Financial Statements and Independent Auditor's Report

THE HOPE CHEST FOR BREAST CANCER FOUNDATION

December 31, 2020 and 2019

CONTENTS

Independent Auditor's Report	1-2
Financial Statements:	
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses for the Year Ended December 31, 2020	5
Statement of Functional Expenses for the Year Ended December 31, 2019	6
Statements of Cash Flows	7
Notes to Financial Statements	8-14



Independent Auditor's Report

To the Board of Directors

The Hope Chest for Breast Cancer Foundation
Orono, Minnesota

We have audited the accompanying financial statements of The Hope Chest for Breast Cancer Foundation, which comprise the statement of financial position as of December 31, 2020, 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Hope Chest for Breast Cancer Foundation as of December 31, 2020, 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.

The Hope Chest for Breast Cancer Foundation Page Two

Report on Summarized Comparative Information

We have previously audited The Hope Chest for Breast Cancer Foundation 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated July 6, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

COPELAND BUHL & COMPANY PLLP

Copeland Buhl + Company PL 1 P

July 8, 2021

THE HOPE CHEST FOR BREAST CANCER FOUNDATION STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2020 (With Comparative Totals for 2019)

						2020						2019
		With	out D	onor Restric	tions							
<u>ASSETS</u>				Board				h Donor				
	0	perating	De	esignated Total		Res	trictions	Total		Total		
Current Assets:												
Cash	\$	342,618	\$	-	\$	342,618	\$	50,473	\$	393,091	\$	353,774
Accounts receivable		5,088		-		5,088		-		5,088		6,411
Investments		-		382,716		382,716		-		382,716		307,221
Prepaid expenses		12,726		-		12,726		-		12,726		6,033
Due from related party		7,533				7,533				7,533		6,942
Total Current Assets		367,965		382,716		750,681		50,473		801,154		680,381
Equipment and Improvements, Net		8,260		-		8,260		-		8,260		12,468
Other Assets		966				966	······			966		966
TOTAL ASSETS	\$	377,191	\$	382,716	\$	759,907	\$	50,473	\$	810,380	\$	693,815
LIABILITIES AND NET ASSETS												
Current Liabilities:												
Accounts payable	\$	839	\$	-	\$	839	\$	-	\$	839	\$	8,100
Accrued expenses		15,990				15,990		-		15,990		10,146
Total Current Liabilities		16,829		-		16,829		-		16,829		18,246
Paycheck Protection Program (PPP) Loan		20,128	•••••	-		20,128			***************************************	20,128		-
Total Liabilities		36,957		-		36,957		-		36,957		18,246
Net Assets		340,234		382,716		722,950		50,473		773,423		675,569
TOTAL LIABILITIES AND NET ASSETS	\$	377,191	\$	382,716	\$	759,907	\$	50,473	\$	810,380	\$	693,815

See notes to financial statements.

THE HOPE CHEST FOR BREAST CANCER FOUNDATION STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2020 (With Comparative Totals for 2019)

	2020									2019		
	A. T. L.	Witho	out Do	nor Restric	tions		With					
				Board			Donor					
	Op	erating	De	<u>Designated</u>		Total		Restrictions		Total		Total
Revenues and Support:												
Revenue from sales of donated items	\$	610,051	\$	-	\$	610,051	\$	-	\$	610,051	\$	647,253
Special events, net of expenses		76,122		-		76,122		-		76,122		165,482
Other donations		144,046		1,092		145,138		29,250		174,388		178,631
Net assets released from restrictions		29,029				29,029		(29,029)		-		-
Total Revenues and Support		859,248		1,092		860,340		221		860,561		991,366
Expenses:												
Costs of selling donated items		518,543		-		518,543				518,543		550,165
Program services		157,000		-		157,000				157,000		238,821
Fundraising		93,405		-		93,405				93,405		53,653
Management and general		68,162				68,162				68,162		59,725
Total Expenses		837,110		-		837,110				837,110		902,364
Other Income (Expense):												
Investment income		-		74,403		74,403		-		74,403		72,585
Loss from equipment disposition		_		-		-		-		-		(98,440)
Miscellaneous income	BW	-		_								604
Total Other Income (Expense)		-		74,403		74,403		-		74,403		(25,251)
Change in Net Assets		22,138		75,495		97,633		221		97,854		63,751
Net Assets - Beginning of Year		318,096	*******	307,221		625,317		50,252		675,569		611,818
Net Assets - End of Year	\$	340,234	\$	382,716	\$	722,950	\$	50,473	\$	773,423	\$	675,569

