,430,936 and $10,791,415, respectively. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on its cash and cash equivalents due to the creditworthiness of the financial institutions.

Revenues

During 2019 and 2018, the Organization derived approximately 82% and 80%, respectively, of its support from agreements with various U.S. Federal government agencies. Additionally, 59% and 99% of its grants receivable relate to agreements with the Federal government agencies for those respective years. A significant variation in the level of this support, if this were to occur, would have a material effect on the Organization's programs and activities

S—PROGRAM MATCH

During 2019, ECDC in conjunction with its pass through affiliates achieved the contractually required match to its Matching Grant program with 42% being cash contributions and 58% being in-kind good and services. Volunteers donated significant amounts of time assisting ECDC and its pass through affiliates with program services on the Matching Grant, throughout the year, which are not recognized as contributions in the financial statements since the recognition criteria codified under FASB ASC 958-605-30-10 and FAS 116 were not met.

T--- RELATED PARTY
Under the arrangements of life insurance policy ECDC made a term loan of $312,505 available to its Executive Director for the purposes of funding the associated premiums. The term loan bears interest at the rate of 2.99% per annum and is repayable upon policy maturity.

U—SUBSEQUENT EVENTS

The Organization's management has evaluated the events that have occurred subsequent to September 30, 2019, through March 30, 2019, the date that the financial statements were available to be issued.

Management has determined that no events have occurred during, this period that require adjustment to or disclosure in the financial statements. Management has no responsibility to update these financial statements for events and circumstances occurring after this date.

ALEXANDER GIBBS CHARTERED
CERTIFIED PUBLIC ACCOUNTANTS

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INDEPENDENT AUDITORS' 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

The Board of Directors
Ethiopian Community Development Council, Inc.

We have audited the consolidated financial statements of the Ethiopian Community Development Council, Inc. and subsidiaries (collectively, the Organization) as of and for the year ended September 30, 2019, and have issued our report thereon dated March 30, 2020. We conducted our audit in accordance with auditing standards generally accepted in the United States of America, and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

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

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

Our consideration of the internal control over financial reporting 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 financial reporting that might be material weaknesses or significant deficiencies.

We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

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

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

ALEXANDER GRAY CERTIFIED

Largo, MD
March 30, 2020

ALEXANDER GIBBS CHARTERED
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INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH REQUIREMENTS APPLICABLE TO EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

The Board of Directors
Ethiopian Community Development Council, Inc.

Compliance

We have audited the compliance of Ethiopian Community Development Council, Inc. and subsidiaries (collectively, the Organization) with the types of compliance requirements described in the U.S. Office of Management and Budget (OMB) *Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended September 30, 2019. The Organization's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts, and grants applicable to each of its major federal programs is the responsibility of the Organization's management. Our responsibility is to express an opinion on the Organization's compliance based on our audit.

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (the 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 the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of the Organization's compliance with those requirements.

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended September 30, 2019.

Internal Control Over Compliance

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the requirements of laws, regulations, contracts, and grants applicable to federal programs. In planning and performing our audit, we considered the Organization's internal control over compliance with the requirements that could have a direct and material effect on the major federal program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance and to test and report on internal control over compliance in accordance with 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 the Organization'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, as defined above. 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 the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Alexander Grass & Company

Largo, MD
March 30, 2020

SUPPLEMENTARY INFORMATION

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Combined Schedule of Expenditure of Federal Awards

