HOPE GOSPEL MISSION, INC.

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2018 AND 2017

HOPE GOSPEL MISSION, INC. TABLE OF CONTENTS YEARS ENDED JUNE 30, 2018 AND 2017

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INDEPENDENT AUDITORS' REPORT

Board of Directors Hope Gospel Mission, Inc. Eau Claire, Wisconsin

We have audited the accompanying financial statements of Hope Gospel Mission, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits 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 auditors' 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 opinions.



Board of Directors Hope Gospel Mission, Inc.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hope Gospel Mission, Inc. as of June 30, 2018 and 2017 and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Clifton Larson Allen LLP

CliftonLarsonAllen LLP

Eau Claire, Wisconsin October 9, 2018

HOPE GOSPEL MISSION, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2018 AND 2017

| | 2018 | 2017 |
|---|-----------------|-----------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and Cash Equivalents | \$ 1,524,311 | \$ 1,093,267 |
| Restricted Cash | 31,248 | 29,965 |
| Grants Receivable | 800,000 | - |
| Unconditional Promises to Give | 234,509 | 106,766 |
| Inventory | 459,862 | 434,682 |
| Prepaid Expenses | 24,158 | 14,806 |
| Funds Held in Escrow | 13,875 | 17,325 |
| Total Current Assets | 3,087,963 | 1,696,811 |
| PROPERTY AND EQUIPMENT, NET | 2,892,073 | 2,664,696 |
| NONCURRENT UNCONDITIONAL PROMISES TO GIVE | 230,827 | 113,867 |
| FUNDS HELD AT FOUNDATION | 11,591 | 10,891 |
| Total Assets | \$ 6,222,454 | \$ 4,486,265 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Current Maturities of Long-Term Debt | \$ 917,587 | \$ 52,503 |
| Accounts Payable | 324,880 | 65,951 |
| Accrued Liabilities | 197,075 | 151,267 |
| Funds Held for Others | 31,248 | 29,965 |
| Total Current Liabilities | 1,470,790 | 299,686 |
| LONG-TERM DEBT, Less Current Maturities | 626,938 | 1,525,786 |
| Total Liabilities | 2,097,728 | 1,825,472 |
| NET ASSETS | | |
| Unrestricted | 2,819,126 | 2,440,160 |
| Temporarily Restricted | 1,305,600 | 220,633 |
| Total Net Assets | 4,124,726 | 2,660,793 |
| Total Liabilities and Net Assets | \$ 6,222,454 | \$ 4,486,265 |

HOPE GOSPEL MISSION, INC. STATEMENTS OF ACTIVITIES YEARS ENDED JUNE 30, 2018 AND 2017

| | 2018 | | | 2017 | | | |
|---|--------------|--------------|--------------|--------------|-------------|--------------|--|
| | | Temporarily | Temporarily | | Temporarily | | |
| | Unrestricted | Restricted | Totals | Unrestricted | Restricted | Totals | |
| REVENUES AND OTHER SUPPORT | | | | | | | |
| Program Service Revenue | \$ 11,552 | \$- | \$ 11,552 | \$ 5,896 | \$- | \$ 5,896 | |
| Contributions | 581,273 | 1,544,617 | 2,125,890 | 640,017 | 220,633 | 860,650 | |
| Bargain Center Sales | 2,099,500 | - | 2,099,500 | 2,018,147 | - | 2,018,147 | |
| Building Hope Sales | 603,126 | - | 603,126 | 642,960 | - | 642,960 | |
| Auto Sales | 44,460 | - | 44,460 | 51,959 | - | 51,959 | |
| Investment Income | 3,671 | - | 3,671 | 3,382 | - | 3,382 | |
| Gain (Loss) on Disposal of Assets | 121,680 | - | 121,680 | (3,843) | - | (3,843) | |
| Miscellaneous Income | 113,733 | - | 113,733 | 91,638 | - | 91,638 | |
| Expiration of Time and Use Restrictions | 459,650 | (459,650) | - | 500 | (500) | - | |
| Total Revenues and Other Support | 4,038,645 | 1,084,967 | 5,123,612 | 3,450,656 | 220,133 | 3,670,789 | |
| EXPENSES | | | | | | | |
| Program Services | 931,003 | - | 931,003 | 767,560 | - | 767,560 | |
| Management and General | 286,049 | - | 286,049 | 286,266 | - | 286,266 | |
| Fundraising | 422,056 | - | 422,056 | 382,709 | - | 382,709 | |
| Bargain Center | 1,453,526 | - | 1,453,526 | 1,399,041 | - | 1,399,041 | |
| Building Hope | 531,962 | - | 531,962 | 534,478 | - | 534,478 | |
| Hope Gospel Mission Auto Sales | 35,083 | - | 35,083 | 38,014 | - | 38,014 | |
| Total Expenses | 3,659,679 | - | 3,659,679 | 3,408,068 | - | 3,408,068 | |
| CHANGES IN NET ASSETS | 378,966 | 1,084,967 | 1,463,933 | 42,588 | 220,133 | 262,721 | |
| Net Assets - Beginning of Year | 2,440,160 | 220,633 | 2,660,793 | 2,397,572 | 500 | 2,398,072 | |
| NET ASSETS - END OF YEAR | \$ 2,819,126 | \$ 1,305,600 | \$ 4,124,726 | \$ 2,440,160 | \$ 220,633 | \$ 2,660,793 | |

