



Consolidated Financial Statements
June 30, 2018 and 2017

GROW South Dakota and Subsidiaries

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June 30, 2018 and 2017

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Independent Auditor's Report

The Board of Directors
GROW South Dakota
Sisseton, South Dakota

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of GROW South Dakota (a nonprofit Corporation) and its subsidiaries, which comprise the consolidated statement of financial position as of June 30, 2018, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America 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 from material misstatement.

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

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

Opinion

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

Report on Summarized Comparative Information

We have previously audited GROW South Dakota's 2017 consolidated financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 29, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information on pages 25 through 30 is presented for the purposes of additional analysis and is not a required part of the financial statements. The accompanying consolidated schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the audit requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance)*, and is also not a required part of the financial statements.

The supplementary information is the responsibility of management and is derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary 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 a report dated September 24, 2018, on our consideration of GROW South Dakota's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, 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 GROW South Dakota'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 GROW South Dakota's internal control over financial reporting and compliance.



Aberdeen, South Dakota
September 24, 2018

GROW South Dakota and Subsidiaries
Consolidated Statements of Financial Position
June 30, 2018 and 2017

	2018			Total	2017
	Unrestricted	Temporarily Restricted	Permanently Restricted		
Assets					
Cash and cash equivalents	\$ 1,609,285	\$ 988,029	\$ -	\$ 2,597,314	\$ 4,632,646
Cash and cash equivalents - restricted	857,666	-	-	857,666	1,882,997
Program cash reserve	50,299	49,068	-	99,367	87,383
Accrued interest receivable	11,880	2,715	-	14,595	14,595
Other receivable	2,493	-	-	2,493	758
Grant receivable	-	673,790	-	673,790	120,704
Prepaid assets	7,695	21,000	-	28,695	8,527
Notes receivable, less allowance for loan losses of \$443,645 in 2018 and \$295,844 in 2017	3,299,353	4,384,172	-	7,683,525	5,122,939
Beneficial interests in assets held by Community Foundation	110,230	-	-	110,230	108,392
Other real estate owned	59,500	-	-	59,500	-
Construction in progress	-	374,033	-	374,033	-
Property and equipment, net	19,002,577	-	-	19,002,577	37,458,106
	<u>\$ 25,010,978</u>	<u>\$ 6,492,807</u>	<u>\$ -</u>	<u>\$ 31,503,785</u>	<u>\$ 49,437,047</u>
Liabilities and Net Assets					
Accounts payable	\$ 14,496	\$ 24,317	\$ -	\$ 38,813	\$ 30,472
Security deposits	13,373	-	-	13,373	15,053
Accrued expenses	48,502	5,134	-	53,636	51,625
Unearned revenue	-	1,095,752	-	1,095,752	3,024,227
Notes payable, net of unamortized debt issuance costs of \$209,875 in 2018 and \$586,521 in 2017	25,377,132	1,837,960	-	27,215,092	48,427,979
Total liabilities	<u>25,453,503</u>	<u>2,963,163</u>	<u>-</u>	<u>28,416,666</u>	<u>51,549,356</u>
Net Assets (Deficit) (See Notes 6 and 12)	<u>(442,525)</u>	<u>3,529,644</u>	<u>-</u>	<u>3,087,119</u>	<u>(2,112,309)</u>
Total net assets	<u>(442,525)</u>	<u>3,529,644</u>	<u>-</u>	<u>3,087,119</u>	<u>(2,112,309)</u>
	<u>\$ 25,010,978</u>	<u>\$ 6,492,807</u>	<u>\$ -</u>	<u>\$ 31,503,785</u>	<u>\$ 49,437,047</u>

GROW South Dakota and Subsidiaries
Consolidated Statements of Activities
Years Ended June 30, 2018 and 2017

	2018			Total	2017
	Unrestricted	Temporarily Restricted	Permanently Restricted		
Revenues					
Interest income on loans	\$ 182,743	\$ 49,366	\$ -	\$ 232,109	\$ 194,598
Apartment revenue	178,478	-	-	178,478	181,810
Grant income	286,207	5,112,986	-	5,399,193	1,092,597
Lease fee income	1,614,871	-	-	1,614,871	1,670,268
Interest earned on investments	12,801	456	-	13,257	12,662
Gain on debt forgiveness and transfer of assets	3,383,383	-	-	3,383,383	-
Miscellaneous income	36,120	402	-	36,522	26,760
Gain on sale of property and equipment	5,652	-	-	5,652	-
Donations and contributions	4,245	22,740	-	26,985	7,028
Endowment fund income	5,661	-	-	5,661	12,097
Management fees	6,800	-	-	6,800	6,800
Origination fees	106,883	-	-	106,883	9,557
Net assets released from restrictions					
Restrictions satisfied by payments	2,811,570	(2,811,570)	-	-	-
Total revenues	<u>8,635,414</u>	<u>2,374,380</u>	<u>-</u>	<u>11,009,794</u>	<u>3,214,177</u>
Expenses					
Program - revolving loan funds	134,344	-	-	134,344	149,139
Program - vehicle lease program	25,020	-	-	25,020	13,255
Program - housing program	2,904,336	-	-	2,904,336	802,282
Program - new market tax credit	2,653,328	-	-	2,653,328	2,781,273
Program - other program services	24,468	-	-	24,468	28,567
General and administrative	68,552	-	-	68,552	64,393
Fundraising and development	318	-	-	318	263
Total expenses	<u>5,810,366</u>	<u>-</u>	<u>-</u>	<u>5,810,366</u>	<u>3,839,172</u>
Change in Net Assets	2,825,048	2,374,380	-	5,199,428	(624,995)
Net Assets (Deficit), Beginning of Year	<u>(3,267,573)</u>	<u>1,155,264</u>	<u>-</u>	<u>(2,112,309)</u>	<u>(1,487,314)</u>
Net Assets (Deficit), End of Year (See Notes 6 and 12)	<u>\$ (442,525)</u>	<u>\$ 3,529,644</u>	<u>\$ -</u>	<u>\$ 3,087,119</u>	<u>\$ (2,112,309)</u>

GROW South Dakota and Subsidiaries
Consolidated Statements of Cash Flows
Years Ended June 30, 2018 and 2017