See notes to financial statements.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2020

	F	Program			Mar	nagement		
	S	Services		Fundraising		General		Total
Wages and related expenses	\$	47,952	\$	51,097	\$	36,260	\$	135,309
Grant program expense		92,423	•	-	•	-	,	92,423
Professional fees		4,868		8,816		16,811		30,496
Fundraising		495		13,172		9,408		23,075
Office expense		4,164		4,230		3,165		11,559
Advertising		2,368		7,105		-		9,473
Outside labor		-		5,619		-		5,619
Office sharing expense		1,645		1,671		1,250		4,566
Depreciation		2,111		705		528		3,344
Insurance		947		962		720		2,629
Telephone		27		27	************	20	-	74
Total	\$	157,000	\$	93,405	\$	68,162	\$	318,567

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2019

	Program Services		Fundraising		nagement I General	Total		
Wages and related expenses	\$	51,333	\$	15,085	\$ 20,482	\$	86,900	
Grant program expense		115,846		-	-		115,846	
Outside labor		25,973		14,794	7,792		48,559	
Fundraising		961		8,271	18,260		27,492	
Professional fees		8,856		5,894	7,208		21,958	
Depreciation		18,736		206	287		19,229	
Office expense		9,770		2,614	3,644		16,028	
Advertising		1,772		5,317	-		7,089	
Office sharing expense		3,272		864	1,205		5,341	
Insurance		2,073		547	763		3,383	
Telephone		229		61	 84	<u> </u>	374	
Total	\$	238,821	\$	53,653	\$ 59,725	\$	352,199	

STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020	-	2019
Cash Flows from Operating Activities:			
Change in net assets	\$ 97,854	\$	63,751
Adjustments to reconcile change in net assets to			
net cash provided by operating activities:			
Investment income reinvested	(20,746)		(12,022)
Realized and unrealized gains on investments	(53,657)		(60,563)
Loss on disposal of equipment	-		98,440
Depreciation	4,208		19,558
Changes in assets and liabilities:			
Accounts receivable	1,323		(3,587)
Prepaid expenses	(6,693)		(1,292)
Due from related party	(591)		545
Other assets	-		823
Accounts payable	(7,261)		6,131
Accrued expenses	 5,844		(2,366)
Net Cash Provided by Operating Activities	20,281		109,418
Cash Flows from Investing Activities:			
Purchases of investments	(54,687)		(19,408)
Proceeds from sale of investments	53,595		46,354
Purchases of equipment	 -		(10,699)
Net Cash Provided by (Used in) Investing Activities	(1,092)		16,247
Cash Flows from Financing Activities:			
Proceeds from paycheck protection program (PPP) loan	 20,128		
Net Increase in Cash	39,317		125,665
Cash - Beginning of Year	353,774		228,109
Cash - End of Year	\$ 393,091	\$	353,774

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 1: Nature of Operations

The Hope Chest for Breast Cancer Foundation (Foundation) is a non-profit organization located in Orono, Minnesota. Its mission is to raise funds to provide the quickest access to help with the most urgent needs of financially distressed breast cancer patients and their families in Minnesota. Funds are raised through the sale of upscale women's clothing and high-end furniture and decorative accessories donated by the general public, manufacturers and retail businesses. The donated items are sold in a resale store. Additional support is raised through fundraising events and solicitation of financial contributions from individuals, corporations, and foundations. Support is received in the form of cash and noncash donations.

