

*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, 2020, and 2019**

**(With Independent Auditors' Reports Thereon)**

## Table of Contents

	<b>Page</b>
INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
Consolidated Statements of Financial Position	4-5
Consolidated Statements of Activities	6
Consolidated Statements of Cash Flows	7
Notes to Consolidated Financial Statements	8
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 <i>GOVERNMENT AUDITING STANDARDS</i>	25
INDEPENDENT AUDITORS' REPORT ON COMPLIANCE WITH REQUIREMENTS APPLICABLE TO EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE	27
SUPPLEMENTARY INFORMATION	
Combined Schedule of Expenditures of Federal Awards	29
Notes to Combined Schedule of Expenditure of Federal Awards	30
Schedule of Findings and Questioned Costs	31
Consolidated Schedules of Functional Expenses	32

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
Ethiopian Community Development Council, Inc.

### Report on the Financial Statements

We have audited the accompanying consolidated statements of financial position of the Ethiopian Community Development Council, Inc., and subsidiaries (collectively, the Organization) which comprise the statements of financial position as of September 30, 2020, and September 30, 2019, and the related consolidated statements of activities and cash flows for the years 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 financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the 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 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 the Organization as of September 30, 2020, and September 30, 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## Other matters

### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying supplementary combined schedule of expenditures of federal awards on page 31, 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*, is presented for purposes of additional analysis and is not a required part of the 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 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 consolidated financial statements as a whole.

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

In accordance with *Government Auditing Standards*, we have also issued our report, dated March 09, 2021, 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 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 the Organization's 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 the Organizations internal control over financial reporting and compliance.

*ALEXANDER GIBBS CHAMBERS*  
Largo, MD  
March 09, 2021

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## ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Consolidated Statements of Financial Position****As of September 30, 2020 and 2019**

ASSETS	2020	2019
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 6,875,895	\$ 6,731,294
Investments	954,907	943,163
Grants receivable	2,640,893	2,217,977
Microloan notes receivable, net of allowance for loan losses (current portion)	1,890,077	1,855,577
Accrued interest receivable, net of allowance for interest losses	29,986	37,143
Rents receivable	73,347	19,332
Other receivable	43,982	18,754
Inventories	74,400	110,955
Prepaid expenses	63,132	69,681
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 12,646,619</b>	<b>\$12,003,876</b>
<b>MICROLOAN NOTES RECEIVABLE, NET OF ALLOWANCE FOR LOAN LOSSES (LONG-TERM PORTION)</b>	2,943,730	3,298,633
<b>PROPERTY AND EQUIPMENT, NET OF ACCUMULATED DEPRECIATION</b>	18,320,796	10,163,547
<b>OTHER ASSETS</b>		
Cash restricted in microloan revolving fund accounts - SBA	2,138,025	1,781,471
Cash restricted in microloan revolving fund accounts - Other	3,395,197	2,419,815
Cash restricted in loan loss reserve fund accounts	342,404	379,478
Cash designated for loan loss reserves	458,082	323,714
Cash restricted in individual development accounts	6,617	6,616
Deferred financing costs, net of accumulated amortization	4,162	6,244
Security deposits	39,750	41,250
<b>TOTAL OTHER ASSETS</b>	<b>6,384,237</b>	<b>4,958,588</b>
<b>TOTAL ASSETS</b>	<b>\$ 40,295,382</b>	<b>\$ 30,424,644</b>