	2018	2017
Operating Activities		
Change in net assets	\$ 5,199,428	\$ (624,995)
Adjustments to reconcile change in net assets to net cash from (used for) operating activities:		
Interest expense attributable to amortization of debt issuance costs	166,621	180,059
Depreciation and amortization	1,081,779	1,115,957
Valuation loss on other real estate owned	12,520	
Gain on sale of assets	(5,652)	-
Non cash gain on debt forgiveness and transfer of assets	(4,412,094)	-
Endowment net investment gain	(5,661)	(12,097)
Provision for bad debts	155,405	87,827
Changes in assets and liabilities:		
Accrued interest receivable	-	(4,777)
Prepays	(20,168)	(54)
Other receivables	(1,735)	3,946
Grants receivable	(553,086)	(16,657)
Unearned revenue	(1,928,475)	2,040,094
Accrued expenses payable	2,011	(5,506)
Security deposits	(1,680)	1,632
Other accrued expenses	8,341	(34,798)
Net Cash from (used for) Operating Activities	(302,446)	2,730,631
Investing Activities		
Net increase in notes receivable	(2,788,011)	(1,557,150)
Net decrease in loan guarantee - certificates of deposit	-	19,000
Net change in investment in assets held by Community Foundation	3,823	(3,438)
Proceeds received on sale of property and equipment	13,100	-
Acquisition of property - construction in progress	(374,033)	-
Acquisition of property and equipment	(151,578)	(317,636)
Net Cash used for Investing Activities	(3,296,699)	(1,859,224)
Financing Activities		
Proceeds from loan funding	1,564,171	2,458,020
Principal payments on notes payable	(1,013,705)	(1,988,704)
Net Cash from Financing Activities	550,466	469,316
Net Change in Cash and Cash Equivalents	(3,048,679)	1,340,723
Cash and Cash Equivalents, Beginning of Year	6,603,026	5,262,303
Cash and Cash Equivalents, End of Year	\$ 3,554,347	\$ 6,603,026
Cash and Cash Equivalents Consists of:		
Cash and cash equivalents	\$ 2,597,314	\$ 4,632,646
Cash and cash equivalents - restricted	857,666	1,882,997
Program cash reserve	99,367	87,383
	\$ 3,554,347	\$ 6,603,026
Supplemental Disclosure of Cash Flow Information		
Cash paid during the year for interest	\$ 1,638,952	\$ 1,735,283
Schedule of Non-cash Investing and Financing Activities		
Other real estate acquired in settlement of loans	\$ 59,500	\$ -
Property transferred to School District	17,500,322	-
Debt forgiven by School District	21,912,416	-

Note 1 - Principal Activity and Significant Accounting Policies

Principal Business Activity

GROW South Dakota (the Corporation) is a nonprofit corporation whose primary objective is to promote and foster economic growth, housing development, and educational opportunities in distressed communities and underserved markets in South Dakota by providing services to individual, small business and communities through loan products and development services. The Corporation maintains a loan fund through various loan programs.

GROW South Dakota's wholly owned subsidiaries Rockyford School LLC and Batesland School LLC are nonprofit corporations whose primary objective was to obtain New Market Tax Credit (NMTC) loans to build and lease two schools in Oglala Lakota County and to the Oglala Lakota County School District (School District). The New Markets Tax Credits allocated to the investors of the program have a seven year compliance period. It is expected that upon expiration of the seven year compliance periods, the projects will unwind (see Note 13). It is anticipated the Batesland School LLC New Markets Tax Credits project will unwind in fiscal 2019.

GROW South Dakota's wholly owned subsidiary Pheasant Valley Courtyard, LLC is a low income housing project located in Milbank, South Dakota providing affordable housing for families, handicapped, elderly and disabled persons.

The consolidated financial statements presented in this report represent all the funds and fiscal activities under the control of the Board of Directors through a seven-member governing board of the Corporation.

Principles of Consolidation

The consolidated financial statements include the accounts of the Corporation and its wholly-owned subsidiaries: Rockyford Schools, LLC, Batesland School, LLC, and Pheasant Valley Courtyard, LLC. All significant intercompany accounts and transactions have been eliminated in the consolidation.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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 revenue and expenses during the reporting period. Actual results could differ from those estimates. A material estimate that is particularly susceptible to significant change in the near term is the determination of the allowance for loan losses.

Basis of Accounting and Financial Statement Presentation

The accompanying financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. On the accrual basis of accounting, revenues are recognized when earned and expenses are recognized when incurred.

The Corporation is required to report information regarding its financial position and activities according to three classes of net assets:

- Unrestricted Net Assets – Net assets that are not subject to donor-imposed stipulations; however, may be designated by the Board for certain projects.
- Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that will be met either by actions of the Corporation and/or the passage of time.
- Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Corporation.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

Comparative Financial Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Corporation's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

Contributions

Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence, purpose, or nature of any donor restrictions.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Corporation considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. Cash and cash equivalents - restricted consists of cash reserves that are pledged to and controlled by a lender for potential debt repayment on the NMTC LLC's, and program cash reserves required to be maintained in separate deposit accounts according to funding source requirements.

Beneficial Interest in Assets Held by South Dakota Community Foundation

The Corporation has a permanent agency fund under South Dakota Community Foundations (SDCF). Distributable income from the Endowment shall be used to support the mission of the Corporation and will be made available for distribution not less often than annually, which may be on an annualized basis, or a calendar year basis, or a portion of either, as determined by the Directors of the Foundation. Variance power was granted to SDCF, with the Corporation being the beneficiary. The Fund is held and invested by SDCF for the benefit of the Corporation, and is reported at fair value in the statements of financial position, with trust distributions and changes in fair value recognized in the statements of activities.

The Corporation has a permanent designated fund separate from the agency fund that was established by SDCF for the Corporation. The Fund is held and invested by SDCF for the benefit of the Corporation. The balance of this account as of June 30, 2018 and 2017, was \$23,344 and \$23,594, respectively, at fair value and is carried on SDCF's financial statements only and not included as an asset in the statements of financial position.

Notes Receivable

Notes receivable are stated at the outstanding principle balance and are generally secured. The Corporation charges a late fee between \$7.50 and 10% of the loan payment for any payments more than 10 days late. Due to the uncertainty regarding collection, delinquency fees are recognized as income when received.

A note receivable is considered delinquent when the debtor has missed two or more payments. Loans placed on non-accrual status are determined by the Board of Directors. Interest resumes when principal on non-accrual status loans has been paid current. Management reviews the status of the past due notes and collection proceedings as management deems necessary. Payments of notes receivable are allocated first to accrued and unpaid interest with the remainder to the outstanding principal balance.

The carrying amount of loan receivables is reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. Management reviews all notes receivable and based on an assessment of current creditworthiness, estimates the portion, if any, of the balance that will not be collected. Additionally, management applies a risk rating calculation based upon various factors including collectability, collateral and ability to make payments to the aggregate remaining loan receivables to estimate a general allowance covering those amounts. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. It is at least reasonably possible this estimate will change within the next year.

Allowance for Loan Losses

The allowance for loan losses is established as losses are estimated to have occurred through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when management believes the collectability of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance when received. The Corporation's internal loan policy requires a minimum reserve for loan loss of 5% on the outstanding loan balance.

The allowance for loan losses is evaluated on a regular basis by management and is based upon management's periodic review of the collectability of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral and prevailing economic conditions. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available. It is at least reasonably possible this estimate will change within the next year.

A loan is considered impaired when, based on current information and events, it is probable that the Corporation will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value and the probability of collecting scheduled principal and interest payments when due. The Corporation recognizes interest income on impaired loans the same as other loans.

Impairment is measured on a loan-by-loan basis for all loans by either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's obtainable market price or the fair value of the collateral if the loan is collateral dependent.

Foreclosed Assets

Assets acquired through, or in lieu of, loan foreclosure are held for sale and are initially recorded at the lower of the unrecovered loan balance or fair value. Subsequent to foreclosure, valuations are periodically assessed by management and the assets are carried at the lower of carrying amount or fair value. Any revenue related to foreclosed assets would be reflected as revenues from foreclosed assets and expenses related to these assets would be reflected as revolving loan fund program expenses.

