ANN'S PLACE INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2018

ANN'S PLACE INC.

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INDEPENDENT AUDITOR'S REPORT



INDEPENDENT AUDITOR'S REPORT

TO THE BOARD OF DIRECTORS OF ANN'S PLACE INC.

We have audited the accompanying financial statements of Ann's Place Inc., (a nonprofit organization), which comprise the statement of financial position as of December 31, 2018, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

INDEPENDENT AUDITOR'S REPORT

Continued...

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ann's Place Inc., as of December 31, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Ann's Place Inc.'s 2017 financial statements, and our report dated April 25, 2018, expressed an unmodified audit opinion on those financial statements. In our opinion the summarized comparative information presented herein as of and for the year ended December 31, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Hope & Hernandey P.C. HOPE & HERNANDEZ, P.C.

Bridgeport, Connecticut

April 18, 2019

FINANCIAL STATEMENTS

ANN'S PLACE INC. STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2018 and 2017

<u>ASSETS</u>	_	2018	_	2017
Current Assets: Cash Contributions and Grants Receivable, Net Prepaid Insurance Expense Investments Total Current Assets	\$ 	176,388 29,191 15,356 176,567 397,502	\$	271,832 36,755 13,893 37,999 360,479
Property, Plant and Equipment: Land, Building and Equipment, Net	_	4,561,997	_	4,676,511
TOTAL ASSETS	\$_	4,959,499	\$_	5,036,990
LIABILITIES AND NET ASSETS				
Current Liabilities: Accounts Payable Other Accrued Expenses Deferred Revenue Commercial Loan - Short-Term Portion Total Current Liabilities	\$ 	14,009 15,079 15,000 - 44,088	\$ _	11,386 11,239 20,000 113,333 155,958
NET ASSETS Without Donor Restrictions With Donor Restrictions Total Net Assets	_	4,885,181 30,230 4,915,411	_	4,843,888 37,144 4,881,032
TOTAL LIABILITIES AND NET ASSETS	\$_	4,959,499	\$_	5,036,990

See Accompanying Notes and Accountant's Report.

ANN'S PLACE INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2018
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2017

SUPPORT AND REVENUE:		Without Donor Restrictions		With Donor Restrictions	,	Total 2018		Total 2017
Corporate & Foundations	S	84,029	¢	199,800	æ	283,829	œ	225 494
Individuals	0	331,943	Φ	12.695	Ф	344,638	Φ	235,484 404,847
Religious, Service & Civic Organizations		11.903		12,000		11.903		5,719
Employee Matching		8,800		_		8,800		8,501
Financial Aid Donations		5,500		1,800		1,800		7,270
Donated Vehicles		ğ		-		-		-,2.0
Fundraisers Held by Community		136,322		_		136,322		92,026
Ann's Place Fundraisers		523,634		-		523,634		492,731
Contributed Services		122,202		_		122,202		101,392
In-Kind Contributions		94,113		_		94,113		91,928
Interest & Dividend Income		1,974				1,974		159
Other Income		8,299		_		8,299		3,012
Net Assets Released from Restrictions		221,209		(221,209)	ě	=======================================	9 -	12
TOTAL SUPPORT AND REVENUE		1,544,428		(6,914)		1,537,514		1,443,069
EXPENSES:								
Program Services:								
Client Services		856,115		8		856,115		728,948
Outreach & Education		230,299		8		230,299		203,223
Total Program Services		1,086,414		35		1,086,414		932,171
Support Services:								
Management and General		116,648				116,648		143,632
Fundraising		299,377		-		299,377		299,619
Total Support Services		416,025			-	416,025	-	443,251
Total Expenses		1,502,439		-		1,502,439	-	1,375,422
Change in Net Assets from Operations		41,989		(6,914)		35,075		67,647
Non-Operating Activities:								
Investment Return, Net		(696)				(696)		545
Total Non-Operating Activities		(696)				(696)	-	545
CHANGE IN NET ASSETS		41,293		(6,914)		34,379		68,192
NET ASSETS - BEGINNING OF YEAR		4,843,888		37,144		4,881,032		4,812,840
NET ASSETS - END OF YEAR	\$	4,885,181	\$	30,230	\$ _	4,915,411	\$ _	4,881,032

See Accompanying Notes and Accountant's Report.

