

HILLTOP ALLIANCE AND SUBSIDIARIES

Consolidated Financial Statements

December 31, 2023

HILLTOP ALLIANCE AND SUBSIDIARIES

Table of Contents

December 31, 2023

	<u>Pages</u>
Independent Auditor's Report	1 – 2
Consolidated Financial Statements	
Consolidated Statements of Financial Position	3
Consolidated Statement of Activities	4
Consolidated Statement of Functional Expenses	5
Consolidated Statements of Cash Flows	6
Notes to the Consolidated Financial Statements	7 – 17



McGee Maruca & Associates, P.C.

Certified Public Accountants
3111 Banksville Road, Suite 200
Pittsburgh, PA 15216
Ph 412.344.9006
Fax 412.344.9475
Email: office@mcgeemaruca.com
Website: mcgeemaruca.com

Leslie A. McGee, C.P.A.
Lisa Maruca DiPardo, C.P.A.

Independent Auditor's Report

Board of Directors
Hilltop Alliance and Subsidiaries
Pittsburgh, Pennsylvania

Opinion

We have audited the accompanying consolidated financial statements of Hilltop Alliance (a nonprofit organization) and Subsidiaries, which comprise the consolidated statement of financial position as of December 31, 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Hilltop Alliance and Subsidiaries as of December 31, 2023, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Hilltop Alliance and Subsidiaries and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Hilltop Alliance and Subsidiaries ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Hilltop Alliance and Subsidiaries internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Hilltop Alliance and Subsidiaries ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Hilltop Alliance and Subsidiary's 2022 consolidated financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated July 14, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Pittsburgh, PA
July 22, 2024

McLee Maruca & Associates, P.C.

HILLTOP ALLIANCE AND SUBSIDIARIES

Consolidated Statements of Financial Position

December 31

	<u>Assets</u>	
	2023	2022
Current assets:		
Cash	\$ 714,825	\$ 735,060
Accounts receivable	60,702	180,500
Grants receivable	222,500	100,000
Notes receivable	14,000	14,000
Investments	130,190	110,689
Prepaid expenses	11,767	10,354
Total current assets	1,153,984	1,150,603
Property and equipment:		
Land	26,866	26,866
Building & improvements	341,840	330,140
Equipment	6,064	6,064
Total property and equipment	374,770	363,070
Less accumulated depreciation	(17,168)	(8,508)
Net property and equipment	357,602	354,562
Other:		
Development property	633,634	594,917
Security deposit	362	694
Total other assets	633,996	595,611
Total assets	\$ 2,145,582	\$ 2,100,776
<u>Liabilities and Net Assets</u>		
Current liabilities:		
Accounts payable	\$ 14,722	\$ 7,589
Accrued expenses	31,478	32,452
Deposits	5,425	3,975
Current portion of loan payable	7,372	6,982
Total current liabilities	58,997	50,998
Long-term portion of loan payable	84,830	92,030
Total liabilities	143,827	143,028
Net assets:		
Without donor restrictions	1,765,550	1,721,455
With donor restrictions	236,205	236,293
Total net assets	2,001,755	1,957,748
Total liabilities and net assets	\$ 2,145,582	\$ 2,100,776

See accompanying notes to the consolidated financial statements.