Property and Equipment

Purchases of property and equipment in excess of \$5,000 are recorded at cost. Donated property and equipment is valued at estimated fair value on the date donated if over \$5,000. Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of an asset are capitalized if over \$5,000. Expenditures for maintenance and repairs are charged to expense currently. When depreciable properties are retired or sold, the cost and related accumulated depreciation are eliminated from the accounts and the resultant gain or loss is reflected in income. Interest expenses related to the loan used to finance the school's construction was capitalized during the construction period and amortized on a straight-line basis over the life of the property.

Depreciation is provided for over the estimated useful lives of the individual assets using the straight-line method. The estimated useful lives used in the computation of depreciation are as follows:

Vehicles	5 years
Furnishings	5 years
Maintenance equipment	7 years
Buildings	25-39 years

The carrying values of property and equipment are reviewed for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. The Corporation has determined there were no indicators of asset impairment during the years ended June 30, 2018 or 2017.

Income Taxes

The Corporation is a nonprofit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code; therefore, no provision for income taxes has been presented in the accompanying financial statements. The Corporation is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, the Corporation is subject to income tax on net income that is derived from business activities that are unrelated to their exempt purposes. Management has determined that the Corporation is not subject to unrelated business income tax and has not filed an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

The subsidiaries of GROW South Dakota are all single member limited liability companies, and as such as limited liability companies, each respective company's taxable income or loss is allocated to the member. Therefore, no provision for income taxes has been included in the financial statements for those companies.

The Corporation and its subsidiaries evaluate their tax positions that have been taken or are expected to be taken on income tax returns and annual filing requirements to determine if an accrual is necessary for uncertain tax positions. As of June 30, 2018 and 2017, the unrecognized tax benefits accrual was zero. The Corporation and its subsidiaries will recognize future accrued interest and penalties related to unrecognized tax benefits in income tax expense if incurred.

Restricted and Unrestricted Revenue and Support

Federal grant awards received for specific purposes, such as cost reimbursement type grants, are recognized as support to the extent of related expense incurred in compliance with the specific restrictions.

Credit Risk - Receivables

The Corporation, as part of its normal business operations, grants credit in the form of notes receivable to companies primarily to start-up or expand businesses, or to individuals for homeownership, in South Dakota. The maximum amount of loss due to credit risk is equal to the outstanding balance on the notes. Risk ratings are reviewed annually on commercial notes, which include assessment of collateral and financial condition of the business. Allowances for loan losses are calculated from those risk ratings on commercial loans. The Corporation's policy is to review collateral and financial statements of the businesses on an annual basis. Allowances for loan losses on residential housing loans are calculated based on the approved lending policy which sets the allowance for loan losses rate based on collateral position. The Corporation seeks to obtain the most secure position possible, including collateral such as inventory, equipment, accounts receivable, mortgages, vehicle liens and personal guarantees.

Debt Issuance Costs

Debt issuance costs are amortized over the period the related obligation is outstanding using the straight-line method and management believes this is a reasonable estimate of the effective interest method. Debt issuance costs are included within long-term debt in the consolidated statements of financial position. Amortization of debt issuance costs is included in interest expense in the accompanying consolidated financial statements.

Unearned Revenue

Unearned revenue consists of advance payments, in the form of cash, for revenue to be recognized in the following year.

Salaries and Benefits

GROW South Dakota does not incur payroll but reimburses an affiliate for wages and benefits paid for common employees.

Reclassifications

Certain reclassifications of amounts previously reported have been made to the accompanying financial statements to report an unclassified statement of financial position. The reclassifications had no impact on previously reported net assets (deficit).

Subsequent Events

The Corporation has evaluated subsequent events through September 24, 2018, the date which the consolidated financial statements were available to be issued.

Note 2 - Fair Value Measurements and Disclosures

Certain assets are reported at fair value in the consolidated financial statements. Fair value is the price that would be received to sell an asset in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs to the fair value methodology include:

- Level 1: Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that can be accessed at the measurement date.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset either directly or indirectly. Level 2 inputs include the following:
- Quoted prices for similar assets or liabilities in active markets;
 - Quoted prices for similar assets or liabilities in markets that are not active;
 - Inputs other than quoted prices that are observable for the asset or liability;
 - Inputs that are derived principally from or corroborated by observable market data by correlation or other means (market-corroborated inputs).

If the asset or liability has a specified (or contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs are unobservable inputs for the asset or liability.

The fair value of the Corporation's beneficial interest in assets held by SDCF is based on the fair value of fund investments as reported by SDCF. These are considered to be Level 3 measurements. Fair value of the SDCF endowment fund measured on a recurring basis at June 30, 2018 and 2017 was \$110,230 and \$108,392, respectively.

The following is a reconciliation for Level 3 assets measured on a recurring basis:

	<u>SDCF Endowment Fund</u>
Balance, June 30, 2017	\$ 108,392
Total gains or losses included in changes in net assets	5,661
Contributions (net of admin fees)	3,043
Distributions	<u>(6,866)</u>
Balance, June 30, 2018	<u>\$ 110,230</u>
Balance, June 30, 2016	\$ 92,857
Total gains or losses included in changes in net assets	12,097
Contributions (net of admin fees)	<u>3,438</u>
Balance, June 30, 2017	<u>\$ 108,392</u>

Note 3 - Notes Receivable

The purpose of the loan fund is to provide flexible and accessible loans, primarily gap financing that will strengthen, create, or save businesses and job opportunities. A summary of notes receivable by portfolio category as of June 30, 2018 and 2017 follows:

	2018	2017
Commercial loans	\$ 3,920,941	\$ 3,508,829
Housing loans	<u>4,206,229</u>	<u>1,909,954</u>
Total loans	8,127,170	5,418,783
Less allowance for loan losses	<u>(443,645)</u>	<u>(295,844)</u>
Total notes receivable, net of allowance	<u>\$ 7,683,525</u>	<u>\$ 5,122,939</u>

Allowance for Loan Losses

The following table presents the activity in the allowance for loan losses for the year ended June 30, 2018 and 2017 and the recorded investment in loans and impairment method as of June 30, 2018 and 2017 by portfolio segment.

	2018		
	Commercial	Housing	Total
Allowance for Loan Losses			
Balance, beginning of year	\$ 182,795	\$ 113,049	\$ 295,844
Provision (benefit) for bad debts	(9,316)	160,974	151,658
Loans charged off	-	(3,857)	(3,857)
Balance, end of year	<u>\$ 173,479</u>	<u>\$ 270,166</u>	<u>\$ 443,645</u>
Collectively evaluated for impairment	<u>\$ 173,479</u>	<u>\$ 270,166</u>	<u>\$ 443,645</u>
Balance, end of year	<u>\$ 173,479</u>	<u>\$ 270,166</u>	<u>\$ 443,645</u>
Loans			
Collectively evaluated for impairment	<u>\$ 3,920,941</u>	<u>\$ 4,206,229</u>	<u>\$ 8,127,170</u>
Balance, end of year	<u>\$ 3,920,941</u>	<u>\$ 4,206,229</u>	<u>\$ 8,127,170</u>
	2017		
	Commercial	Housing	Total
Allowance for Loan Losses			
Balance, beginning of year	\$ 159,594	\$ 57,490	\$ 217,084
Provision for bad debts	23,201	55,559	78,760
Balance, end of year	<u>\$ 182,795</u>	<u>\$ 113,049</u>	<u>\$ 295,844</u>
Collectively evaluated for impairment	<u>\$ 182,795</u>	<u>\$ 113,049</u>	<u>\$ 295,844</u>
Balance, end of year	<u>\$ 182,795</u>	<u>\$ 113,049</u>	<u>\$ 295,844</u>
Loans			
Collectively evaluated for impairment	<u>\$ 3,508,829</u>	<u>\$ 1,909,954</u>	<u>\$ 5,418,783</u>
Balance, end of year	<u>\$ 3,508,829</u>	<u>\$ 1,909,954</u>	<u>\$ 5,418,783</u>