ANN'S PLACE INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2018 WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2017

			PROG	PROGRAM SERVICES	SE	าร	SUPPORT SERVICES	ËS		TOTALS	S
EXPENSES	li	Client Services		Outreach & Education	Totals	Management & General	Fundraising	Totals	! 	2018	2017
Salaries	₩	361,355	69	183,975 \$	545,330 \$	70,289	\$ 75,010 \$	\$ 145,299	\$ 66	\$ 620'629	602,496
Payroll Taxes		26,598		13,289	39,887	17,528	5,500	23,028	88	62,915	53,005
Employee Benefits	•	60,125		989	60,811	(15,640)	989	(14,954)	54)	45,857	61,953
Total Salaries & Related Expenses		448,078		197,950	646,028	72,177	81,196	153,373	73	799,401	717,454
Professional Fees		16,427		1,252	17,679	2,991	6,477	9,468	88	27,147	34,477
Program Specific Costs		55,593		*	55,593	ı	36	14		55,593	25,844
Insurance		6,451		*)	6,451	990'9	3,871	9,937	37	16,388	16,547
Tech & Comminications		29,953		2,090	32,043	2,497	208	2,705	92	34,748	28,253
Facilities		60,513		713	61,226	10,743	713	11,456	26	72,682	57,876
Consumables/Copying/Printing		17,812		10,627	28,439	2,839	24,715	27,554	24	55,993	76,008
Staff Development/Dues & Subscriptions		3,524		1,355	4,879	134	36	+	134	5,013	6,203
Advertising & Event Specific Costs		195		3,845	4,040	25	171,464	171,489	89	175,529	169,605
Financing/Business Fees/Other		323		124	447	9,301	4,561	13,862	92	14,309	17,419
Contributed Services	'	122,202			122,202	<u>;(</u> 4	'			122,202	101,392
Total Expenses Before Depreciation		761,071		217,956	979,027	106,773	293,205	399,978	82	1,379,005	1,251,078
Depreciation of Bulldings and Equipment	•	95,044		12,343	107,387	9,875	6,172	16,047	47	123,434	124,344
TOTAL EXPENSES	so)	856,115 \$	₩	230,299 \$	1,086,414 \$	116,648	\$ 299,377 \$	\$ 416,025	25 \$	1,502,439 \$	1,375,422

See Accompanying Notes and Accountant's Report.

ANN'S PLACE INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2018 WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2017

CASH FLOWS FROM OPERATING ACTIVITIES	_	2018	_	2017
Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:	\$	34,379	\$	68,192
Depreciation		123,434		124,344
Change in: Contributions, Grants and Other Receivables Prepaid Expenses Pledge Receivable Accounts Payable and Other Accrued Expenses Deferred revenue Prepaid Client Tracking System	v	7,564 (1,463) 6,463 (5,000)	· _	(11,945) 919 20,000 2,312 20,000
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		165,377	_	223,822
CASH FLOWS FROM FINANCING ACTIVITIES				
Commercial Loan Activity Credit Line Repayment	0.	(113,333)	_	(40,000)
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES		(113,333)		(40,000)
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of Investments Acquisition of Fixed Assets		(138,567) (8,921)	_	(36,562)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES		(147,488)	_	(36,562)
NET INCREASE (DECREASE) IN CASH		(95,444)		147,260
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR		271,832	_	124,572
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	176,388	\$	271,832
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION				
Cash Paid During the Year for:				
Interest Income Taxes	\$ 	1,682	\$ =	4,599

See Accompanying Notes and Accountant's Report.

NOTES TO THE FINANCIAL STATEMENTS

NOTE 1 - STATEMENT OF PURPOSE

Ann's Place Inc. provides men, women, children and their loved ones in our community with critical services during their cancer journey. We are honored to provide all of our services free of charge to every member of our community. As a nonprofit agency, Ann's Place Inc. helps inspire people to create a pathway through cancer that strengthens and sustains them, and improves their quality of life. We provide professional and compassionate support services to individuals and families through counseling led by professional and licensed clinical social workers. These services are complemented by 15 Support Groups focusing on specific areas of concern for cancer patients and their loved ones. In addition, we offer an extensive range of Wellness Program activities. Ann's Place Inc. is also involved in community outreach, education, and regularly presents speakers who address cancer issues of client concern, advances in diagnosis and treatment, as well as wellness education.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Policies

The presentation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. These assumptions include but are not limited to the depreciable lives of long-lived assets and allocation of functional expenses. Actual results could differ from those estimates.