HILLTOP ALLIANCE AND SUBSIDIARIES

Consolidated Statement of Activities

For the Year Ended December 31, 2023

With Comparative Totals for the Year Ended December 31, 2022

	Without Donor Restrictions	With Donor Restrictions	2023 Total	2022 Total
Operating activities:				
Support and revenue:				
Contributions	\$ 30,234	\$ 225,000	\$ 255,234	\$ 263,452
NPP/NAP program	495,000	-	495,000	350,000
URA - Housing Opportunity contract	518,989	-	518,989	233,371
Other government grant revenue	64,783	-	64,783	468,052
Administrative fees	110,719	-	110,719	47,634
Rental income	61,862	-	61,862	56,073
Interest income	554	-	554	3
Investment income	19,500	-	19,500	(20,675)
Gain (loss) on sale of property held for resale	(1,209)	-	(1,209)	-
Miscellaneous income	16,018	-	16,018	1,673
Net assets released from restrictions:				
Restrictions satisfied by payments	225,088	(225,088)	-	-
Total support and revenue	1,541,538	(88)	1,541,450	1,399,583
Expenses:				
Program services:				
Community revitalization	1,338,264	-	1,338,264	992,124
Supporting services:				
Management and general	133,949	-	133,949	148,833
Fundraising	25,230	-	25,230	27,199
Total supporting services	159,179	-	159,179	176,032
Total expenses	1,497,443	-	1,497,443	1,168,156
Change in net assets	44,095	(88)	44,007	231,427
Net assets at beginning of year	1,721,455	236,293	1,957,748	1,726,321
Net assets at end of year	\$ 1,765,550	\$ 236,205	\$ 2,001,755	\$ 1,957,748

See accompanying notes to the consolidated financial statements.

HILLTOP ALLIANCE AND SUBSIDIARIES

Consolidated Statement of Functional Expenses

For the Year Ended December 31, 2023

With Comparative Totals for the Year Ended December 31, 2022

	Program Services	Supporting Services				
	Community Revitalization	Management and General	Fundraising	Total Supporting Services	2023 Total	2022 Total
Advertising	\$ 60,767	\$ -	\$ -	\$ -	\$ 60,767	\$ 28,264
Bank fees	-	1,003	-	1,003	1,003	5,110
Contract labor	100,322	11,147	-	11,147	111,469	171,471
Employee benefits	24,696	4,631	1,543	6,174	30,870	36,794
Grants	548,060	-	-	-	548,060	237,433
Interest expense	5,599	-	-	-	5,599	5,628
Insurance	1,239	20,716	78	20,794	22,033	15,443
Meeting expense	2,251	563	-	563	2,814	2,144
Membership fees	789	-	-	-	789	344
Miscellaneous	-	-	-	-	-	1,664
Office expense	14,260	3,105	-	3,105	17,365	24,065
Other program expense	38,238	64	-	64	38,302	512
Payroll taxes	30,288	5,679	1,893	7,572	37,860	38,756
Printing	2,616	462	-	462	3,078	2,305
Professional fees	40,980	15,804	-	15,804	56,784	65,928
Property taxes and insurance	14,294	-	-	-	14,294	5,340
Rent	1,968	432	-	432	2,400	27,050
Salaries	347,459	65,149	21,716	86,865	434,324	467,116
Sponsorships	79,004	-	-	-	79,004	13,983
Staff/Board development	3,215	776	-	776	3,991	4,684
Travel	716	145	-	145	861	-
Utilities and telephone	11,575	2,541	-	2,541	14,116	8,634
Website/computer supplies	3,000	-	-	-	3,000	3,044
Total expenses before depreciation	1,331,336	132,217	25,230	157,447	1,488,783	1,165,712
Depreciation	6,928	1,732	-	1,732	8,660	2,444
Total expenses	<u>\$ 1,338,264</u>	<u>\$ 133,949</u>	<u>\$ 25,230</u>	<u>\$ 159,179</u>	<u>\$ 1,497,443</u>	<u>\$ 1,168,156</u>

See accompanying notes to the consolidated financial statements.