Credit Quality Indicators

The Corporation categorizes loans into risk categories based on relevant information about the ability of borrowers to service their debt including current financial information, historical payment experience, collateral adequacy, credit documentation, public information, current economic trends, and other factors. The Corporation analyzes loans individually by classifying the loans as to credit risk. This analysis typically includes larger loans such as commercial loans. This analysis is performed on an ongoing basis as new information is obtained. The Corporation uses the following definitions for risk ratings:

Prime - Loans with a rating of prime are very low risk for the Corporation. The borrower is in a strong financial position and able to withstand adversity to the business. The business owner typically has a very high credit score, a track record of proven management ability, strong character and there is adequate collateral for the loan or loans. Repayment ability is proven by borrower's financial history and there is adequate cash flow to show a margin for adversity.

Desirable - Loans with this rating present a lower risk to the Corporation than many other loans but they are not as strong as loans rated prime. Losses from loans in this category would be rare. These loans are generally strong in all areas but are more subject to adversity than prime loans. There may be one or more areas with some minor weakness or vulnerabilities.

Satisfactory - These are average loans for the Corporation's portfolio. They are strong enough to show repayment and collateral coverage but typically show one or more weaknesses. There may be narrow margins for repayment and collateral coverage. The credit scores for the principals may be average or slightly below average. Adversity can quickly affect this type of loan and result in a lower risk rating when updated.

Watch - These loans have one or more definite weaknesses, which may include factors such as a lack of sufficient collateral, weaker cash flows, management weaknesses, poor credit ratings of the principal owners/managers or other risks. Loans with this initial risk rating should not be made unless there are ways identified to reduce the Corporation's risk such as additional collateral, other supporting income or a strong guarantor.

Doubtful - New applications with this rating should not be approved. Existing loans with this rating have proven to be high risk by their performance. They are past due or cannot reasonably demonstrate the ability to repay the loan. Collateral is often inadequate, deteriorated or missing. Loans with this risk rating assigned are typically already having problems with repayment. A loan rated doubtful has a reasonable chance for at least partial repayment.

Projected Loss - A loan designated as projected loss means our best estimate shows the Corporation will experience a partial or total loss of its loan funds. These loans have similar risk characteristics as the Doubtful category. The primary difference is that loan officers are able to make a reasonable estimate of what the expected loss will be. Projected loss loans should be presented to the board for partial or complete charge off.

The Corporation categorizes housing loans into risk categories based on the collateral position. There is a minimum of 5% for first mortgage residential loans. Two points are added to the reserve for housing loans with a second mortgage as collateral.

Based on the most recent analysis performed, the risk category of loans by class of loans as of June 30, 2018 and 2017 was as follows:

Credit Risk Profile by Internally Assigned Grade

	2018		
	Commerical	Housing	Total
Prime	\$ 241,220	\$ -	\$ 241,220
Desirable	1,741,059	-	1,741,059
Satisfactory	1,545,541	4,206,229	5,751,770
Watch	393,121	-	393,121
	<u>\$ 3,920,941</u>	<u>\$ 4,206,229</u>	<u>\$ 8,127,170</u>
	2017		
	Commerical	Housing	Total
Prime	\$ 216,237	\$ -	\$ 216,237
Desirable	1,816,922	-	1,816,922
Satisfactory	1,247,361	1,909,954	3,157,315
Watch	228,309	-	228,309
	<u>\$ 3,508,829</u>	<u>\$ 1,909,954</u>	<u>\$ 5,418,783</u>

Credit Risk Profile by Class Based on Payment Activity

Commercial and housing loans are managed on an individual basis. Loans that are delinquent 90 days or more and are not accruing interest are considered nonperforming. The following table presents the recorded investments in loans by class based on payment activity as of June 30, 2018 and 2017:

		2018		
		Performing	Nonperforming	Total
	Commercial	\$ 3,920,941	\$ -	\$ 3,920,941
	Housing	4,206,229	-	4,206,229
	Total	\$ 8,127,170	\$ -	\$ 8,127,170
		2017		
		Performing	Nonperforming	Total
	Commercial	\$ 3,508,829	\$ -	\$ 3,508,829
	Housing	1,909,954	-	1,909,954
	Total	\$ 5,418,783	\$ -	\$ 5,418,783

The following table summarizes the aging of the past due loans by loan class within the portfolio segments as of June 30, 2018 and 2017.

	2018			
	Current	Still Accruing		Nonaccrual Balance
		30-90 Days Past Due	Over 90 Days Past Due	
Commercial Housing	\$ 3,920,941 4,206,229	\$ - -	\$ - -	\$ - -
Total	<u>\$ 8,127,170</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
	2017			
	Current	Still Accruing		Nonaccrual Balance
		30-90 Days Past Due	Over 90 Days Past Due	
Commercial Housing	\$ 3,468,816 1,909,954	\$ 40,013 -	\$ - -	\$ - -
Total	<u>\$ 5,378,770</u>	<u>\$ 40,013</u>	<u>\$ -</u>	<u>\$ -</u>

Impaired loans are loans assigned to a risk category of “doubtful” or “projected loss.” As of June 30, 2018 and 2017, there are no impaired or nonaccrual loans.

Loan Modifications and Troubled Debt Restructuring

Modifications of terms for loans and their inclusion as troubled debt restructurings are based on individual facts and circumstances. Loan modifications that are included as troubled debt restructurings may involve reduction of the interest rate or renewing at an interest rate below current market rates, extension of the term of the loan and/or forgiveness of principal, regardless of the period of modification.

During the years ended June 30, 2018 and 2017, there were no loan modifications resulting in troubled debt restructurings.

If a loan is determined to have undergone a troubled debt restructuring, the loan is evaluated for an asset-specific allowance for credit losses. The Corporation continues to specifically reevaluate the loan in subsequent periods, regardless of the borrower’s performance under the modified terms. If the loan defaults after restructuring, it may be written off.