HOPE GOSPEL MISSION, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018

| | | | | 2018 | | | |
|------------------------------------|---------------------|-------------------|------------------|------------|----------------|-------------|--------------|
| | Program | | | Management | | | |
| | Program Services | Bargain Center | Building Hope | Auto Sales | and General | Fundraising | Totals |
| Personnel | \$ 497,921 | \$ 783,977 | \$ 229,994 | \$ 15,648 | \$ 220,489 | \$ 168,492 | \$ 1,916,521 |
| Capital Campaign Expenses | - | - | - | - | - | 105,959 | 105,959 |
| Insurance | 55,557 | 76,343 | 29,474 | 2,987 | 16,430 | 11,020 | 191,811 |
| Utilities | 68,259 | 137,569 | 66,930 | 2,204 | 2,248 | 5,183 | 282,393 |
| Interest | 15,918 | 41,207 | 24,853 | 5,812 | 206 | 103 | 88,099 |
| Cost of Goods Sold | - | 31,027 | 72,985 | 3,186 | - | - | 107,198 |
| Advertising and Promotional | 138 | 60,703 | 25,959 | 1,615 | 150 | 720 | 89,285 |
| Vouchers | - | 67,534 | - | - | - | - | 67,534 |
| Professional Fees | - | - | - | - | 20,537 | - | 20,537 |
| Bank and Credit Card Charges | 89 | 41,735 | 14,638 | - | 133 | 3,383 | 59,978 |
| Donor Cultivation Expense | - | - | - | - | 35 | 76,451 | 76,486 |
| Store Supplies | - | 32,663 | 8,369 | - | - | - | 41,032 |
| Program Expenses | 142,711 | - | - | 915 | 6,983 | 369 | 150,978 |
| Special Events | 1,135 | 200 | - | - | 3,821 | 16,448 | 21,604 |
| Vehicle and Travel | 7,310 | 17,219 | 15,634 | 975 | 1,556 | 662 | 43,356 |
| Repairs and Maintenance | 17,483 | 25,624 | 7,654 | 185 | 2,258 | 1,288 | 54,492 |
| Training and Conferences | 12,512 | 9,304 | 1,149 | - | 2,796 | 3,904 | 29,665 |
| Database and Website | 10,308 | 10,896 | 4,142 | - | 2,095 | 8,853 | 36,294 |
| Donor Acquisition Expense | - | - | - | - | - | 14,730 | 14,730 |
| Supplies | 11,131 | 4,564 | 1,637 | 998 | 2,074 | 906 | 21,310 |
| Rent Expense | 18,622 | 51,844 | - | - | - | - | 70,466 |
| Food | 11,453 | 5,791 | 600 | 29 | 1,347 | 760 | 19,980 |
| Printing and Reproduction | 2,194 | 527 | - | - | 170 | 644 | 3,535 |
| Postage and Delivery | 251 | 81 | 50 | 25 | 546 | 440 | 1,393 |
| Resident Supplies | 5,846 | - | - | - | - | - | 5,846 |
| Computer Equipment | 4,370 | - | - | - | - | - | 4,370 |
| Property Taxes | 14,885 | - | - | - | - | 187 | 15,072 |
| Miscellaneous | 3,322 | 3,580 | 1,492 | - | 1,458 | 807 | 10,659 |
| Total Expenses Before Depreciation | 901,415 | 1,402,388 | 505,560 | 34,579 | 285,332 | 421,309 | 3,550,583 |
| Depreciation | 29,588 | 51,138 | 26,402 | 504 | 717 | 747 | 109,096 |
| Total Expenses | \$ 931,003 | \$ 1,453,526 | \$ 531,962 | \$ 35,083 | \$ 286,049 | \$ 422,056 | \$ 3,659,679 |