HILLTOP ALLIANCE AND SUBSIDIARIES

Consolidated Statements of Cash Flows

For the Years Ended December 31

	<u>2023</u>	<u>2022</u>
Cash flows from operating activities:		
Change in net assets	\$ 44,007	\$ 231,427
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	8,660	2,444
Unrealized (gain) loss on investments	(17,387)	22,659
Change in operating assets and liabilities:		
Increase in accounts/grants receivable	(2,702)	(82,331)
Increase in notes receivable	-	(4,000)
Increase in prepaid expenses	(1,413)	(2,810)
Decrease in security deposit	332	1,675
Increase (decrease) in accounts payable	7,133	(84,537)
(Decrease) increase in accrued liabilities	(974)	3,953
Increase in deposits	1,450	-
Net cash provided by operating activities	<u>39,106</u>	<u>88,480</u>
Cash flows from investing activities:		
Purchase of development property	(38,717)	(52,526)
Purchase of investments	(2,114)	(1,983)
Purchase of property and equipment	(11,700)	(357,006)
Net cash used in investing activities	<u>(52,531)</u>	<u>(411,515)</u>
Cash flows from financing activities:		
Payments on long-term debt	(6,810)	(6,586)
Net cash used by financing activities	<u>(6,810)</u>	<u>(6,586)</u>
Net decrease in cash	(20,235)	(329,621)
Cash at beginning of year	<u>735,060</u>	<u>1,064,681</u>
Cash at end of year	<u><u>\$ 714,825</u></u>	<u><u>\$ 735,060</u></u>
Supplemental disclosure:		
Cash paid during the year for interest expense	<u><u>\$ 5,599</u></u>	<u><u>\$ 5,628</u></u>

See accompanying notes to the consolidated financial statements.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements

December 31, 2023

(1) **Organization**

Hilltop Alliance is a nonprofit corporation chartered by the Commonwealth of Pennsylvania and was established on March 29, 2009. The Organization's mission is to connect neighborhood based organizations and leverage their individual efforts, creating a shared vision and voice for the Hilltop neighborhoods. The Hilltop Alliance is structured as a collaborative organization comprised of community based organizations from the following South Pittsburgh neighborhoods: Allentown, Arlington, Arlington Heights, Beltzhoover, Bon Air, Carrick, Knoxville, Mt. Oliver City, Mt. Oliver Borough, St. Clair, South Side Slopes and Mt. Washington.

Hilltop Alliance authorized the creation of HA Development LLC on May 30, 2017 as a Pennsylvania nonprofit limited liability company. Hilltop Alliance is the sole member of HA Development LLC. HA Development LLC is a disregarded entity for federal income tax purposes; therefore, it takes on the 501(c)(3) nonprofit status of its sole member Hilltop Alliance. The purpose of HA Development LLC is to provide community and economic development, through real estate, in low to moderate income census tracts in south Pittsburgh's Hilltop neighborhoods.

Hilltop Alliance authorized the creation of HA Affordable Homes, LLC on August 9, 2022 as a Pennsylvania nonprofit limited liability company, with Hilltop Alliance being the sole member. HA Affordable Homes, LLC is taxed as a corporation for federal income tax purposes.

HA Affordable Homes, LLC owns 51% of Excelsior Street Housing, LLC which was created on August 10, 2022 as a Pennsylvania limited liability company and is taxed as a partnership for federal income tax purposes. The partnership intends to acquire certain properties located in the Grandview South part of the Allentown neighborhood in the City of Pittsburgh and to substantially rehabilitate, construct and operate an affordable housing project.

Excelsior Street Housing, LLC is a general partner and owns 1% of Grandview South Homes, L.P. which was created on August 11, 2022 as a Pennsylvania limited partnership and is taxed as a partnership for federal income tax purposes. The purpose of the partnership is to purchase, mortgage, sell, lease, manage, operate, improve, alter, transfer and exchange or otherwise convey and encumber affordable housing projects.

The accompanying consolidated financial statements include the accounts of Hilltop Alliance, HA Development LLC, HA Affordable Homes, LLC, Excelsior Street Housing, LLC and Grandview South Homes, L.P. which collectively will be referred to as the "Organization". All intercompany transactions and balances have been eliminated in consolidation.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(2) **Summary of Significant Accounting Policies**

(a) **Basis of Presentation**

The consolidated financial statements have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. The consolidated financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide").

Under the provisions of the Guide, the net assets and revenues, and gains and losses are classified based on the existence of donor-imposed restrictions. Accordingly, the net assets of The Organization and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

(b) **Measure of Operations**

The statement of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing community services. Non-operating activities are limited to other activities considered to be of a more unusual or nonrecurring nature. There are no non-operating activities for the Organization for the year ended December 31, 2023.