Support and Revenue Recognition

Revenues and expenses are recognized on the accrual basis of accounting which recognizes revenues when earned and expenses when incurred.

Basis of Presentation

Ann's Place Inc.'s financial statements have been prepared in accordance with U.S. generally accepted accounting principles, which require the Agency to report information regarding its financial position and activities according to the following net asset classifications:

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Net assets without donor restrictions: Net assets that are not subject to donorimposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Agency's management and the board of directors.

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 Agency or by the passage of time. Other donor restrictions can be perpetual in nature, where by the donor has stipulated that the funds be maintained in perpetuity. Ann's Place Inc. does not have any perpetual type net assets at December 31, 2018.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

Measure of Operations

The statement of activities reports all changes in net assets from operating and nonoperating activities. Operating activities consist of those items attributable to the Agency's ongoing programs and interest and dividends earned on investments. Nonoperating activities are limited to resources that generate return from investments and other activities considered to be of a more unusual or nonrecurring nature.

Contributions

Unconditional contributions received or promises to give without donor imposed restrictions are reflected as unrestricted support. Unconditional contributions received or promises to give with donor imposed restrictions are reflected as either Temporarily or Permanently restricted support based upon the respective restrictions. Ann's Place Inc. reports gifts of cash, stock, and fixed assets as unrestricted support unless explicit donor stipulations specify how the donated assets must be used.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

In-kind Contributions

In-kind contributions represent the value of donated supplies, materials and equipment and are recorded when these contributions are both specifically identifiable and can be objectively valued in monetary terms (fair market value, as determined by management).

Contributed and Volunteer Services

Ann's Place Inc. recognized Contributed Services revenue and expense for certain services received at the fair market value of such services. Recognized services were recorded as revenue and expense in the Client Services program as follows:

Art, Movement, Music, Needlework, Nutrition,	1,333.42 hours X \$55 per hour =
Reiki, Speaker Series and Yoga	\$73,338
Creative, Family, Horticultural, Memorial,	
Partnership, Speaker Series and Support Group	610.80 hours X \$80 per hour =
Programs	\$48,864
	\$122,202

Volunteer services have not been reflected in the accompanying financial statements because such services do not require specialized skills and therefore no objective basis is available to measure the value of such services. Many individuals volunteer their time and perform a variety of tasks.

Cash and Cash Equivalents

Ann's Place Inc. considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Fixed Assets and Accumulated Depreciation

Fixed assets are recorded at cost and include expenditures that naturally increase values or extend useful lives. Contributed assets are recorded at their fair market value at the date of receipt as determined by the Agency. Depreciation is computed over the estimated useful lives of the assets, which range from 5 to 39 years, using the straight-line method for financial and tax reporting purposes. Expenditures in the nature of normal repairs and maintenance are charged to operations as incurred.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Functional Expenses

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

The expenses that are allocated include the following:

Expense	 Metho	d of	Allocation

Employee Benefits	Square Footage
IT Support	Square Footage
President/CEO's Salary	Time and Effort
Accounting & Contract Manager's Salary	Time and Effort
Occupancy	Square Footage
Depreciation	Square Footage
Office Supplies, Postage & Copying	Square Footage

New Accounting Pronouncement

On August 18, 2016, FASB issued ASU 2016-4, Not-For-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities.* The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Agency has adjusted the presentation of these statements accordingly. The ASU has been applied retrospectively to all periods presented.

Reclassifications

Certain prior year amounts have been reclassified to conform to the current year presentation.

Subsequent Events

Date of Management Evaluation - Management has evaluated subsequent events through

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Subsequent Events - Continued

April 18, 2019, the date on which the financial statements were available to be issued. Management has not identified any significant subsequent events requiring disclosure.

NOTE 3 – AVAILABILTY AND LIQUIDITY

The following represents Ann's Place Inc.'s financial assets at December 31, 2018 and 2017.

Financial assets at year end:	<u>2018</u>	2017
Cash and cash equivalents	\$ 176,388	\$ 271,832
Contributions and grants receivable	29,191	36,755
Investments	<u>176,567</u>	<u>37,999</u>
Total Financial Assets	\$ 382,146	\$ 346,586
Less amounts not available to be used within one year	-0-	-0-
Financial assets available to meet general expenditures over the next twelve months	\$ 382,146	\$ 346,586

Ann's Place Inc. has a \$125,000 line of credit available to meet cash flow needs.