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, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
CURRENT LIABILITIES		
Due to microloan borrowers	\$ 6,286	\$ 3,768
Accounts payable	1,410,582	487,882
Accrued expenses	895,972	853,752
Refundable advances	53,729	108,062
Deferred revenue	2,049,747	1,215,420
Individual development account deposits payable	6,617	6,616
Security deposits payable	49,835	59,702
Notes payable - current maturities	858,286	795,688
TOTAL CURRENT LIABILITIES	5,331,054	3,530,890
NONCURRENT LIABILITIES		
Deferred compensation payable	-	79,441
Equity equivalent investment	450,000	450,000
Mortgage notes payable - net of current maturities	16,518,421	8,688,825
TOTAL NONCURRENT LIABILITIES	16,968,421	9,218,266
TOTAL LIABILITIES	22,299,475	12,749,156
NET ASSETS		
Unrestricted		
Undesignated	16,493,186	15,790,805
Board designated reserve fund	1,160,317	1,086,661
Designated for loan loss reserves	342,404	379,478
Total unrestricted	17,995,907	17,256,944
Temporarily restricted	-	418,544
TOTAL NET ASSETS	17,995,907	17,675,488
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 40,295,382</u>	<u>\$ 30,424,644</u>

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, 2020 and 2019

	2020					2019				
	Unrestricted		Total	Temporarily	Grand Total	Unrestricted		Total	Temporarily	Grand Total
	Undesignated	Designated		Restricted		Undesignated	Designated		Restricted	
<b>SUPPORT, REVENUES AND GAINS</b>										
Federal government grants	\$ 10,576,925	\$ -	\$ 10,576,925	\$ -	\$ 10,576,925	\$ 12,770,367	\$ -	\$ 12,770,367	\$ 418,544	\$ 13,188,911
State and local government grants	341,538	-	341,538	-	341,538	321,810	-	321,810	-	321,810
Private grants	787,083	-	787,083	-	787,083	835,376	-	835,376	-	835,376
Monetary contributions	243,869	-	243,869	-	243,869	186,699	-	186,699	-	186,699
Loan origination fees	23,710	-	23,710	-	23,710	45,122	-	45,122	-	45,122
Event revenues	29,662	-	29,662	-	29,662	46,456	-	46,456	-	46,456
Sales	22,851	-	22,851	-	22,851	19,958	-	19,958	-	19,958
Sponsorships	11,250	-	11,250	-	11,250	21,500	-	21,500	-	21,500
Fees for services	53,794	-	53,794	-	53,794	46,449	-	46,449	-	46,449
Contributed goods and services	116,689	-	116,689	-	116,689	203,134	-	203,134	-	203,134
Microloan interest income	446,453	-	446,453	-	446,453	407,468	-	407,468	-	407,468
Penalty micro loans	3,571	-	3,571	-	3,571	13,943	-	13,943	-	13,943
Rental income	479,388	-	479,388	-	479,388	546,407	-	546,407	-	546,407
Parking fees	90,831	-	90,831	-	90,831	124,744	-	124,744	-	124,744
Interest income on deposits	108,858	-	108,858	-	108,858	82,901	-	82,901	-	82,901
Capital gains	9,295	-	9,295	-	9,295	-	-	-	-	-
Other	4,873	-	4,873	-	4,873	8,258	-	8,258	-	8,258
Net assets released from restrictions	455,618	(37,074)	418,544	(418,544)	-	437,010	(47,023)	389,987	(384,841)	5,146
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$ 13,806,258</b>	<b>(37,074)</b>	<b>13,769,184</b>	<b>(418,544)</b>	<b>13,350,640</b>	<b>\$ 16,117,602</b>	<b>(47,023)</b>	<b>16,070,579</b>	<b>33,703</b>	<b>16,104,282</b>
<b>EXPENSES AND LOSSES</b>										
Program services										
Community leadership	1,019,641	-	1,019,641	-	1,019,641	286,522	-	286,522	-	286,522
Employment services	1,927,411	-	1,927,411	-	1,927,411	2,060,147	-	2,060,147	-	2,060,147
Health services	49,520	-	49,520	-	49,520	81,976	-	81,976	-	81,976
Legal, immigration, and information referral	122,601	-	122,601	-	122,601	118,418	-	118,418	-	118,418
Refugee reception and placement	6,146,177	-	6,146,177	-	6,146,177	8,256,880	-	8,256,880	-	8,256,880
Microenterprise development	1,245,801	-	1,245,801	-	1,245,801	1,215,449	-	1,215,449	-	1,215,449
<b>Total program services</b>	<b>10,511,151</b>	<b>-</b>	<b>10,511,151</b>	<b>-</b>	<b>10,511,151</b>	<b>12,019,392</b>	<b>-</b>	<b>12,019,392</b>	<b>-</b>	<b>12,019,392</b>
Supporting services										
Cost of revenues	538,108	-	538,108	-	538,108	579,597	-	579,597	-	579,597
Fundraising	-	-	-	-	-	-	-	-	-	-
General and administrative	1,980,962	-	1,980,962	-	1,980,962	2,097,554	-	2,097,554	-	2,097,554
<b>Total supporting services</b>	<b>2,519,070</b>	<b>-</b>	<b>2,519,070</b>	<b>-</b>	<b>2,519,070</b>	<b>2,677,151</b>	<b>-</b>	<b>2,677,151</b>	<b>-</b>	<b>2,677,151</b>
<b>TOTAL EXPENSES AND LOSSES</b>	<b>13,030,221</b>	<b>-</b>	<b>13,030,221</b>	<b>-</b>	<b>13,030,221</b>	<b>14,696,543</b>	<b>-</b>	<b>14,696,543</b>	<b>-</b>	<b>14,696,543</b>
<b>CHANGE IN NET ASSETS</b>	<b>776,037</b>	<b>(37,074)</b>	<b>738,963</b>	<b>(418,544)</b>	<b>320,419</b>	<b>1,421,059</b>	<b>(47,023)</b>	<b>1,374,036</b>	<b>33,703</b>	<b>1,407,739</b>
<b>NET ASSETS AT BEGINNING OF YEAR</b>	<b>16,877,466</b>	<b>379,478</b>	<b>17,256,944</b>	<b>418,544</b>	<b>17,675,488</b>	<b>15,456,407</b>	<b>426,501</b>	<b>15,882,908</b>	<b>384,841</b>	<b>16,267,749</b>
<b>NET ASSETS AT END OF YEAR</b>	<b>\$ 17,653,503</b>	<b>\$ 342,404</b>	<b>\$ 17,995,907</b>	<b>\$ -</b>	<b>\$ 17,995,907</b>	<b>\$ 16,877,466</b>	<b>\$ 379,478</b>	<b>\$ 17,256,944</b>	<b>\$ 418,544</b>	<b>\$ 17,675,488</b>