Note 4 - Property and Equipment

Property and equipment is as follows:

	2018		2017	
	Cost	Accumulated Depreciation	Net	Net
Land	\$ 96,000	\$ -	\$ 96,000	\$ 96,000
Vehicles	166,692	(78,724)	87,968	55,474
Buildings	22,076,360	(3,293,169)	18,783,191	37,267,148
Furnishings	55,403	(39,048)	16,355	21,166
Maintenance equipment	30,739	(11,676)	19,063	18,318
	\$ 22,425,194	\$ (3,422,617)	\$ 19,002,577	\$ 37,458,106

Note 5 - Notes Payable

The proceeds from notes payable, plus earnings from loan collections, are used to fund loans to area businesses and industry, school construction, building, land, and rehabilitation of an apartment complex. The terms of the notes payable at June 30, 2018 and 2017 are as follows:

	2018	2017
3.0% note payable to Northeast South Dakota Community Action Program, due in quarterly installments of interest only payments beginning March 1, 2017 until June 1, 2021, when all principal plus accrued interest shall be due and payable.	\$ 1,230,000	\$ 830,000
3.0% note payable to Northeast South Dakota Economic Corporation, due in quarterly installments of interest only payments beginning April 16, 2017 until January 16, 2021, when all principal plus accrued interest shall be due and payable.	1,000,000	1,000,000
1% note payable to US Small Business Administration, due in quarterly installments of principal and interest payments of \$15,362, beginning October 7, 2012, with the last payment due on August 22, 2031. A 5% cash reserve on outstanding SBA loan balance is to be set aside in a separate account.	759,344	812,820

GROW South Dakota and Subsidiaries
Notes to Consolidated Financial Statements
June 30, 2018 and 2017

	2018	2017
2.67% note payable, due on demand, to First Bank & Trust. If no demand, due in annual installments of interest only payments beginning December 18, 2014 until December 18, 2020, when all principal plus accrued interest shall be due and payable.	100,000	100,000
1% note payable to Rural Development, due in annual installments of principal and interest payments of \$6,835 (interest only payment for first three years) beginning August 26, 2015, with the last payment due on August 26, 2041. A 6% cash reserve on Rural Development's loan balance is required.	145,167	150,497
1% note payable to Rural Development, interest only payments for first three years, annual installments of principal and interest of \$42,096 beginning July 9, 2019, with last payment due on July 9, 2045. A 6% cash reserve on Rural Development's loan balance is required.	458,269	311,858
2% note payable to Rural Development, Rural Microentrepreneur Assistance Program (RMAP), due in monthly installments of principal and interest payments (deferred for first two years) of \$2,832 beginning December 31, 2016, with last payment due on December 9, 2034.	475,180	320,577
Variable rate (never greater than 4% or less than 2%) note payable to 1st Financial Bank USA, due in quarterly installments of interest only payments beginning January 1, 2016 until October 1, 2025 when all principal plus accrued interest shall be due and payable.	249,985	249,985
2.56% note payable, due on demand, to First Bank & Trust. If no demand, due in annual installments of interest only payments beginning September 28, 2017 until September 28, 2026, when all principal plus accrued interest shall be due and payable.	100,000	100,000
7.25% note payable to Dakotas VIII, LLC, effective rate of 7.674%, net of unamortized debt issuance costs of \$70,986 and \$94,653, monthly interest only payments until August 2018, then principal plus interest payment of \$2,452,479 in September 2018, then resume monthly interest only payments until September 2020, then monthly installments of \$37,668, including interest with last payment due on September 30, 2036, secured by Batesland School property.	6,615,014	6,591,347
0.75% note payable to Dakotas VIII, LLC, effective rate of .953%, net of unamortized debt issuance costs of \$105,038 and \$119,820, monthly interest only payments until September 2023, then monthly installments of \$66,580, including interest with last payment due on September 30, 2036, secured by Batesland School property.	9,790,892	9,773,431

GROW South Dakota and Subsidiaries
Notes to Consolidated Financial Statements
June 30, 2018 and 2017

	2018	2017
3.56% note payable to Dakotas VIII, LLC, effective rate of 6.452%, net of unamortized debt issuance costs of \$36,531 and \$48,711, monthly interest only payments until September 2018, then interest rate increases to 8.64% with monthly interest only payments until September 2027, then monthly installments of \$45,951, including interest with last payment due on September 30, 2036, secured by Batesland School property.	3,404,219	3,392,038
5% note payable to South Dakota Housing Development Authority, due in monthly installments of \$12,493 beginning November 1, 2011 until May 1, 2026, when all unpaid principal plus accrued interest shall be due and payable.	986,805	1,084,707
0% note payable to South Dakota Housing Development Authority, payments due based on surplus cash, maturing June 26, 2032.	147,000	137,839
0% note payable to South Dakota Housing Development Authority, due in monthly principal payments of \$11,108, beginning June 1, 2026 until May 1, 2038, when all unpaid principal shall be due and payable.	1,599,500	1,599,500
0% note payable to Northeast South Dakota Community Action Program, due in annual payments beginning June 1, 2026, until June 1, 2038, when all principal shall be due and payable.	153,717	156,717
Paid or forgiven (see Note 13) in current year	-	21,816,663
	\$ 27,215,092	\$ 48,427,979

A summary of approximate principal maturities on the notes payable for the remaining term of the debt are as follows:

Years Ending June 30,	Amount
2019	\$ 2,799,668
2020	230,888
2021	2,577,201
2022	400,485
2023	419,763
Thereafter	20,996,963
Less unamortized debt issuance costs	(209,876)
	\$ 27,215,092

Interest expense on long-term debt (including amortization of debt issuance costs) for the years ended June 30, 2018 and 2017 was \$1,808,060 and \$1,910,461, respectively.

Note 6 - Temporarily Restricted Net Assets

Temporarily Restricted Cash

Temporarily restricted cash is comprised of cash balances that are restricted in use under the requirements of various programs. The amount of temporarily restricted cash as of June 30, 2018 and 2017 totaled \$1,037,097 and \$3,429,957, respectively.

Temporarily Restricted Accrued Interest Receivable

Temporarily restricted accrued interest receivable is comprised of a balance that is restricted in use under the requirements of various programs. The amount of temporarily restricted accrued interest as of June 30, 2018 and 2017 totaled \$2,715 and \$3,713, respectively.

Temporarily Restricted Grants Receivable

Temporarily restricted grant receivable is comprised of a balance that is restricted in use under requirements of various programs. The amount of temporarily restricted receivables as of June 30, 2018 and 2017 totaled \$673,790 and \$120,704, respectively.

Temporarily Restricted Prepaid Assets

Temporarily restricted prepaid assets is comprised of a balance that is restricted in use under requirements of various programs. The amount of temporarily restricted prepaid assets as of June 30, 2018 and 2017 totaled \$21,000 and \$0, respectively.

Temporarily Restricted Notes Receivable

Temporarily restricted notes receivable, net of allowance for loan losses, are restricted in use under requirements of various programs. The amount of temporarily restricted notes receivable as of June 30, 2018 and 2017 totaled \$4,384,172 and \$2,235,885, respectively.

Temporarily Restricted Other Assets

Temporarily restricted other assets consist of construction in progress, which is restricted in use under requirements of various programs. The amount of temporarily restricted other assets as of June 30, 2018 and 2017 totaled \$374,033 and \$0, respectively.

Temporarily Restricted Other Current Liabilities

Temporarily restricted other current liabilities are comprised of a balance that is restricted in use under the requirements of various programs. The amount of temporarily restricted other current liabilities as of June 30, 2018 and 2017 totaled \$1,125,203 and \$3,039,243, respectively.

Temporarily Restricted Notes Payable

Temporarily restricted notes payable is comprised of a balance that is restricted under the requirements of various programs. As of June 30, 2018 and 2017, this balance consisted of \$1,837,960 and \$1,595,752, respectively.