HOPE GOSPEL MISSION, INC. STATEMENT OF FUNCTIONAL EXPENSES (CONTINUED) YEAR ENDED JUNE 30, 2017

| | | | | 2017 | | | |
|------------------------------------|------------|--------------|------------|------------|------------|-------------|--------------|
| | | Prog | am | | Management | | |
| | Program | Bargain | Building | | and | | |
| | Services | Center | Норе | Auto Sales | General | Fundraising | Totals |
| Personnel | \$ 456,794 | \$ 738,289 | \$ 242,303 | \$ 16,696 | \$ 221,551 | \$ 158,588 | \$ 1,834,221 |
| Capital Campaign Expenses | - | - | - | - | - | 56,400 | 56,400 |
| Insurance | 82,327 | 92,876 | 29,485 | 3,926 | 22,565 | 33,187 | 264,366 |
| Utilities | 46,683 | 138,922 | 61,791 | 2,153 | 2,340 | 5,310 | 257,199 |
| Interest | 14,957 | 35,849 | 25,576 | 5,056 | 179 | 89 | 81,706 |
| Cost of Goods Sold | - | 33,633 | 69,972 | 3,115 | - | - | 106,720 |
| Advertising and Promotional | 1,320 | 51,548 | 18,414 | 35 | 120 | 95 | 71,532 |
| Vouchers | - | 63,538 | - | - | - | - | 63,538 |
| Professional Fees | 1,813 | 200 | 444 | - | 17,023 | - | 19,480 |
| Bank and Credit Card Charges | 173 | 42,403 | 15,404 | 38 | 245 | 2,608 | 60,871 |
| Donor Cultivation Expense | - | - | - | - | 1,177 | 50,265 | 51,442 |
| Store Supplies | - | 41,638 | 7,487 | 801 | - | - | 49,926 |
| Program Expenses | 46,202 | - | - | 1,579 | 5,094 | 366 | 53,241 |
| Special Events | 579 | 276 | - | - | 2,950 | 15,559 | 19,364 |
| Vehicle and Travel | 6,934 | 13,042 | 12,495 | 1,840 | 1,420 | 516 | 36,247 |
| Repairs and Maintenance | 14,402 | 35,042 | 13,646 | 143 | 1,625 | 815 | 65,673 |
| Training and Conferences | 8,564 | 4,215 | 1,047 | - | 1,589 | 1,755 | 17,170 |
| Database and Website | 10,388 | 6,110 | 2,149 | - | 1,115 | 8,245 | 28,007 |
| Donor Acquisition Expense | - | - | - | - | - | 42,461 | 42,461 |
| Supplies | 7,569 | 6,038 | 1,677 | 165 | 2,298 | 994 | 18,741 |
| Rent Expense | 3,780 | 39,321 | - | - | - | - | 43,101 |
| Food | 10,482 | 4,282 | 986 | - | 834 | 602 | 17,186 |
| Printing and Reproduction | 3,513 | 484 | 273 | - | 480 | 1,137 | 5,887 |
| Postage and Delivery | 1,046 | 291 | 111 | 94 | 138 | 1,281 | 2,961 |
| Resident Supplies | 3,188 | - | - | - | - | - | 3,188 |
| Computer Equipment | 1,012 | - | 1,275 | - | 1,673 | 553 | 4,513 |
| Property Taxes | 8,272 | - | - | - | - | 199 | 8,471 |
| Miscellaneous | 4,854 | 2,399 | 1,196 | 290 | 1,133 | 799 | 10,671 |
| Total Expenses Before Depreciation | 734,852 | 1,350,396 | 505,731 | 35,931 | 285,549 | 381,824 | 3,294,283 |
| Depreciation | 32,708 | 48,645 | 28,747 | 2,083 | 717 | 885 | 113,785 |
| Total Expenses | \$ 767,560 | \$ 1,399,041 | \$ 534,478 | \$ 38,014 | \$ 286,266 | \$ 382,709 | \$ 3,408,068 |