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, 2020 and 2019**

	2020	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 320,419	\$ 1,407,739
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Bad debts	95,414	163,431
Depreciation	77,335	103,334
Change in operating assets and liabilities		
(Increase) decrease in operating assets		
Grants receivable	(422,916)	343,120
Accrued interest receivable	7,157	(1,317)
Rents receivable	(54,015)	(1,994)
Other receivable	(25,228)	(17,717)
Inventories	36,555	(4,709)
Prepaid expenses	6,549	(8,076)
Deferred financing costs	2,082	2,081
Security deposits	1,500	(5,355)
Deferred income tax write down	-	211,156
Increase (decrease) in operating liabilities		
Due to microloan borrowers	2,518	3,768
Accounts payable	922,702	(130,226)
Accrued expenses	42,220	59,546
Refundable advances	(54,333)	12,548
Deferred compensation payable	(79,441)	79,441
Deferred revenue	834,327	(83,927)
Individual development accounts deposits payable	1	(5,143)
Security deposits payable	(9,867)	1,010
	<b>1,702,979</b>	<b>2,128,710</b>
<b>CASH PROVIDED BY OPERATING ACTIVITIES</b>		
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Sales (purchases) of investments	(11,744)	(458,253)
Cash advanced as microloans	(1,967,923)	(3,151,406)
Proceeds from principal repayments on microloans issued	2,192,911	2,730,333
(Investments in) withdrawals from cash restricted in microloan revolving fund accounts - SBA	(356,554)	(359,649)
(Investments in) withdrawals from cash restricted in microloan revolving fund accounts - Other	(975,382)	1,153,606
(Investments in) withdrawals from cash restricted in loan loss reserve fund accounts	37,074	(52,044)
(Investments in) withdrawals from cash designated for loan loss reserves	(134,368)	102,787
Investments in individual development accounts	(1)	5,143
Purchases of property and equipment	(8,234,584)	(2,922,233)
	<b>(9,450,571)</b>	<b>(2,951,716)</b>
<b>NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES</b>		
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayments on equity equivalent securities	-	(320,000)
Proceeds from borrowings on notes issued	8,347,025	2,524,675
Principal repayments on notes issued	(454,832)	(2,103,768)
	<b>7,892,193</b>	<b>100,907</b>
<b>NET CASH PROVIDED BY FINANCING ACTIVITIES</b>		
<b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS DURING THE YEAR</b>	<b>144,601</b>	<b>(722,099)</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	<b>\$ 6,731,294</b>	<b>\$ 7,453,393</b>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>\$ 6,875,895</b>	<b>\$ 6,731,294</b>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Interest paid	<b>\$ 384,028</b>	<b>\$ 178,531</b>