For the Year Ended September 30, 2019

Federal Grantor/Pass-through Grantor/Program Title	Federal Catalog of Federal Domestic Assistance Number/ Contract Number	Passed Through to Subrecipients	Federal Expenditures
U.S. DEPARTMENT OF STATE			
Bureau of Population, Refugees, and Migration—Refugee Reception and Placement Program	19.510	$3,679,116	$5,485,280
TOTAL U.S. DEPARTMENT OF STATE		3,679,116	5,485,280
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES			
Direct programs			
Administration for Children and Families—Office of Refugee Resettlement Matching Grant, Capacity Strengthening Technical Assistance Initiative and Preferred Communities	93.576	2,477,044	3,914,198
Total Administration for Children and Families - Office of Refugee Resettlement		2,477,044	3,914,198
Pass-through programs			
Catholic Charities of Southern Nevada—Formula Targeted Assistance; Refugee Social Services	93.584; 93.566		447,529
State of Maryland - Public Private Partnership Transitional Cash Assistance	93.566		345,692
Fairfax County— Community Development Block Grant program	93.576		73,887
Commonwealth of Virginina - Resettlement support	93.566		208,938
Adams County - Employment services	93.569		19,511
			1,095,557
State of Colorado			
Temporary assistance for needy families program – CARES	93.558; 93.566; 93.583 ;93.576		1,152,516
CRSP - Youth Program	93.566;93.558; 93.576		269,598
CRSP - We Made This	93.566;93.558; 93.576		216,796
Total State of Colorado			1,638,910
Total pass-through programs			2,734,467
TOTAL U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES		2,477,044	6,648,665
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT			
Pass-through programs			
Arlington County, Commonwealth of Virginia—Community Development Block Grant program (microenterprise loan program, business incubator program)	14.218		43,886
Fairfax County, Commonwealth of Virginia—Community Development Block Grant	14.218		66,064
City of Falls Church, Commonwealth of Virginia—Community Development Block Grant	14.218		9,037
TOTAL U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT			118,987
U.S. DEPARTMENT OF THE TREASURY			
Community Development Financial Institution	21.020		309,850
TOTAL U.S. DEPARTMENT OF THE TREASURY			309,850
U.S. SMALL BUSINESS ADMINISTRATION			
Microloan Technical Assistance program	59.046		711,791
Microloan program	73.4279		2,349,833
TOTAL U.S. SMALL BUSINESS ADMINISTRATION			3,061,624
Total Expenditures of Federal Awards		$6,156,160	$15,624,406

The accompanying notes are integral part of this schedule.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Notes to Combined Schedule of Expenditure of Federal Awards

For the Year Ended September 30, 2019

A—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) present a summary of the financial activities of the Ethiopian Community Development Council, Inc. and its subsidiary, ECDC Enterprise Development Group (collectively the Organization) for the year ended September 30, 2019, which have been funded by the federal government. The Schedule has been prepared on the accrual basis of accounting, except for federal awards expenditures by sub-recipients, and the cost accounting principles contained in Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (the Uniform Guidance) and include all expenditures of federal awards, direct and pass-through, received by the Organization from federal and state grantor agencies. Federal awards are deemed to be expended by the Organization when the funds are disbursed to sub-recipients, regardless of when the sub-recipients expend the federal funds. For purposes of the Schedule, federal awards include all federal financial assistance entered into directly between the federal government and the Organization and federal funds awarded to the Organization by a prime recipient pursuant to federal financial assistance agreements.

The information in the Schedule is presented in accordance with the requirements of the Uniform Guidance. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of the Organization's basic financial statements. Because the Schedule presents only federal expenditure activities of the Organization, they are not intended to and do not present the financial position, changes in net assets or cash flows of the Organization as a whole.

Expenditures consist of direct and indirect costs. Under cost principles embodied in the Uniform Guidance, certain types of expenditures are not allowable or are limited as to reimbursement.

B—FRINGE BENEFITS AND INDIRECT COSTS

The Organization recovers fringe benefits and indirect costs associated with federal award programs pursuant to predetermined rates negotiated with the Organization's cognizant agency, the U.S. Department of Health and Human Services. These rates are effective from October 1, 2016, until amended. The Organization had a provisional fringe benefit rate of 36.1% based on direct salaries and a predetermined indirect cost rate of 26.2% based on modified total direct costs.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Schedule of Findings and Questioned Costs

For the Year Ended September 30, 2019

A. SUMMARY OF AUDITORS' RESULTS

Financial Statements

Type of auditor's report issued: Unmodified

Internal control over financial reporting:

Material weakness identified? No

Significant deficiencies identified that are not considered to be material weakness? None reported

Noncompliance material to financial statements noted? No

Federal Awards

Internal control over major programs:

Material weakness identified? No

Significant deficiencies identified that are not considered to be material weakness? None reported

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

Any audit findings disclosed that are required to be reported in accordance with 2 CFR, 200 516(a)? No