HOPE GOSPEL MISSION, INC. STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2018 AND 2017

| CASH FLOWS FROM OPERATING ACTIVITIES \$ 1,463,933 \$ 262,721 Change in Net Assets to Net Cash Provided by Operating Activities: 09,096 113,785 Depreciation 109,096 113,785 (1,279) Loss on Sale of Other Real Estate Owned - 5,122 Change in Value of Holdings at Eau Claire Community Foundation (700) (1,085) (Increase) Decrease in: (800,000) - Grants Receivable (800,000) - Unconditional Promises to Give (244,703) (220,633) Prepaid Expenses (9,352) 535 Fund Held in Escrow (3,450) (15,450) Increase (Decrease) in: - - Accounts Payable 256,829 (35,586) Accrued Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES - - Purchase of Fixed Assets (21,719) Net Cash Provided (Used) by Investing Activities (21,719) | | 2018 | | 2017 | |
|--|--|------|-----------|------|-----------|
| Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities: Depreciation 109,096 113,765 Gain on Disposal of Fixed Assets (121,680) (1,279) Loss on Sale of Other Real Estate Owned - 5,122 Change in Value of Holdings at Eau Claire Community Foundation (700) (1,085) (Increase) Decrease in: - 5,122 Grants Receivable (800,000) - Unconditional Promises to Give (244,703) (220,633) Prepaid Expenses (9,352) 535 Fund Held in Escrow 3,450 (15,450) Inventory (25,180) (3,334) Increase (Decrease) in: 258,929 (35,566) Accrued Liabilities 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES 9 209,878 Purchase of Fixed Assets 425,000 3,147 Proceeds on Sale of Other Real Estate Owned 20,726 - CASH FLOWS FROM INVESTING ACTIVITIES 1,283 | CASH FLOWS FROM OPERATING ACTIVITIES | | | | |
| Provided by Operating Activities: 109.096 113.785 Depreciation 109.096 113.785 Gain on Disposal of Fixed Assets (121.680) (1.279) Loss on Sale of Other Real Estate Owned - 5.122 Change in Value of Holdings at Eau Claire Community Foundation (Increase) Decrease in: (700) (1,085) Grants Receivable (800.000) - 100.005 Grants Receivable (800.000) - 100.005 Unconditional Promises to Give (244,703) (220.633) Prepaid Expenses (9.322) 535 Fund Held in Escrow 3.450 (15.450) Inventory (25.180) (3.334) Increase (Decrease) in: - 45.808 21.920 Funds Held for Others 1.283 21.719 Net Cash Provided by Operating Activities 680.884 148.435 CASH FLOWS FROM INVESTING ACTIVITIES - 209.878 Proceeds on Sale of Tixed Assets (21.076) 133.112 CASH FLOWS FROM FINANCING ACTIVITIES - 209.878 Change i | - | \$ | 1,463,933 | \$ | 262,721 |
| Depreciation 109,096 113,785 Gain on Disposal of Fixed Assets (121,880) (1,279) Loss on Sale of Other Real Estate Owned 5,122 Change in Value of Holdings at Eau Claire Community Foundation (Increase) Decrease in: (700) (1,085) Grants Receivable (800,000) (10,085) Unconditional Promises to Give (244,703) (220,633) Prepaid Expenses (9,352) 535 Fund Held in Escrow 3,450 (15,450) Inventory (25,180) (3,334) Increase (Decrease) in: 45,808 21,920 Accounts Payable 258,929 (35,586) Accrued Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities (639,793) (58,194) Proceeds on Sale of Fixed Assets 425,000 3,147 Proceeds on Sale of Other Real Estate Owned 209,878 (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCIS ACTIVITIES 20,726 | | | | | |
| Gain on Disposal of Fixed Assets (121,680) (1,279) Loss on Sale of Other Real Estate Owned - 5,122 Change in Value of Holdings at Eau Claire Community Foundation (700) (1,085) Increase) Decrease in: (800,000) - Grants Receivable (800,000) - Unconditional Promises to Give (244,703) (220,633) Prepaid Expenses (9,352) 535 Fund Held in Escrow (3,450) (15,450) Increase (Decrease) in: - 258,929 (35,586) Accounts Payable 258,929 (35,586) 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES - 209,878 Proceeds on Sale of Fixed Assets (633,793) (58,194) Proceeds on Sale of Other Real Estate Owned - 209,878 Change in Restricted Cash (1,283) (21,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES - 20,726 - | | | | | |