(c) **Property and Equipment**

Expenditures for property and equipment of \$5,000 or greater are capitalized at their original cost. The Organization assesses for impairment losses when conditions warrant. Donated assets are capitalized at their fair market value at the time of their donation. Maintenance and repairs are charged to expense as incurred; major improvements are capitalized. Depreciation is provided on the straight-line method over the estimated useful lives of the assets, which are generally 5 to 39 years.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(2) **Summary of Significant Accounting Policies, continued**

(d) **Income Taxes**

The Organization is a nonprofit corporation as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from Federal and State income taxes pursuant to Section 501(a) of the Code. The Organization is not classified as a private foundation.

The Organization files federal Exempt Organization Tax Returns (Form 990) as applicable. The filed forms are subject to examination by the IRS, generally for three years after they were filed. The Organization has not been notified of any such examination as of the date of the audit report.

The Financial Accounting Standards Board has issued FASB ASC No. 740, "Income Taxes", which clarifies accounting principles generally accepted in the United States of America for recognition, measurement, presentation and disclosure relating to uncertain tax positions. FASB ASC No. 740 applies to business enterprises, not-for-profit entities, and pass-through entities, such as S corporations and limited liability companies. The Organization evaluates uncertain tax positions in accordance with FASB ASC No. 740 and has determined there is no material impact on the Organization's financial position or results of operations for the year ended December 31, 2023.

(e) **Cash and Cash Equivalents**

The Organization's cash consists of cash on deposit with banks. For purposes of cash flows, the Organization considers all unrestricted highly liquid investments with original maturities of three months or less to be cash equivalents.

(f) **Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(g) **Gain or Loss on the Sale of Real Estate**

The gain or loss on the sale of real estate is the difference between the proceeds of the sale less the selling expenses and the holding cost capitalized, if any. It does not include the project's allocable share of indirect supervisory management and general expenses.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(2) **Summary of Significant Accounting Policies, continued**

(h) **Functional Allocation of Expenses**

The costs of providing program and other activities have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among program services and supporting services benefited. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

<u>Expenses</u>	<u>Method of Allocation</u>
Salaries and wages	Time and effort
Payroll tax expense	Time and effort
Benefits	Time and effort
Contracted labor	Based on percentage
Printing expense	Based on percentage
Depreciation	Based on square footage
Rent and occupancy	Based on square footage
Office expense	Based on percentage
Insurance expense	Allocated based on staffing
Meeting expense	Allocated based on staffing
Professional fees	Time and effort
Utilities and telephone	Based on percentage
Staff development	Allocated based on staffing
Website/computer supplies	Based on percentage

(i) **Contributions**

Unconditional contributions are recognized when pledged and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Contributions restricted for the acquisition of land, buildings, and equipment are reported as net assets without donor restrictions upon acquisition of the assets and the assets are placed in service.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(2) **Summary of Significant Accounting Policies, continued**

(j) **Contributed Nonfinancial Assets**

In instances where an objective basis for valuing the goods or services contributed exists, the value is reflected in the financial statement as support and a related expense in the period the goods or services are used. Goods or services for which it is impractical to estimate a fair market value are not reflected in the accompanying financial statements.

Donated services and goods are recorded as contributions at their estimated fair value at the date of receipt. The donated goods are used to maintain the Organization's program activities. During 2023, the value of these materials was \$0.

(k) **Donated Assets**

Donated assets are recorded as contributions at their estimated fair value at the date of donation. There were no donated assets for the year ended December 31, 2023.

(l) **Fair Value**

FASB ASC No. 820, "Fair Value Measurements" defines fair value, establishes guidelines for measuring fair value and expands disclosures regarding fair value measurements. This pronouncement does not require any new fair value measurements, but rather eliminates inconsistencies in guidance found in various prior accounting pronouncements. The carrying value of the Organization's cash, receivables, prepaid expenses, accounts payable and accrued liabilities approximates fair value primarily because of the short maturity of these instruments.