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

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

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.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 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.

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

*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.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

*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 appropriate discount rate. Amortization of discounts is

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

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

**Contributions (continued)**

*Cash and Other Monetary Assets (continued)*

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 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

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

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

***Fair Value Measurements (continued)***

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, 2020, and 2019, ECDC’s revenues and sales tax expense include \$666 and \$726, respectively, of sales tax collected and remitted.

**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.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

**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:

	2020		2019	
	Cost	Fair Value	Cost	Fair Value
Brokerage Securities	\$ 103,080	\$ 150,567	\$ 240,171	\$ 248,300
John Marshall Investments	25,000	50,151	25,000	79,398
Endowment Fund Securities	182,889	220,475	182,889	207,963
LPL Financial	500,000	533,714	391,946	407,503
<b>Total Investments</b>	<b>\$ 810,969</b>	<b>\$ 954,907</b>	<b>\$ 840,006</b>	<b>\$ 943,164</b>

All investments were unrestricted at year-end. Net investment income for fiscal years 2020 and 2019 was \$9,295 and \$27,527, 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 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:

	2020	2019
Microloan notes receivable	\$5,064,539	\$5,325,697
Allowance for loan losses	(230,732)	(171,487)
<b>Microloan notes receivable net of allowances</b>	<b>\$4,833,807</b>	<b>\$5,154,210</b>

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 \$446,453 and \$407,468 for fiscal years 2020, and 2019, respectively.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

E—PROPERTY AND EQUIPMENT

Property and equipment consist of the following at September 30, 2020, and 2019:

	<u>2020</u>	<u>2019</u>
Land	\$ 2,779,788	\$ 2,779,788
Construction-in-progress	14,149,713	5,922,155
Buildings and improvements	3,050,947	3,050,947
Furniture and equipment	532,314	525,288
Motor vehicles	<u>173,191</u>	<u>173,191</u>
Total property and equipment	20,685,953	12,431,369
Less: accumulated depreciation	<u>(2,365,157)</u>	<u>(2,287,822)</u>
Property and equipment net of depreciation	<u>\$ 18,320,796</u>	<u>\$ 10,163,547</u>

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 \$6,700,000 notes in 2020, and 2019, 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 \$3,424,037 and \$3,794,780 in 2020 and 2019, respectively, while the related cash in loan loss reserve fund accounts were \$342,404 and \$379,478 in 2020, and 2019, 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.

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

**I—CASH RESTRICTED IN INDIVIDUAL DEVELOPMENT ACCOUNTS**

Cash restricted in individual development accounts on the Statements of Financial Position, amounting to \$6,617 and \$6,616 as of September 30, 2020, and 2019, 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 \$2,082 in fiscal 2020 and \$2,081 in fiscal 2019, is charged to interest expense in the accompanying statements of activities.