Note 7 - Endowment Investment Held by Community Foundation

At June 30, 2018 and 2017, the endowment investments consisted of the following:

	2018	2017
Beginning balance	\$ 108,392	\$ 92,857
Endowment fund contributions (net of admin fees)	3,043	3,438
Endowment fund distributions	(6,866)	-
Interest and dividend income	1,744	1,305
Net realized and unrealized gain	3,917	10,792
	\$ 110,230	\$ 108,392

Note 8 - Deposits and Investments – Risk Concentrations

The Corporation deposits and maintains its cash balances and savings accounts at financial institutions. The cash balances are held in institutions insured by the Federal Deposit Insurance Corporation (FDIC). In addition, certain financial institutions obtained additional bank deposit guaranty bonds to cover balances not insured by FDIC. The Corporation believes it is not exposed to any significant credit risk on cash and cash equivalents and has not experienced any loss in such accounts during 2018 or 2017. As a loan requirement for Rockyford School, LLC and Batesland School, LLC, checking and savings accounts are required to be held at one financial institution; therefore, as of June 30, 2018 and 2017, the Corporation had \$616,935 and \$1,425,149, respectively, in uninsured cash balances related to the subsidiaries, Rockyford Schools, LLC and Batesland Schools, LLC.

Note 9 - Related Party Transactions

The Northeast South Dakota Community Action Program (NESDCAP) is a nonprofit organization that promotes health, education and social and economic welfare to low-income, minority and disadvantage persons. The Northeast South Dakota Economic Corporation (NESDEC) was formed to accept public and private funds to raise the economic welfare, educational and social levels of underprivileged or low-income residents of a twenty-two county area and groups composed substantially of such residents, to foster and promote community-wide interest and concern for the problems of said residents and groups. All three organizations are branded under the name GROW South Dakota.

The Corporation does not have any employees, nor does it have its own offices. Rather, it reimburses NESDCAP/NESDEC for salaries, employee benefits and various administrative/program costs which amounted to approximately \$609,457 and \$262,136 for the years ended June 30, 2018 and 2017, respectively, and related accounts payable to NESDCAP was \$11,820 and \$9,641 as of June 30, 2018 and 2017, respectively. The Corporation leases vehicles to NESDCAP. All vehicle leases are considered operating leases because NESDCAP has the option to terminate leases upon thirty-day notice. Vehicle lease income was \$32,254 and \$26,268 for the years ended June 30, 2018 and 2017, respectively. The Corporation also obtained long-term notes payable from NESDCAP/NESDEC to fund its loan fund. Total related party loan balance was \$2,383,717 and \$1,986,717 as of June 30, 2018 and 2017, respectively and total interest expense paid was \$63,725 and \$60,788 for the years ended June 30, 2018 and 2017, respectively.

Note 10 - Commitments and Contingencies

The Corporation participates in a number of Federal and private grant programs. These programs are subject to program compliance audits by the grantors or their representatives. Compliance with applicable grant requirements for grants whose grant periods have not expired will be established at some future date. In the opinion of management, the amount, if any, of expenditures which may be disallowed by the granting agencies cannot be determined at this time, although they expect such amounts, if any, to be immaterial.

Note 11 - Leases

The Corporation’s subsidiaries, Rockyford Schools LLC and Batesland Schools LLC entered into lease agreements as the lessor with Shannon County School District (also known as Oglala Lakota School District) for the school buildings. The lease between Rockyford Schools LLC and the School District was terminated in May 2018 as part of the unwind of the NMTC program project (see Note 13). The term of the Batesland Schools LLC lease runs through June 25, 2041, with scheduled monthly lease payments of varying amounts until June 25, 2035, (“the Reset Date”), which from and after the Reset Date, scheduled monthly lease payments will be equal to the Fair Market Rent as of the Reset Date through the end of the lease term.

Future lease payments under terms of the lease through June 25, 2035 prior to the Reset Dates are as follows:

Years Ending June 30,	
2019	\$ 784,000
2020	878,080
2021	983,450
2022	1,101,464
2023	1,233,639
Thereafter	<u>21,906,927</u>
	<u><u>\$ 26,887,560</u></u>

The Corporation leases vehicles to NESDCAP. Future minimum lease payments by NESDCAP are as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2019	<u><u>\$ 31,050</u></u>

Note 12 - Net Assets

The negative unrestricted net assets are contributed to the depreciation and amortization of buildings related to the subsidiaries Rockyford Schools, LLC and Batesland Schools, LLC. Please reference the supplementary schedules to see the breakdown between the parent company, GROW South Dakota, and the subsidiaries.

Note 13 - New Markets Tax Credit Program

In May 2018, the seven-year compliance period for the allocated New Markets Tax Credits expired, relating to the fund contributions made by investors and loan funds disbursed to Rockyford Schools LLC. At this time and as part of the overall exit of the investors and unwind of the project and program, the rights, title and interest to the loans made to Rockyford Schools LLC to construct the school building in accordance with the NMTC Program Requirements were assigned by the lenders to the School District. Concurrently, Rockyford Schools LLC pursuant to the Termination of Leases conveyed title to all real estate and property and equipment to the School District, as well as contributed the cash held in the loan loss reserve bank account back to the School District that was previously pledged for repayment of the debt. In return the School District extinguished the debt of Rockyford Schools, LLC pursuant to the Satisfaction of Mortgage. The carrying value of the property and equipment transferred was \$17,500,322, the cash contributed was \$1,028,711, and the carrying amount of debt forgiven was \$21,912,416, resulting in a net gain on debt forgiveness and transfer of assets of \$3,383,383, which is recorded in the Statement of Activities. Subsequent to year end, a resolution was passed to dissolve Rockyford Schools, LLC.



Supplementary Information
June 30, 2018 and 2017

GROW South Dakota and Subsidiaries

GROW South Dakota and Subsidiaries
Consolidating Statement of Financial Position Information
June 30, 2018 with Comparative Totals for 2017

	2018						2017
	Parent GROW South Dakota	Subsidiary Rockyford Schools LLC	Subsidiary Batesland Schools LLC	Subsidiary Pheasant Valley Courtyard LLC	Eliminations	Consolidated Total	
Assets							
Cash and cash equivalents	\$ 2,378,787	\$ -	\$ 9,269	\$ 209,258	\$ -	\$ 2,597,314	\$ 4,632,646
Cash and cash equivalents - restricted	-	-	857,666	-	-	857,666	1,882,997
Program cash reserve	99,367	-	-	-	-	99,367	87,383
Accrued interest receivable	14,595	-	-	-	-	14,595	14,595
Other receivables	-	-	-	2,493	-	2,493	758
Grants receivable	673,790	-	-	-	-	673,790	120,704
Prepaid assets	21,000	-	-	7,695	-	28,695	8,527
Notes receivable, less allowance for loan losses of \$443,645 in 2018 and \$295,844 in 2017	7,683,525	-	-	-	-	7,683,525	5,122,939
Beneficial interests in assets held by Community Foundation	110,230	-	-	-	-	110,230	108,392
Other real estate owned	59,500	-	-	-	-	59,500	-
Construction in progress	374,033	-	-	-	-	374,033	-
Property and equipment, net	87,968	-	16,038,330	3,047,548	(171,269)	19,002,577	37,458,106
Distribution receivable	3,093	-	-	-	(3,093)	-	-
	<u>\$ 11,505,888</u>	<u>\$ -</u>	<u>\$ 16,905,265</u>	<u>\$ 3,266,994</u>	<u>\$ (174,362)</u>	<u>\$ 31,503,785</u>	<u>\$ 49,437,047</u>