Contributions of tangible items to the Foundation are sold through a retail store located in Orono, Minnesota which is operated by a corporation controlled by a board member on the Foundation's Board of Directors (Note 10).

Note 2: Summary of Significant Accounting Policies

Statement Presentation

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America.

The Foundation is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets without donor restrictions represent funds available to support the operations of the Foundation. The Board of Directors may designate the use of certain net assets without donor restrictions.

Net assets with donor restrictions have donor-imposed purpose or time restrictions.

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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended December 31, 2019, from which the summarized information was derived.

Use of Estimates

When preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, 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. Actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 2: Summary of Significant Accounting Policies (Continued)

Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances, net of any allowance for doubtful accounts. There was no allowance for uncollectible accounts as of December 31, 2020 and 2019. Management provides for probable uncollectible amounts through a charge to operations and a credit to an allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance and a credit to accounts receivable.

Investments

Investments consist of mutual funds and unit investment trusts and are stated at quoted market value.

Investments are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in the values of the securities may occur in the near term and that such changes could materially affect the amount reported.

Equipment and Improvements

Equipment is carried at cost if purchased or fair market value at the date of the gift if received as contributions. Depreciation is computed by the straight-line method using estimated useful lives of 3 to 5 years for software and computers. Leasehold improvements are amortized using the straight-line method over the shorter of the lease term or the estimated useful life of the asset.

Expenditures for maintenance and repairs are charged to operations when the expense is incurred. Expenditures determined to represent additions and betterments are capitalized.

Contributed Services

Contributed professional services are recognized if the services received create or enhance long-lived assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Management and general expenses include \$9,903 and \$19,222 for 2020 and 2019, respectively, for contributed professional services.

In addition, a substantial number of unpaid volunteers made significant contributions of their time that do not meet the recognition criteria described above. Accordingly, the value of the donated time is not reflected in the financial statements.

Donated Material and Facilities

Donated materials are recorded at the estimated fair value when received and when such value can be objectively and accurately determined. The Foundation received donated materials for program purposes, fundraising and management and general purposes totaling \$38,973 and \$59,439 for 2020 and 2019, respectively, which is recorded in both revenues and expenses.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 2: Summary of Significant Accounting Policies (Continued)

Income Taxes

The Hope Chest for Breast Cancer Foundation and subsidiary is exempt from federal and state income taxes pursuant to Section 501(c)(3) of the Internal Revenue Code. The Foundation's federal information returns are subject to possible examination by the Internal Revenue Service until the expiration of the related statute of limitations which generally is three years.

In 2016, Hope Chest for Breast Cancer of Bloomington, LLC, a former wholly owned subsidiary, received notice from the Internal Revenue Service (IRS) that its tax exemption was revoked. The store has provided the IRS with information necessary to rectify the matter.

Functional Allocation of Expenses

The cost of providing various activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among program services, fundraising and management and general expenses.

Subsequent Events

Management has evaluated subsequent events through July 8, 2021, the date on which the financial statements were available to be issued.

Note 3: Fair Value Measurements

The Fair Value Measurement and Disclosures Topic of the FASB Accounting Standards Codification establishes a fair value hierarchy that prioritizes 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, Level 2 inputs consist of observable inputs other than quoted prices for identical assets, and Level 3 inputs have the lowest priority.

The Foundation uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Foundation measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. Level 2 inputs would only be used for investments for which Level 1 inputs were not available. Level 3 inputs would only be used when Level 1 or Level 2 inputs were not available. There are no investments requiring the use of Level 2 or 3 inputs at December 31, 2020 and 2019.