| Loss on Sale of Other Real Estate Owned5,122Change in Value of Holdings at Eau Claire Community Foundation (Increase) Decrease in: Grants Receivable(800,000)Grants Receivable(800,000)Unconditional Promises to Give(244,703)Prepaid Expenses(9,352)Fund Held in Escrow3,450Increase (Decrease) in: Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable1,283Punds Held for Others1,283Purchase of Fixed Assets680,884148,435CASH FLOWS FROM INVESTING ACTIVITIESPurchase of Fixed Assets(639,793)Proceeds on Sale of Other Real Estate Owned209,878Change in Restricted Cash(1,283)(216,076)133,112CASH FLOWS FROM FINANCING ACTIVITIESProceeds from Long-Term Debt20,726Payments on Long-Term Debt(54,490)Met Cash Used by Pinancing Activities(33,764)Cash and Cash Equivalents - Beginning of Year1,093,267SUPPLEMENTAL INFORMATION Interest Paid§ 88,099SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | • | | | | |
| Change in Value of Holdings at Eau Claire Community Foundation (Increase) Decrease in: Grants Receivable(700)(1,085)Grants Receivable(800,000)-Unconditional Promises to Give(244,703)(220,633)Prepaid Expenses(9,352)535Fund Held in Escrow3,450(15,450)Increase (Decrease) in: Accounts Payable258,929(35,586)Accrued Liabilities45,80821,920Funds Held for Others1,28321,719Net Cash Provided by Operating Activities680,884148,435CASH FLOWS FROM INVESTING ACTIVITIES6639,793(58,194)Proceeds on Sale of Fixed Assets425,0003,147Proceeds on Sale of Other Real Estate Owned-209,878Change in Restricted Cash(1,283)(21,719)Net Cash Provided (Used) by Investing Activities(216,076)133,112CASH FLOWS FROM FINANCING ACTIVITIES20,726-Proceeds on Sale of Other Real Estate Owned-209,878Change in Restricted Cash(1,283)(21,719)Net Cash Provided (Used) by Investing Activities(23,764)(66,180)Net Cash Used by Financing Activities(33,764)(66,180)Net Cash Used by Financing Activities(33,764)(56,180)Net Cash Used by Financing Activities(33,764) | Gain on Disposal of Fixed Assets | | (121,680) | | |
| (Increase) Decrease in: Grants Receivable(800,000)Unconditional Promises to Give(244,703)Prepaid Expenses(9,352)Fund Held in Escrow3,450Inventory(25,180)Increase (Decrease) in: Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Accounts Payable258,929Surchase of Fixed Assets1,283Purchase of Fixed Assets(639,793)Proceeds on Sale of Other Real Estate Owned209,878Change in Restricted Cash(1,283)Proceeds on Sale of Other Real Estate Owned209,878Change in Restricted Cash(1,283)Proceeds from Long-Term Debt20,726Payments on Long-Term Debt(54,490)Net Cash Equivalents - Beginning of Year1,093,267Rash and Cash Equivalents - Beginning of Year1,093,267SUPPLEMENTAL INFORMATION Interest Paid§ 88,099SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | Loss on Sale of Other Real Estate Owned | | - | | 5,122 |
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| Unconditional Promises to Give (244,703) (220,633) Prepaid Expenses (9,352) 535 Fund Held in Escrow 3,450 (15,450) Inventory (25,180) (3,334) Increase (Decrease) in: 4ccounts Payable 258,929 (35,586) Accrued Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES Purchase of Fixed Assets (639,793) (58,194) Proceeds on Sale of Fixed Assets (1,283) (21,719) (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES 20,726 - Proceeds from Long-Term Debt 20,726 - Net Cash Provided (Used) by Investing Activities (33,764) (66,180) Net Cash Used by Financing Activities (33,764) (66,180) Net Cash Used by Financing Activities (33,764) (66,180) Net Cash Used by Financing Activities | | | | | |