The Board of Directors reviews and approves the Organization's fair value measurement policies and procedures annually. At least annually, the Board determines if the valuation techniques used in fair value measurements are still appropriate.

(m) **Investments**

The Organization carries investments in marketable securities with readily determinable fair values (based on direct market-based prices) at their fair values in the Statement of Financial Position. Unrealized gains and losses are included in the change in net assets in the accompanying Statement of Activities. In general, investments are exposed to various risks, such as interest rate, credit, and overall market volatility risk. Due to the level of risk associated with certain investments, it is reasonably possible that changes in the values of the investments will occur in the near term and that such changes could materially affect the amounts reported in the Statement of Financial Position.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(3) **Contributions Receivable**

Unconditional promises to give are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses, depending on the form of the benefits received. The Organization had unconditional promises to give in the amount \$222,500 at December 31, 2023 and they are included under grants receivable. Collection was made in full in the next calendar year.

Conditional promises to give are recognized when the condition on which they depend are substantially met. The Organization does not have any conditional promises to give at December 31, 2023.

(4) **Note Receivable**

On December 1, 2015, the Organization provided a \$10,000 note receivable to 412Kidz and its Owner. Ten (10) consecutive monthly payments of interest only, with interest being calculated on the unpaid principal balance using an interest rate of five percent (5%), in the amount of \$50 commencing on February 1, 2016 until November 1, 2016. The final payment of the principal amount of \$10,000 was due on December 1, 2016. The principal balance has not been received but management believes that this note is still fully collectible and that an allowance account is not considered necessary.

On July 6, 2022, the Organization provided a \$4,000 note receivable to Dark Brew LLC and its owner. The borrower is permitted to pay back the loan in full at any point after the purchase of an espresso machine, or the Organization has rights to the purchase.

(5) **Accounts Receivable**

Accounts receivable are recorded at the amounts originally billed, less payments received and are non-interest bearing. The potential risk is limited to the amount recorded in the financial statements. The allowance for doubtful accounts is based upon historical collections and the amount of past due receivables for accounts whose collectability is in doubt. Management believes that no allowance is needed at December 31, 2023. Balances are written off once management determines collectability is not possible.

(6) **Prepaid Expenses**

Prepaid expenses consisted of the following at December 31, 2023:

Prepaid insurance	<u>\$11,767</u>
Total	<u>\$11,767</u>

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(7) **Accrued Liabilities**

Accrued liabilities consisted of the following at December 31, 2023:

Accrued payroll and taxes	\$ 20,478
Professional fees	<u>11,000</u>
	<u>\$ 31,478</u>

(8) **Significant Concentration of Credit Risk**

The Organization maintains various bank accounts at both PNC Bank and Dollar Bank. Cash balances for each banking institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Organization's cash exceeded this limit for PNC Bank by \$448,160 at December 31, 2023.

(9) **Long-term debt**

Long-term debt at December 31, 2023 consisted of the following:

Loan payable to Dollar Bank, payable in monthly installments of \$1,018 through September 1, 2033. Interest is payable at an annual percentage rate of 5.41%.	\$ 92,202
Less current amount:	(<u>7,372</u>)
	<u>\$ 84,830</u>

As of December 31, 2023, approximate annual maturities of long-term debt are as follows:

2024	\$ 7,372
2025	7,784
2026	8,219
2027	8,678
2028 and thereafter	<u>60,149</u>
	<u>\$ 92,202</u>

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(10) Net Assets

Net Assets with Donor Restrictions

Releases from donor restricted net assets for the year ended December 31, 2023 are as follows:

ADA Trail	\$ 4,000
Allentown Programs	189,623
South Side Park Pump Track	15,000
Fresh Fridays	<u>16,465</u>
Total	<u>\$225,088</u>

Net assets with donor restrictions at December 31, 2023 consisted of the following:

ADA Trail	\$ 11,000
Commercial Property Acquisition	200,000
South Side Park Pump Track	205
Emergency Stabilization Fund	<u>25,000</u>
Total	<u>\$236,205</u>

(11) Real Estate Development Property

Hilltop purchases property for development and resale in the Hilltop neighborhoods in Pittsburgh, Pennsylvania. Real estate development consists of the direct cost incurred in acquisition and renovation of projects undertaken and owned by Hilltop Alliance and SUBSIDIARIES. Indirect costs for the supervision and management and other general activities related to the projects are expensed in the year incurred.