**K—NOTES PAYABLE**

Notes payable consisted of the following at September 30, 2020, and 2019:

**ECDC**

ECDC received a loan from Bank of America in the amount of \$1,035,307 under the Paycheck Protection Program established by the Coronavirus Aid, Relief, and Economic Security (CARES) Act. The loan is subject to a note dated May 5, 2020 and may be forgiven to the extent proceeds of the loan are used for eligible expenditures such as payroll, fringe benefits and other expenses described in the CARES Act. No determination has been made as to whether ECDC will be eligible for forgiveness, in whole or in part. The loan bears interest at a rate of 1% and is payable in monthly installments of principal and interest over 24 months beginning on the date that the SBA remits the forgiveness amount to ECDC's lender or 10 months from the date from the end of the loan forgiveness period if ECDC does not apply for forgiveness. The loan may be repaid at any time with no prepayment penalty.

**Highland Holdings:**

Notes payable on September 30, 2020, and 2019, were \$3,255,958 and \$3,406,390 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 the

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

*K—NOTES PAYABLE (continued)*

**Highland Holdings (continued)**

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 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, 2020, the future maturities of the Note for succeeding years, using the terms of note agreement were as follows:

Notes payable consist of the following:

2021	157,050
2022	161,976
2023	\$2,936,932

**EDG:**

EDG received a loan from Bank of America in the amount of \$186,412 under the Paycheck Protection Program established by the Coronavirus Aid, Relief, and Economic Security (CARES) Act. The loan is subject to a note dated April 29, 2020 and may be forgiven to the extent proceeds of the loan are used for eligible expenditures such as payroll, fringe benefits and other expenses described in the CARES Act. No determination has been made as to whether the EDG will be eligible for forgiveness, in whole or in part. The loan bears interest at a rate of 1% and is payable in monthly installments of principal and interest over 24 months beginning on the date that the SBA remits the forgiveness amount to EDG's lender or 10 months from the date from the end of the loan forgiveness period if EDG does not apply for forgiveness. The loan may be repaid at any time with no prepayment penalty.

2020	2019
\$186,412	-

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.	\$205,334	\$230,353
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## ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

## Notes to Consolidated Financial Statements

September 30, 2020 and 2019

## K—NOTES PAYABLE (continued)

## EDG (continued)

	2020	2019
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%.	\$88,889	\$111,111
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%	88,889	111,111
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.	55,556	69,445
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.	288,889	333,333
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 2019 the interest rate is .0375%.	418,097	462,473
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%. Interest payments on the SBA loans begin on the 13 <sup>th</sup> 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 13 <sup>th</sup> through the 120 <sup>th</sup> 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.	844,444	911,111

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

*K—NOTES PAYABLE (continued)*

**EDG (continued)**

	<u>2020</u>	<u>2019</u>
Note payable to U.S. Small Business Administration originating on October 23, 2019, with drawdown in February 2020 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%	\$1,014,385	\$1,079,953
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 2020 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	1,200,000
Total notes payable	4,640,903	4,758,890
Notes payable—current maturities	<u>(701,236)</u>	<u>(644,874)</u>
Notes payable—net of current maturities	<u>\$3,939,667</u>	<u>\$4,114,016</u>

Maturities of EDG notes payable are as follows:

2021	\$701,236
2022	747,155
2023	748,022
2024	674,096
2025 and thereafter	\$1,770,394

**Axumite Village:**

Note payable on September 30, 2020, and September 30, 2019 was \$8,444,539 and \$1,319,233 respectively, arising from a credit line agreement entered between MVB Bank INC

## ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

## Notes to Consolidated Financial Statements

September 30, 2020 and 2019

## K—NOTES PAYABLE (continued)

**Axumite Village (continued)**

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 0.25% is applied to each extension granted.