| Prepaid Expenses (9,352) 535 Fund Held in Escrow 3,450 (15,450) Increase (Decrease) in: (25,180) (3,334) Accounts Payable 258,929 (35,586) Accrued Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES 680,884 148,435 Purchase of Fixed Assets (639,793) (58,194) Proceeds on Sale of Fixed Assets 425,000 3,147 Proceeds on Sale of Other Real Estate Owned - 209,878 Change in Restricted Cash (1,283) (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from Long-Term Debt (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from Long-Term Debt (66,180) (66,180) Net Cash Used by Financing Activities (33,764) (66,180) (66,180) Net Cash Lequivalents - Beginning of Year <td>Grants Receivable</td> <td></td> <td>(800,000)</td> <td></td> <td>-</td> | Grants Receivable | | (800,000) | | - |
| Fund Held in Escrow 3,450 (15,450) Inventory (25,180) (3,334) Increase (Decrease) in: Accounts Payable 258,929 (35,586) Accured Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES 9urchase of Fixed Assets (639,793) (58,194) Proceeds on Sale of Other Real Estate Owned - 209,878 (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES 20,726 - Proceeds on Sale of Other Real Estate Owned . 209,878 Change in Restricted Cash (1,283) (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES . . Proceeds from Long-Term Debt . . . Net Cash Used by Financing Activities Net Cash Loguivalents - Beginning of Year </td <td>Unconditional Promises to Give</td> <td></td> <td>(244,703)</td> <td></td> <td>(220,633)</td> | Unconditional Promises to Give | | (244,703) | | (220,633) |
| Inventory (25,180) (3,334) Increase (Decrease) in: Accounts Payable 258,929 (35,586) Accrued Liabilities 45,808 21,920 Funds Held for Others 1,283 21,719 Net Cash Provided by Operating Activities 680,884 148,435 CASH FLOWS FROM INVESTING ACTIVITIES 800,884 148,435 Purchase of Fixed Assets (639,793) (58,194) Proceeds on Sale of Other Real Estate Owned 209,878 209,878 Change in Restricted Cash (1,283) (21,719) Net Cash Provided (Used) by Investing Activities (216,076) 133,112 CASH FLOWS FROM FINANCING ACTIVITIES 20,726 - Payments on Long-Term Debt 20,726 - Payments on Long-Term Debt (54,490) (66,180) Net Cash Used by Financing Activities (33,764) (66,180) Net Cash Lequivalents - Beginning of Year 1,093,267 877,900 CASH AND CASH Equivalents - END OF YEAR 1,524,311 1,093,267 SUPPLEMENTAL INFORMATION \$ 88,099 \$ 81,706 | Prepaid Expenses | | (9,352) | | 535 |
| Increase (Decrease) in: Accounts Payable Accounts Provided by Operating Activities CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from Long-Term Debt Proceeds from Long-Term Debt Payments on Long-Term Debt Activities Acti | Fund Held in Escrow | | 3,450 | | (15,450) |
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| Accrued Liabilities45,80821,920Funds Held for Others1,28321,719Net Cash Provided by Operating Activities680,884148,435CASH FLOWS FROM INVESTING ACTIVITIESPurchase of Fixed Assets(639,793)(58,194)Proceeds on Sale of Fixed Assets425,0003,147Proceeds on Sale of Other Real Estate Owned-209,878Change in Restricted Cash(1,283)(21,719)Net Cash Provided (Used) by Investing Activities(216,076)133,112CASH FLOWS FROM FINANCING ACTIVITIES20,726-Proceeds from Long-Term Debt(54,490)(66,180)Net Cash Used by Financing Activities(33,764)(66,180)Net Cash Used by Financing Activities(33,764)(66,180)Net Cash Lows FROM FINANCING ACTIVITIES31,044215,367Cash and Cash Equivalents - Beginning of Year1,093,267877,900CASH AND CASH EQUIVALENTS - END OF YEAR\$1,524,311\$1,093,267SUPPLEMENTAL INFORMATION Interest Paid\$88,099\$81,706SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING\$88,099\$81,706 | Increase (Decrease) in: | | | | |