NOTE 4 - INCOME TAXES

Ann's Place Inc. (a Connecticut Corporation) is a tax-exempt organization under section 501(c)(3) of the Internal Revenue Code and applicable state statutes and generally is not subject to income taxes. The entity is not aware of any activities that would jeopardize its tax-exempt status. As of December 31, 2018, the Agency had no uncertain tax positions that qualify for either recognition or disclosure in the financial statements and does not expect this to change in the next twelve months. The 2015 through 2018 tax years remain subject to examination by the Internal Revenue Service.

NOTE 5 - ACCOUNTS RECEIVABLE

Contributions, Grants and Other Receivables are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of

NOTE 5 - ACCOUNTS RECEIVABLE - Continued

individual accounts. The allowance balances are \$0 at December 31, 2018 and December 31, 2017.

NOTE 6 - INVESTMENTS - FAIR VALUE MEASUREMENTS

The Agency's investments are reported at fair value in accordance with FASB ASC 820 in the accompanying statement of financial position at December 31, 2018 as follows:

		Fair Value	Quoted Prices in Active Markets for Identical Assets Level 1
Cash & Cash Equivalents	·	\$ 95,111	\$ 95,111
Equities		9,547	9,547
Fixed Income		19,987	19,987
Mutual Funds		51,922	51,922
	Total	<u>\$ 176,567</u>	\$ 176,567

FASB ASC 820 Fair Value Measurements establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, and Level 3 inputs have the lowest priority. The three levels of the fair value hierarchy under FASB ASC 820 are described below:

Basis of Fair Value Measurement

Level 1	Unadjusted quoted prices in active markets that are accessible at the
	measurement date for identical, unrestricted assets or liabilities.
Level 2	Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly.
Level 3	Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

NOTE 6 - INVESTMENTS - FAIR VALUE MEASUREMENTS - Continued

Level 1 - Fair Value Measurements

The Agency's equities are valued using the net asset value of shares held at year end. The net asset value is quoted in an active market. The class of assets shown are the class of assets reported by the various funds.

NOTE 7 - LAND, BUILDING AND EQUIPMENT, NET

Below is a summary of the Agency's fixed assets at December 31, 2018 and 2017:

	,	
	<u>2018</u>	<u>2017</u>
Land	\$1,050,000	\$1,050,000
Building	3,972,478	3,972,478
Artwork	218,957	218,957
Office Equipment	61,183	52,262
Furniture and Fixtures	61,827	61,827
Software	65,748	65,748
Sub-Total	5,430,193	5,421,272
Less: Accumulated Depreciation	(868,196)	(744,761)
TOTAL	<u>\$4,561,997</u>	\$4,676,511

NOTE 8 - LINE OF CREDIT

The Agency has a \$125,000 line of credit with the Savings Bank of Danbury, secured by a first security interest on Ann's Place Inc.'s business assets. As of December 31, 2018 and 2017, the credit line balance outstanding is \$0.

NOTE 9 - NET ASSETS

Net assets with donor restrictions were as follows for the years ended December 31, 2018 and 2017:

	<u>2018</u>	<u> 2017</u>
Specific Purpose		
Client Aid	\$ 15,230	\$ 37,144
Speaker Series	<u>15,000</u>	0-
Total	\$ <u>30,230</u>	\$ <u>37,144</u>

NOTE 10 - EMPLOYEE BENEFITS

Deferred Compensation Plan - The Agency maintains a pre-tax 403B savings plan administered through AXA Advisors, LLC, open to all employees. Although it may elect to do so, since its inception, Ann's Place Inc. has not made any contributions to the plan.

NOTE 11 - OPERATING LEASE

In December, 2014 Ann's Place Inc. entered into a 60 month operating lease for a copier/fax machine. Monthly lease payments are \$598. Minimum lease payments for the operating lease at December 31, 2018 are as follows:

2019	\$	6,578
Thereafter		-0-
	<u>\$</u>	6,578

On October 20, 2013 Ann's Place Inc. entered into a 51 month operating lease for a postage machine. Quarterly lease payments are \$157. The lease expired during 2018 and continues on a month to month basis.

NOTE 12 - COMPARATIVE FINANCIAL STATEMENTS

The financial statements include certain prior year summarized comparative information in total but not by net asset category or functional expense category. Such information does not include sufficient detail to constitute a presentation in accordance with generally accepted accounting principles. Accordingly, such prior year information should be read in conjunction with Ann's Place Inc's financial statements for the year ended December 31, 2017, from which the summarized information was derived.