GROW South Dakota and Subsidiaries
Consolidating Statement of Financial Position Information
June 30, 2018 with Comparative Totals for 2017

	2018						2017
	Parent GROW South Dakota	Subsidiary Rockyford Schools LLC	Subsidiary Batesland Schools LLC	Subsidiary Pheasant Valley Courtyard LLC	Eliminations	Consolidated Total	
Liabilities and Net Assets (Deficit)							
Accounts payable	\$ 27,091	\$ -	\$ -	\$ 11,722	\$ -	\$ 38,813	\$ 30,472
Security deposits	-	-	-	13,373	-	13,373	15,053
Accrued expenses	27,676	-	-	25,960	-	53,636	51,625
Distribution payable	-	-	-	3,093	(3,093)	-	-
Unearned revenue	1,095,752	-	-	-	-	1,095,752	3,024,227
Notes payable, net of unamortized debt issuance costs of \$209,875 in 2018 and \$586,521 in 2017	4,517,945	-	19,807,446	2,887,022	2,679	27,215,092	48,427,979
Total liabilities	5,668,464	-	19,807,446	2,941,170	(414)	28,416,666	51,549,356
Net Assets (Deficit)							
Temporarily restricted	3,529,644	-	-	-	-	3,529,644	1,155,264
Unrestricted	2,307,780	-	(2,902,181)	325,824	(173,948)	(442,525)	(3,267,573)
Total net assets (deficit)	5,837,424	-	(2,902,181)	325,824	(173,948)	3,087,119	(2,112,309)
	<u>\$ 11,505,888</u>	<u>\$ -</u>	<u>\$ 16,905,265</u>	<u>\$ 3,266,994</u>	<u>\$ (174,362)</u>	<u>\$ 31,503,785</u>	<u>\$ 49,437,047</u>

GROW South Dakota and Subsidiaries
Consolidating Statement of Activities Information
Year Ended June 30, 2018 with Comparative Totals for 2017

	2018						
	Parent GROW South Dakota	Subsidiary Rockyford Schools LLC	Subsidiary Batesland Schools LLC	Subsidiary Pheasant Valley Courtyard LLC	Eliminations	Consolidated Total	2017
Revenues							
Interest income on loans	232,109	\$ -	\$ -	\$ -	\$ -	\$ 232,109	\$ 194,598
Apartment revenue	-	-	-	178,478	-	178,478	181,810
Grant income	5,112,986	-	-	286,207	-	5,399,193	1,092,597
Lease fee income	32,254	882,617	700,000	-	-	1,614,871	1,670,268
Interest earned on investments	4,155	2,523	857	5,722	-	13,257	12,662
Gain on debt forgiveness and transfer of assets	-	3,383,383	-	-	-	3,383,383	-
Miscellaneous income	14,040	-	-	22,482	-	36,522	26,760
Loss - sale of assets	5,652	-	-	-	-	5,652	-
Donations and contributions	26,985	-	-	-	-	26,985	7,028
Endowment fund income	5,661	-	-	-	-	5,661	12,097
Management fees	53,845	-	-	-	(47,045)	6,800	6,800
Return on investment in subsidiary	52,263	-	-	-	(52,263)	-	-
Origination fees	106,883	-	-	-	-	106,883	9,557
Total revenues	5,646,833	4,268,523	700,857	492,889	(99,308)	11,009,794	3,214,177
Expenses							
Program - revolving loan funds	134,344	-	-	-	-	134,344	149,139
Program - vehicle lease program	25,020	-	-	-	-	25,020	13,255
Program - housing program	2,455,526	-	-	456,810	(8,000)	2,904,336	802,282
Program - new market tax credit	27,638	1,440,971	1,250,054	-	(65,335)	2,653,328	2,781,273
Program - other program services	24,468	-	-	-	-	24,468	28,567
General and administrative	68,552	-	-	-	-	68,552	64,393
Fundraising and development	318	-	-	-	-	318	263
Total expenses	2,735,866	1,440,971	1,250,054	456,810	(73,335)	5,810,366	3,839,172
Change in Net Assets	2,910,967	2,827,552	(549,197)	36,079	(25,973)	5,199,428	(624,995)
Less Distributions to Member	-	(31,786)	-	(20,477)	52,263	-	-
Net Assets (Deficit), Beginning of Year	2,926,457	(2,795,766)	(2,352,984)	310,222	(200,238)	(2,112,309)	(1,487,314)
Net Assets (Deficit), End of Year	<u>5,837,424</u>	<u>\$ -</u>	<u>\$ (2,902,181)</u>	<u>\$ 325,824</u>	<u>\$ (173,948)</u>	<u>\$ 3,087,119</u>	<u>\$ (2,112,309)</u>

GROW South Dakota and Subsidiaries
Consolidating Schedule of Programs and General, Administrative and Marketing Expense Information
Years Ended June 30, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Loan Fund Program Expenses		
Interest expense	\$ 79,047	\$ 66,239
Professional fees	38,923	37,014
Incentive compensation	12,500	11,333
Miscellaneous	2,541	3,453
Auditing fees	2,090	1,307
Advertising	1,546	3,229
Telephone	1,102	891
Rent	1,000	683
Travel and conferences	979	770
Equipment/software purchase	488	1,776
Postage	175	98
Service fee	78	145
Bad debt expense (recovery)	(6,125)	22,201
	<u>\$ 134,344</u>	<u>\$ 149,139</u>
Vehicle Lease Program Expenses		
Depreciation	\$ 19,948	\$ 10,856
Vehicle expense	3,018	-
Professional fees	2,054	2,399
	<u>\$ 25,020</u>	<u>\$ 13,255</u>

GROW South Dakota and Subsidiaries
Consolidating Schedule of Programs and General, Administrative and Marketing Expense Information
Years Ended June 30, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Housing Program Expenses		
Grants to other organizations/individuals	\$ 1,694,673	\$ 84,438
Professional fees	477,889	134,196
Bad debt expense	161,530	65,626
Depreciation	147,432	134,589
Maintenance	93,431	101,397
Interest expense	70,722	71,586
Utilities	62,390	57,761
Management	32,414	32,839
Contract labor	26,532	9,919
Taxes and license	24,792	24,469
Insurance	18,291	17,000
Equipment/software purchase	16,887	1,776
Onsite management	15,000	15,000
Valuation loss on other real estate owned	12,520	-
Incentive compensation	12,500	11,333
Materials	9,430	6,025
Audit fees	8,332	8,063
Travel and conferences	6,431	2,666
Miscellaneous	6,203	12,867
Office supplies	3,877	3,292
Legal fees	3,365	278
Telephone	2,704	2,703
Developer fees	1,500	4,800
Advertising	1,304	5,555
Rent	1,000	683
Support services	877	953
Postage	175	98
Dues/subscriptions	135	135
Service fee	-	235
	<u>\$ 2,912,336</u>	<u>\$ 810,282</u>
New Market Tax Credit Program Expenses		
Interest expense including amortization of debt issuance costs	\$ 1,658,291	\$ 1,772,636
Depreciation/amortization	940,689	997,100
Professional fees	103,441	49,535
Audit fees	15,254	13,065
Miscellaneous	978	978
Service fee	10	-
	<u>\$ 2,718,663</u>	<u>\$ 2,833,314</u>
Other Program Services Expenses		
Professional fees	\$ 14,668	\$ 22,301
Consultant/speaker fees	6,923	-
Supplies	2,302	181
Travel and conferences	575	5,285
Advertising	-	800
	<u>\$ 24,468</u>	<u>\$ 28,567</u>