At September 30, 2020, the future maturities of the Note for succeeding period, using the terms of note agreement were as follows:

2021	\$8,444,539
TOTAL	<u>\$8,444,539</u>

## L—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:

	2020			
	Total	Level 1	Level 2	Level 3
Assets				
Brokerage Securities	\$ 150,567	\$150,567	\$ -	\$ -
John Marshall Investment	50,151	50,151		
Endowment Securities	220,475	220,475	-	-
LPL Financial	533,714	533,714		
	<u>\$ 954,907</u>	<u>\$ 954,907</u>	<u>\$ 0</u>	<u>\$ 0</u>
	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		
	<u>\$ 943,164</u>	<u>\$ 943,164</u>	<u>\$ 0</u>	<u>\$ 0</u>

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

**M—EQUITY EQUIVALENT INVESTMENT**

EDG now has two outstanding amounts under equity equivalent securities agreements – both 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 \$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 15<sup>th</sup> 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 15<sup>th</sup> 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.

**N—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, 2020, and 2019 were \$703,016 and \$640,314, respectively. ECDC also offers a 457(b) Deferred Compensation Plan for management and highly compensated employees. Participation is voluntary.

**O—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 funds to the grantor or lender and the termination of the funding agreements. Although this is a

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

*O—COMMITMENTS AND CONTINGENCIES (continued)*

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 2020 or 2019.

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 Village as indicated in note K.

**P—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 2020 and 2019.

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, 2020, the statute of limitations for tax matters prior to September 30, 2016, have expired with the U.S. federal jurisdiction or the state and local jurisdiction in which ECDC and EDG files tax returns

**Q—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, 2020, and 2019, the Organization's uninsured cash balances total \$11,005,325 and \$9,430,936, respectively. The Organization has not

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Notes to Consolidated Financial Statements**

**September 30, 2020 and 2019**

**O—CONCENTRATIONS** *(continued)*

experienced any losses in such accounts and believes that, 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 2020 and 2019, the Organization derived approximately 79% and 82%, respectively, of its support from agreements with various U.S. Federal government agencies. Additionally, 74% and 59% 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

**R—PROGRAM MATCH**

During 2020, ECDC in conjunction with its pass through affiliates achieved the contractually required match to its Matching Grant program with 10% being cash contributions and 90% 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.

**S—RELATED PARTY**

Under the arrangements of a life insurance policy ECDC made a term loan to its Executive Director for the purposes of funding the associated premiums. The balance on the related loan in fiscal year 2020 is \$653,043 while the balance in fiscal 2019 was \$312,505. The term loan bears interest at the rate of 2.99% per annum and is repayable upon policy maturity.

**T—SUBSEQUENT EVENTS**

The Organization's management has evaluated the events that have occurred subsequent to September 30, 2020, through March 09, 2021, 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.

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, 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, the consolidated financial statements of the Ethiopian Community Development Council, Inc. and subsidiaries (collectively, the Organization), 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 consolidated financial statements, and have issued our report thereon dated March 09, 2021.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the consolidated financial statements, we considered the Organization's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate 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. 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 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. 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 the Organization'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 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*.

### **Purpose of This Report**

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

*ALYSON GIBBS CHAMBERS*  
Largo, MD  
March 09, 2021

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.

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

We have audited Ethiopian Community Development Council, Inc. and subsidiaries (collectively, the Organization) compliance 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, 2020. The Organization's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

**Management's Responsibility**

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

**Auditors' Responsibility**

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about 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 the Organizations major federal programs. However our audit does not provide a legal determination of the Organization's compliance.

## Opinion on Each Major Federal Program

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, 2020.

## Report on Internal Control Over Compliance

Management of the Organization 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 the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on its major federal programs in order to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of 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. 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.