The fair value of investments consists of a unit investment trust and is based on quoted net asset values of the shares as reported by the trust. The trust is registered with the U.S. Securities and Exchange Commission, must publish its daily net asset value and transact at that price and is considered to be actively traded.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 3: Fair Value Measurements (Continued)

The following tables set forth, by level within the fair value hierarchy, the Foundation's investments at fair value as of December 31, 2020 and 2019:

			Price Ma	ng Quoted es in Active arkets for tical Assets
	F	air Value		Level 1)
<u>December 31, 2020</u>				
Mutual funds Stocks	\$	353,453 2,343	\$	353,453 2,343
Total Investments in the Fair Value Hierarchy		355,796		355,796
Investments Measured at Net Asset Value		26,920		_
Total Investments at Fair Value	\$	382,716	\$	355,796
	F	air Value	Price Ma Ident	ng Quoted es in Active arkets for tical Assets Level 1)
<u>December 31, 2019</u>	F	air Value	Price Ma Ident	es in Active arkets for
December 31, 2019 Mutual funds Stocks	F.	air Value 281,701 2,269	Price Ma Ident	es in Active arkets for tical Assets
Mutual funds		281,701	Price Ma Ident	es in Active arkets for tical Assets Level 1)
Mutual funds Stocks		281,701 2,269	Price Ma Ident	es in Active arkets for tical Assets Level 1) 281,701 2,269

GAAP guidance indicates that investments measured at net asset value as a practical expedient, such as the investment in the unit investment trust, are excluded from the fair value hierarchy (i.e., Level 1, 2, and 3). However, they are presented above to enable reconciliation with amounts presented on the statement of financial position.

The following table summarizes investments for when fair value is measured using the net asset value per share practical expedient as of December 31, 2020 and 2019, respectively.

	Fair Marl	ket Val	ue:	Unfunded	Redeption	Redemption	Other Redemption
	 2020		2019 Comr		Frequency	Notice Period	Restrictions
Unit Investment Trust	\$ 26,920	\$	23,251	-	Daily	Daily	-

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 4: Equipment and Improvements

Equipment and improvements consist of the following at December 31:

		2020	2019		
Software	\$	18,796	\$	18,796	
Computers		10,225		10,225	
Leasehold Improvements		10,763		10,763	
	1	39,784		39,784	
Accumulated Depreciation	4	(31,524)		(27,316)	
Equipment and Improvements, net	\$	8,260	\$	12,468	

Note 5: Paycheck Protection Program (PPP) Loan

The Foundation was granted a \$20,128 loan under the PPP administered by a Small Business Administration (SBA) approved partner. The loan is uncollateralized and is fully guaranteed by the Federal government. The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The Foundation has recorded a note payable and will record the forgiveness upon being legally released from the loan obligation by the SBA. Upon notification of partial forgiveness, the Foundation will be required to repay any remaining balance, plus interest accrued at 1%, in monthly payments. If the loan is fully forgiven no payments will be due. The maturity date of the loan is May 3, 2022. Subsequent to year end, the loan obligation was legally released by the SBA and the Foundation recognized \$20,128 of loan forgiveness income.

In March 2021, the Foundation applied for and was granted a loan of \$34,903 under the PPP administered by a Small Business Administration (SBA) approved partner and bears interest at 1%. The loan is uncollateralized and is fully guaranteed by the Federal government. The Foundation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The Foundation intends to take measures to maximize the loan forgiveness but cannot reasonably determine the portion of the loan that will ultimately be forgiven.

Note 6: Net Assets

Board Designated

The Foundation has designated \$100,000 of net assets without donor restrictions as an operating reserve.