Major programs: (1) **CFDA:** 19.510 **Name:** Refugee reception and placement program; (2) **CFDA:** 73.4279 **Name:** Microloan program; (3) **CFDA**: 93.576 **Name**: Resettlement Matching Grant; (4) **CFDA**:93.558 **Name**: CARES; (5) **CFDA**: 59.046 **Name**: Microloan technical assistance program

Dollar threshold used to distinguish between type A and type B programs: $750,000

Auditee qualified as low-risk auditee? Yes

B. FINDINGS – FINANCIAL STATEMENT AUDIT

None required to be reported

C. FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS AUDIT

None required to be reported

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Schedule of Functional Expenses

For the Year Ended September 30, 2019

	PROGRAM SERVICES							SUPPORTING SERVICES			
	Community Leadership	Employment Services	Health Services	Legal Immigration and Information Referral	Refugee Reception and Placement	Micro-Enterprise Development	Total	Cost of Revenues	General and Administrative	Total	GRAND TOTAL
Salaries	$ 117,116	$ 1,103,285	$ 56,446	$ 86,337	$ 1,981,713	$ 693,792	$ 4,038,689	$ -	$ 924,679	$ 924,679	$ 4,963,368
Fringe benefits	41,306	398,286	18,583	31,168	715,398	250,459	1,455,200	-	336,576	336,576	1,791,776
Bad debts	-	-	-	-	-	163,341	163,341	-	90	90	163,431
Subcontractors and Affiliates	-	-	-	-	4,557,427	-	4,557,427	-	-	-	4,557,427
Client assistance	23,595	211,329	132	-	745,705	-	980,761	-	19,747	19,747	1,000,508
Depreciation	-	-	-	-	-	-	-	62,976	40,358	103,334	103,334
Equipment rental	-	1,744	-	-	1,064	-	2,808	-	6,264	6,264	9,072
Insurance	-	4,506	-	-	1,848	-	6,354	20,816	39,466	60,282	66,636
Interest	-	-	-	-	-	60,514	60,514	117,574	-	117,574	178,088
International assistance	-	-	-	-	-	-	-	-	42,066	42,066	42,066
Licenses and taxes	1,685	1,118	-	-	319	-	3,122	115,484	10,608	126,092	129,214
Repairs and maintenance	989	6,209	-	-	782	-	7,980	31,244	9,517	40,761	48,741
Upkeep	297	-	-	-	1,920	-	2,217	28,840	-	28,840	31,057
Meeting, conference and seminars	1,310	2,695	-	250	27,946	3,782	35,983	-	44,642	44,642	80,625
Miscellaneous	-	-	-	-	-	-	-	4,706	2,795	7,501	7,501
Postage and shipping	336	2,461	-	-	1,015	1,432	5,264	-	4,274	4,274	9,538
Materials	-	-	-	-	-	-	-	21,672	-	21,672	21,672
Printing	768	2,147	-	-	2,353	2,679	7,947	-	10,773	10,773	18,720
Professional fees	45,436	57,106	64	-	73,394	11,573	187,573	72,853	195,446	268,099	455,672
Outreach and advertising	2,607	78	-	-	125	14,305	17,115	-	5,267	5,267	22,382
Occupancy	7,437	183,194	1,980	-	43,836	350	236,797	-	5,837	5,837	242,634
Subscriptions and membership dues	68	298	-	-	58	-	424	-	31,196	31,196	31,620
Supplies	9,809	25,321	-	388	12,750	8,008	56,276	-	20,991	20,991	77,267
Telephone, internet, network	53	5,954	-	-	5,323	2,050	13,380	2,609	12,726	15,335	28,715
Security	-	-	-	-	-	-	-	14,367	-	14,367	14,367
Technology	74	3,657	-	-	2,271	-	6,002	-	10,267	10,267	16,269
Travel	992	15,392	2,581	275	70,236	3,164	92,642	-	89,324	89,324	181,966
Utilities	59	5,089	-	-	1,795	-	6,943	72,648	-	72,648	79,591
In-kind Client Assistance	-	-	-	-	-	-	-	-	198,426	198,426	198,426
Janitorial	-	-	-	-	-	-	-	14,008	-	14,008	14,008
Workshop, training and incentive	32,585	30,258	2,190	-	9,600	-	74,633	-	36,219	36,219	110,852
TOTAL	$ 286,522	$ 2,060,147	$ 81,976	$ 118,418	$ 8,256,880	$ 1,215,449	$ 12,019,392	$ 579,597	$ 2,097,554	$ 2,677,151	$ 14,696,543