Real estate development property at December 31, 2023 consisted of properties located at 414, 420 and 424 E. Warrington Avenue, 620, 719, 726, 803, 805, 807 and 845 Excelsior, 213 Kingsboro Street, 922 Manton Way, 256, 952, and 954 Industry Street, 11 E. Amanda Street, 819-823 E. Warrington Avenue, 845 Henger Street, 6, 50-51 Millbridge Street, Schuler Street, 6 and 8 Allen Street, and 703 McLain Street.

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(12) Operating Lease

The Organization sublet property from Brashear Association for eight months during 2023 to complete the sublease agreement signed in 2022 while purchasing and moving into a new building located at 209 Bausman Street. Rent expense for the year ended December 31, 2023 totaled \$2,400.

(13) Investments

Investments are required to be reported at their fair market value as determined by quoted market prices in the statement of financial position. Net appreciation (depreciation) in the fair value of investments, which consists of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, is presented in the statement of activities in accordance with any donor restrictions as investment return. Investment return is presented net of investment fees. The following is a summary of investments at December 31, 2023:

	<u>Quoted Market Value</u>
Without donor restrictions:	
Money market funds	\$ 1,986
Mutual funds - fixed income	22,335
Mutual funds - equities	94,553
Mutual funds – alternative investments	<u>11,316</u>
	<u>\$130,190</u>

The composition of the investment return as reported in the Statement of Activities for the year ended December 31, 2023 was as follows:

Without donor restrictions:	
Interest and dividend income	\$ 3,281
Investment fees	(1,168)
Net unrealized gain (loss) on investments	<u>17,387</u>
Total investment return	<u>\$ 19,500</u>

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(14) **Fair Value Measurement of Investments**

FASB ASC No. 820, *Fair Value Measurements*, established a three-tier fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and lowest priority to unobservable inputs (level 3 measurements).

The three levels of the fair value hierarchy under FASB ASC No. 820 are described below:

Level 1 – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the organization has the ability to access.

Level 2 – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

Level 3 – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

In instances where the determination of fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

The following table summarizes the Organization's investments that were accounted for at fair value within the fair value hierarchy of FASB ASC No. 820, as of December 31, 2023.

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Without donor restrictions:				
Assets:				
Money Market	\$ 1,986	\$ 0	\$ 0	\$ 1,986
Mutual Funds	<u>128,204</u>	<u>0</u>	<u>0</u>	<u>128,204</u>
	<u>\$130,190</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$130,190</u>

HILLTOP ALLIANCE AND SUBSIDIARIES

Notes to the Financial Statements, continued

December 31, 2023

(15) **Liquidity**

The following represents the Organization's financial assets at December 31, 2023:

Financial assets at year-end:	
Cash and cash equivalents	\$ 714,825
Accounts receivable	60,702
Grants receivable	222,500
Investments	<u>130,190</u>
Total financial assets	<u>1,128,217</u>
Less amounts not available to be used within one year:	
Net assets with donor or time restrictions	<u>236,205</u>
	<u>236,205</u>
Financial assets available to meet general expenditures over the next twelve months	\$ <u><u>892,012</u></u>

The Organization's goal is generally to maintain financial assets to meet six months of operating expenses. As part of its liquidity plan, excess cash is invested in short-term investments, including money market accounts and certificates of deposit.

(16) **Subsequent Events**

Subsequent events were evaluated through the Independent Auditor's Report date, which is the date the financial statements were available to be issued. No subsequent events were noted.