With Donor Restrictions

Details of the net assets with donor restrictions are as follows:

					Com	munications/			
	Gra	Grant Writer		ent Grants	E	Branding	Total		
December 31, 2018	\$	16,502	\$	4,843	\$	25,000	\$	46,345	
Contributions		-		7,500		25,000		32,500	
Utilization		(2,524)		(12,343)		(13,726)		(28,593)	
December 31, 2019		13,978		+		36,274		50,252	
Contributions		-		27,500		1,750		29,250	
Utilization		(1,925)		(17,500)		(9,604)		(29,029)	
December 31, 2020	\$	12,053	\$	10,000	\$	28,420	\$	50,473	

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 7: Revenue Recognition in Accordance with FASB ASC 606

The Foundation's revenues include special and fundraising event performance obligations throughout the year and revenue is recognized at a single point in time when the service is performed. Typical payment terms vary and are due at the time of the event.

Disaggregation of Revenue

The Foundation's operations consist of raising funds to provide support to breast cancer patients and their families. Cash or services contributions may be given to the Foundation with no performance obligation in return. Event transactions are considered one distinct performance obligation at the time the event occurs. Various economic factors affect revenues and cash flows. The Foundation's contributions and event revenues are spread over numerous donors and attendees which reduces the risk of loss.

The Foundation reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor stipulated time restriction ends or purpose restriction is accomplished, donor restricted net assets are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. If the donor restriction expires within the same year the donation is received it is considered an unrestricted net asset. There were \$50,473 and \$50,252 in net assets with donor restrictions at December 31, 2020 and 2019, respectively.

Contract Balances

The timing of revenue recognition, billings, and cash collection results in receivables on the statement of financial position.

The ending receivable balances were as follows at December 31:

	 2020		2019	2018		
Accounts Receivable	\$ 5,088	\$	6,411	\$	2,824	
Due from Related Party	\$ 7,533	\$	6,942	\$	7,487	

Note 8: Liquidity and Availability of Resources

The Foundation regularly monitors liquidity required to meet its operating needs and program disbursements, with the intent to operate a balanced budget throughout the year and modify expenditures as needed. Financial assets in excess of daily cash requirements are invested in money market funds and other short-term investments.

The following table reflects the Foundation's financial assets as of December 31, 2020 and 2019, reduced by amounts that are not available to meet general expenditures due to donor restrictions. In the event the need arises to utilize the board-designated operating reserve referred to in Note 6, the reserve could be drawn upon through board resolution.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

Note 8: Liquidity and Availability of Resources (Continued)

Details of the assets available for the Foundation's use are as follows as of December 31:

	 2020	2019		
Cash	\$ 393,091	\$	353,774	
Investments	382,716		307,221	
Accounts receivable	5,088		6,411	
	 780,895		667,406	
Funds with donor restrictions	 (50,473)		(50,252)	
Financial assets available to meet cash needs for general expenditures within one year	\$ 730,422	\$	617,154	

Note 9: Special Events

The Foundation conducts special events throughout the year. Details of the special events are as follows for years ended December 31:

	2020		2019	
Revenues Expenses	\$	191,127 115,005	\$	277,300 111,818
	\$	76,122	\$	165,482

Note 10: Related Party Transactions and Balances

The Foundation has a management agreement with a corporation controlled by the Foundation's founder and member of the board of directors. The management agreement requires the corporation to purchase such items of clothing, furniture, household furnishings and accessories that are donated to the Foundation which meet specified standards. The corporation operates the retail store where the donated property is sold. The management agreement requires the management company to pay the Foundation an amount equal to the sales less reasonable compensation for services provided by the management company. The amount earned by the Foundation may not be less than 15% of donated inventory sales and 5% of purchased inventory sales from the retail store. The amount earned by the Foundation was \$91,508 and \$97,088 in 2020 and 2019, respectively.

The due from related party balance represents amounts owed to the Foundation by the corporation. The balance at December 31, 2020 and 2019 was noninterest bearing and due on demand.

The Foundation has an agreement with a corporation controlled by a member of the board of directors to provide computer services and equipment to the Foundation. The amount paid to the corporation was \$12,413 and \$18,362 for 2020 and 2019, respectively.

The Foundation has an agreement with a corporation controlled by a member of the board of directors to provide legal services to the Foundation. The amount paid to the corporation was \$7,502 for 2020.