GROW South Dakota and Subsidiaries
 Consolidating Schedule of Programs and General, Administrative and Marketing Expense Information
 Years Ended June 30, 2018 and 2017

	2018	2017
General and Administrative		
Professional fees	\$ 36,596	\$ 34,907
Incentive compensation	12,500	11,333
Insurance	10,497	10,629
Legal fees	2,213	1,776
Audit fees	2,090	1,307
Board meeting	1,148	1,133
Telephone	1,102	963
Service fee	1,037	891
Rent	1,000	683
Postage	175	523
Travel and conference	135	113
Office supplies	49	98
Miscellaneous	10	27
Equipment/software purchase	-	10
	\$ 68,552	\$ 64,393
Fundraising and development		
Supplies	\$ 172	\$ 141
Postage	146	122
	\$ 318	\$ 263



Federal Awards Reports in Accordance
with the Uniform Guidance
June 30, 2018

GROW South Dakota and Subsidiaries



Independent Auditor’s Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

The Board of Directors
GROW South Dakota
Sisseton, South Dakota

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 GROW South Dakota and its subsidiaries (the Corporation), which comprise the consolidated statement of financial position as of June 30, 2018, and the related consolidated statements of activities, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated September 24, 2018.

Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Corporation’s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Corporation’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Corporation’s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity’s consolidated 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 internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be material weaknesses or significant deficiencies. 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 Corporation'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 consolidated financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

The image shows a handwritten signature in cursive script that reads "Eide Bailly LLP". The signature is written in dark ink and is positioned above the typed address and date.

Aberdeen, South Dakota
September 24, 2018



Independent Auditor’s Report on Compliance for the Major Federal Program; Report on Internal Control Over Compliance Required by the Uniform Guidance

To the Board of Directors
GROW South Dakota
Sisseton, South Dakota

Report on Compliance for the Major Federal Program

We have audited GROW South Dakota’s compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on GROW South Dakota’s major federal program for the year ended June 30, 2018. GROW South Dakota’s major federal program is identified in the summary of auditor’s 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.

Auditor’s Responsibility

Our responsibility is to express an opinion on the compliance for GROW South Dakota’s major federal program based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* 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 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 GROW South Dakota’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 its major federal program. However, our audit does not provide a legal determination of GROW South Dakota’s compliance.

Opinion on the Major Federal Program

In our opinion, GROW South Dakota has complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended June 30, 2018.

Report on Internal Control over Compliance

Management of GROW South Dakota is responsible for establishing and maintaining effective internal control over compliance with the compliance requirements referred to above. In planning and performing our audit of compliance, we considered GROW South Dakota's internal control over compliance with the types of requirements that could have a direct and material effect on its major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for its major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the GROW South Dakota'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 compliance requirement 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 that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.



Aberdeen, South Dakota
September 24, 2018

GROW South Dakota and Subsidiaries
Consolidated Schedule of Expenditures of Federal Awards
Year Ended June 30, 2018

Grantor/Program or Cluster Title	Number	Number	Expenditures	Sub-recipients
<u>U.S. Department of Agriculture - Rural Development</u>				
Direct Funding				
Intermediary Relending Program - Note 4	10.767		\$ 608,792	\$ -
Rural Microentrepreneur Assistance Program - Direct Loan - Note 4	10.870		496,150	-
Rural Microentrepreneur Assistance Program - Project Grant	10.870		<u>13,256</u>	<u>-</u>
Total U.S. Department of Agriculture - Rural Development			<u>1,118,198</u>	<u>-</u>
<u>U.S. Department of Health and Human Services Administration for Children and Families</u>				
Direct Funding				
Assets for Independence Demonstration Program	93.602		9,929	9,929
Passed Through South Dakota Community Action Partnership Assets for Independence Demonstration Program	93.602	90EI094801	<u>3,157</u>	<u>-</u>
Total U.S. Department of Housing and Urban Development			<u>13,086</u>	<u>9,929</u>
<u>U.S. Small Business Administration</u>				
Direct Funding				
Intermediary Lending Program - Note 4	59.062		<u>812,820</u>	<u>-</u>
Total U.S. Small Business Administration			<u>812,820</u>	<u>-</u>
<u>U.S. Department of Treasury</u>				
Direct Funding				
CDFI Cluster:				
Community Development Financial Institution Program FA Program	21.020		404,000	-
Community Development Financial Institution Program Capital Magnet Fund	21.011		<u>219,938</u>	<u>-</u>
Total U.S. Department of Treasury			<u>623,938</u>	<u>-</u>
Total Federal Financial Assistance			<u>\$ 2,568,042</u>	<u>\$ 9,929</u>

Note 1 – Basis of Presentation

The accompanying consolidated schedule of expenditures of federal awards (the schedule) includes the federal award activity of GROW South Dakota and its subsidiaries, under programs of the federal government for the year ended June 30, 2018. The information is presented in accordance with the 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). Because the schedule presents only a selected portion of the operations of GROW South Dakota, it is not intended to and does not present the financial position, changes in net assets, or cash flows of GROW South Dakota.

Note 2 – Summary of Significant Accounting Policies

Expenditures reported in the schedule are reported on the modified accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

Note 3 – Indirect Cost Rate

GROW South Dakota has not elected to use the 10% de minimis cost rate.

Note 4 – Federal Loan Programs

The federal loan programs listed below are administered directly by GROW South Dakota and balances and transactions related to these programs are included in GROW South Dakota’s consolidated financial statements. Expenditures reported in this schedule consist of the beginning of the year loan balance plus additional loan advances during the year. The balances of loans outstanding at June 30, 2018 under those federal loan programs are as follows:

	Federal CFDA Number	Amount
U.S. Small Business Administration (ILP)	59.062	\$ 759,344
U.S. Department of Agriculture (IRP I and IRP II)	10.767	603,436
U.S. Department of Agriculture (RMAP)	10.870	475,180

Section I – Summary of Auditor’s Results

CONSOLIDATED FINANCIAL STATEMENTS

Type of auditor's report issued	Unmodified
Internal control over financial reporting:	
Material weaknesses identified	No
Significant deficiencies identified not considered to be material weaknesses	None Reported
Noncompliance material to financial statements noted?	No

FEDERAL AWARDS

Internal control over major program:	
Material weaknesses identified	No
Significant deficiencies identified not considered to be material weaknesses	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 Uniform Guidance 2 CFR 200.516:	No

Identification of major programs:

<u>Name of Federal Program</u>	CFDA Number
Intermediary Lending Program	59.062
Dollar threshold used to distinguish between type A and type B programs:	\$ 750,000
Auditee qualified as low-risk auditee?	Yes

Section II – Consolidated Financial Statement Findings

There were no consolidated financial statement findings in the current year.

Section III – Federal Award Findings and Questioned Costs

There were no federal award findings and questioned costs reported in the current year.