*AL OF ANDERSON GIBBS CHAMBERS*

Largo, MD  
March 09, 2021

SUPPLEMENTARY INFORMATION

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

**Combined Schedule of Expenditure of Federal Awards**

**For the Year Ended September 30, 2020**

Federal Grantor/Pass-through Grantor/Program Title	Federal Catalog of Federal Domestic Assistance Number/ Contract Number	Passed Through to Subrecipients	Federal Expenditures
<b>U.S. DEPARTMENT OF STATE</b>			
Bureau of Population, Refugees, and Migration—Refugee Reception and Placement Program	19.510	\$2,092,425	\$3,969,264
TOTAL U.S. DEPARTMENT OF STATE		<u>2,092,425</u>	<u>3,969,264</u>
<b>U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES</b>			
Direct programs			
Administration for Children and Families—Office of Refugee Resettlement Matching Grant, Capacity Strengthening Technical Assistance Initiative and Preferred Communities	93.576	1,641,697	3,035,799
Total Administration for Children and Families - Office of Refugee Resettlement		<u>1,641,697</u>	<u>3,035,799</u>
Pass-through programs			
Catholic Charities of Southern Nevada—Formula Targeted Assistance; Refugee Social Services	93.583; 93.566		476,239
State of Maryland - Public Private Partnership Transitional Cash Assistance	93.566		566,901
COVID-19 State of Maryland - Public Private Partnership Transitional Cash Assistance	93.566		55,351
Fairfax County— Community Development Block Grant program	93.576		60,398
COVID-19 Fairfax County— Sustainability Grant	93.576		25,379
Commonwealth of Virginia - Resettlement support	93.671		227,985
COVID-19 Commonwealth of Virginia - Resettlement support	93.671		7,000
U.S. Committee for Refugee and Immigrants - Trafficking Victims Assistance program	93.598		808
			<u>1,420,061</u>
State of Colorado			
Temporary assistance for needy families program – CARES/REACH	93.558; 93.566; 93.583 ;93.576		957,178
CRSP - Youth Program	93.566;93.558; 93.576		150,793
COVID-19 CRSP - Chrome books	93.566;93.558; 93.576		4,167
Total State of Colorado			<u>1,112,138</u>
Total pass-through programs			<u>2,532,199</u>
<b>TOTAL U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES</b>		<u>1,641,697</u>	<u>5,567,998</u>
<b>CORPORATION FOR NATIONAL AND COMMUNITY SERVICE</b>	94.009		<u>69</u>
<b>U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT</b>			
Pass-through programs			
Arlington County, Commonwealth of Virginia—Community Development Block Grant program (microenterprise loan program, business incubator program)	14.218		49,154
Fairfax County, Commonwealth of Virginia—Community Development Block Grant	14.218		47,366
<b>TOTAL U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT</b>			<u>96,520</u>
<b>U.S. DEPARTMENT OF THE TREASURY</b>			
Community Development Financial Institution	21.020		190,628
COVID-19 - ACT for Alexandria - Corona Virus Relief Fund	21.019		75,508
<b>TOTAL U.S. DEPARTMENT OF THE TREASURY</b>			<u>266,136</u>
<b>U.S. SMALL BUSINESS ADMINISTRATION</b>			
Microloan Technical Assistance program	59.046		762,170
Microloan program	73.4279		1,294,722
<b>TOTAL U.S. SMALL BUSINESS ADMINISTRATION</b>			<u>2,056,892</u>
<b>Total Expenditures of Federal Awards</b>		<u>\$3,734,122</u>	<u>\$11,956,879</u>

The accompanying notes are an 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, 2020**

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, 2020, 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.