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Schedule of Functional Expenses

For the Year Ended September 30, 2018

	PROGRAM SERVICES							SUPPORTING SERVICES				
	Community Leadership	Employment Services	Health Services	Legal Immigration and Information Referral	Refugee Reception and Placement	Micro-Enterprise Development	Total	Cost of Revenues	Fundraising	General and Administrative	Total	GRAND TOTAL
Salaries	$ 9,860	$ 1,246,521	$ 94,779	$ 82,242	$ 2,074,551	$ 646,713	$ 4,154,666	$ -	$ -	$ 887,434	$ 887,434	$ 5,042,100
Fringe benefits	3,559	449,994	32,201	29,689	748,913	233,463	1,497,819	-	-	322,379	322,379	1,820,198
Bad debts	-	-	-	-	-	82,795	82,795	-	-	-	-	82,795
Subcontractors and Affiliates	-	-	-	-	4,467,834	-	4,467,834	-	-	-	-	4,467,834
Client assistance	11,551	232,714	50	-	922,742	-	1,167,057	-	139	14,589	14,728	1,181,785
Depreciation	-	-	-	-	-	-	-	62,976	-	30,726	93,702	93,702
Equipment rental	-	2,126	-	-	1,252	-	3,378	-	-	6,354	6,354	9,732
Insurance	-	3,679	-	-	1,908	-	5,587	19,986	-	53,620	73,606	79,193
Interest	-	-	-	-	-	52,075	52,075	132,544	-	-	132,544	184,619
International assistance	-	-	-	-	-	-	-	-	-	28,244	28,244	28,244
Licenses and taxes	-	617	-	-	851	-	1,468	103,602	1,582	27,722	132,906	134,374
Repairs and maintenance	-	4,117	87	-	3,278	-	7,482	15,401	-	1,160	16,561	24,043
Upkeep	-	-	-	-	6,591	-	6,591	32,036	-	395	32,431	39,022
Meeting, conference and seminars	307	1,251	136	250	29,523	9,487	40,956	-	167	40,234	40,401	81,357
Miscellaneous	-	435	-	-	500	-	935	6,034	-	-	6,034	6,969
Postage and shipping	-	1,476	11	-	2,624	1,059	5,170	-	44	1,670	1,714	6,884
Materials	-	-	-	-	-	-	-	34,656	-	-	34,656	34,656
Printing	-	4,449	1,635	-	9,605	1,986	17,575	-	-	9,350	9,350	26,925
Professional fees	410	71,983	1,420	-	120,236	25,322	219,371	81,563	20	192,038	273,621	492,992
Outreach and advertsing	-	476	-	-	62	18,263	18,801	-	500	6,149	6,649	25,450
Occupancy	-	167,339	4,584	-	131,390	-	303,313	-	-	4,113	4,113	307,426
Subscriptions and membership dues	-	436	-	-	587	-	1,023	-	238	26,355	26,593	27,616
Supplies	537	22,937	475	1,219	31,566	12,503	69,237	-	214	26,844	27,058	96,295
Telephone, internet, network	-	7,729	148	-	6,357	2,055	16,289	4,213	-	18,225	22,438	38,727
Security	-	-	-	-	-	-	-	11,683	-	-	11,683	11,683
Technology	-	3,676	64	-	1,987	6,722	12,449	-	-	22,023	22,023	34,472
Travel	101	18,934	2,714	137	106,770	4,356	133,012	-	12	90,560	90,572	223,584
Utilities	-	5,256	-	-	2,976	-	8,232	79,104	-	-	79,104	87,336
In-kind Client Assistance	-	-	-	-	149,219	-	149,219	-	-	144,790	144,790	294,009
Janitorial	-	-	-	-	-	-	-	15,613	-	-	15,613	15,613
Workshop, training and incentive	5,878	37,761	4,601	-	12,598	-	60,838	-	2,857	17,638	20,495	81,333
TOTAL	$ 32,203	$ 2,283,906	$ 142,907	$ 113,537	$ 8,833,920	$ 1,096,699	$ 12,503,172	$ 599,411	$ 5,773	$ 1,972,612	$ 2,577,796	$ 15,080,968