**Schedule of Findings and Questioned Costs**

**For the Year Ended September 30, 2020**

**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, 2020

	PROGRAM SERVICES						SUPPORTING SERVICES			GRAND TOTAL	
	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
Salaries	\$ 580,645	\$ 975,295	\$ 34,487	\$ 89,784	\$ 1,855,865	\$ 793,327	\$ 4,329,403	\$ -	\$ 910,956	\$ 910,956	\$ 5,240,359
Fringe benefits	136,126	352,082	10,427	32,412	669,968	286,390	1,487,405	-	404,364	404,364	1,891,769
Bad debts	-	-	-	-	-	95,414	95,414	-	-	-	95,414
Subcontractors and Affiliates	-	-	-	-	2,583,592	-	2,583,592	-	-	-	2,583,592
Client assistance	151,228	342,773	-	-	706,493	42	1,200,536	-	32,582	32,582	1,233,118
Depreciation	-	-	-	-	-	-	-	62,976	14,359	77,335	77,335
Equipment rental	-	1,907	-	-	1,379	-	3,286	-	7,771	7,771	11,057
Insurance	-	6,082	-	-	4,203	-	10,285	20,943	46,056	66,999	77,284
Interest	-	-	-	-	-	17,653	17,653	117,936	417	118,353	136,006
International assistance	-	-	-	-	-	-	-	-	31,387	31,387	31,387
Licenses and taxes	562	2,595	-	-	2,145	-	5,302	111,414	3,266	114,680	119,982
Repairs and maintenance	121	1,045	-	-	591	-	1,757	17,978	4,818	22,796	24,553
Upkeep	-	-	-	-	2,184	-	2,184	24,562	2,553	27,115	29,299
Meeting, conference and seminars	673	1,211	-	-	4,983	1,833	8,700	-	17,047	17,047	25,747
Miscellaneous	-	36	-	-	36	363	435	5,372	6,960	12,332	12,767
Postage and shipping	460	733	-	-	400	889	2,482	-	3,791	3,791	6,273
Materials	-	-	-	-	-	-	-	23,606	-	23,606	23,606
Printing	1,105	2,048	773	-	3,073	1,909	8,908	-	9,288	9,288	18,196
Professional fees	22,157	37,218	-	-	112,530	12,636	184,541	63,266	251,454	314,720	499,261
Outreach and advertsing	3,415	-	50	-	55	9,139	12,659	-	4,406	4,406	17,065
Occupancy	97,512	146,679	1,980	-	82,679	700	329,550	-	-	-	329,550
Subscriptions and membership dues	433	237	-	-	2,099	490	3,259	-	9,095	9,095	12,354
Supplies	2,076	31,630	-	405	58,477	20,235	112,823	-	54,018	54,018	166,841
Telephone, internet, network	196	3,899	-	-	4,512	1,813	10,420	1,799	16,214	18,013	28,433
Security	-	-	-	-	-	-	-	13,552	-	13,552	13,552
Technology	4,900	7,354	-	-	2,528	-	14,782	-	7,493	7,493	22,275
Travel	229	5,373	381	-	30,021	2,968	38,972	-	5,867	5,867	44,839
Utilities	211	3,623	-	-	1,039	-	4,873	74,705	39	74,744	79,617
In-kind Client Assistance	-	-	-	-	-	-	-	-	96,502	96,502	96,502
Workshop, training and incentive	17,592	5,591	1,422	-	17,325	-	41,930	-	40,259	40,259	82,189
<b>TOTAL</b>	<b>\$ 1,019,641</b>	<b>\$ 1,927,411</b>	<b>\$ 49,520</b>	<b>\$ 122,601</b>	<b>\$ 6,146,177</b>	<b>\$ 1,245,801</b>	<b>\$ 10,511,151</b>	<b>\$ 538,108</b>	<b>\$ 1,980,962</b>	<b>\$ 2,519,070</b>	<b>\$ 13,030,221</b>

ETHIOPIAN COMMUNITY DEVELOPMENT COUNCIL, INC. AND SUBSIDIARIES

Consolidated Schedule of Functional Expenses

For the Year Ended September 30, 2019

	PROGRAM SERVICES						SUPPORTING SERVICES			GRAND TOTAL	
	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
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	2,481	-	-	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	72,653	195,446	268,099	455,672
Outreach and advertsing	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	70,238	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
<b>TOTAL</b>	<b>\$ 286,522</b>	<b>\$ 2,060,147</b>	<b>\$ 81,976</b>	<b>\$ 118,418</b>	<b>\$ 8,256,880</b>	<b>\$ 1,215,449</b>	<b>\$ 12,019,392</b>	<b>\$ 579,597</b>	<b>\$ 2,097,554</b>	<b>\$ 2,677,151</b>	<b>\$ 14,696,543</b>