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| Net Cash Provided by Operating Activities680,884148,435CASH FLOWS FROM INVESTING ACTIVITIESPurchase of Fixed Assets(639,793)Proceeds on Sale of Fixed Assets425,000Alt7Proceeds on Sale of Other Real Estate Owned-Change in Restricted Cash(1,283)Net Cash Provided (Used) by Investing Activities(216,076)CASH FLOWS FROM FINANCING ACTIVITIES20,726Proceeds from Long-Term Debt(54,490)Net Cash Used by Financing Activities(33,764)Net Cash Used by Financing Activities(33,764)Net Cash Equivalents - Beginning of Year1,093,267CASH AND CASH EQUIVALENTS - END OF YEAR\$ 1,524,311SUPPLEMENTAL INFORMATION Interest Paid\$ 88,099SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | Accrued Liabilities | | 45,808 | | 21,920 |
| CASH FLOWS FROM INVESTING ACTIVITIESPurchase of Fixed Assets(639,793)(58,194)Proceeds on Sale of Fixed Assets425,0003,147Proceeds on Sale of Other Real Estate Owned-209,878Change in Restricted Cash(1,283)(21,719)Net Cash Provided (Used) by Investing Activities(216,076)133,112CASH FLOWS FROM FINANCING ACTIVITIESProceeds from Long-Term Debt20,726-Payments on Long-Term Debt(54,490)(66,180)Net Cash Used by Financing Activities(33,764)(66,180)NET INCREASE IN CASH431,044215,367Cash and Cash Equivalents - Beginning of Year1,093,267877,900CASH AND CASH EQUIVALENTS - END OF YEAR\$ 1,524,311\$ 1,093,267SUPPLEMENTAL INFORMATION Interest Paid\$ 88,099\$ 81,706SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING\$ 88,099\$ 81,706 | Funds Held for Others | | 1,283 | | 21,719 |
| Purchase of Fixed Assets(639,793)(58,194)Proceeds on Sale of Fixed Assets425,0003,147Proceeds on Sale of Other Real Estate Owned-209,878Change in Restricted Cash(1,283)(21,719)Net Cash Provided (Used) by Investing Activities(216,076)133,112CASH FLOWS FROM FINANCING ACTIVITIESProceeds from Long-Term Debt20,726-Payments on Long-Term Debt(54,490)(66,180)Net Cash Used by Financing Activities(33,764)(66,180)NET INCREASE IN CASH431,044215,367Cash and Cash Equivalents - Beginning of Year1,093,267877,900CASH AND CASH EQUIVALENTS - END OF YEAR\$ 1,524,311\$ 1,093,267SUPPLEMENTAL INFORMATIONInterest Paid\$ 88,099\$ 81,706SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING\$ 88,099\$ 81,706 | Net Cash Provided by Operating Activities | | 680,884 | | 148,435 |
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| SUPPLEMENTAL INFORMATION Interest Paid \$ 88,099 SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | Cash and Cash Equivalents - Beginning of Year | | 1,093,267 | | 877,900 |
| Interest Paid <u>\$ 88,099</u> <u>\$ 81,706</u> SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | CASH AND CASH EQUIVALENTS - END OF YEAR | \$ | 1,524,311 | \$ | 1,093,267 |
| SUPPLEMENTAL DISCLOSURES OF NONCASH INVESTING | SUPPLEMENTAL INFORMATION | | | | |
| | Interest Paid | \$ | 88,099 | \$ | 81,706 |
| | | | | | |
| Debt Refinanced \$ 690,364 \$ - | Debt Refinanced | \$ | 690,364 | \$ | - |

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Hope Gospel Mission, Inc. (the Mission) is a Christian 501(c)(3) not-for-profit organization. The Mission operates shelter and rehabilitation programs for homeless men and women in Western Wisconsin. In addition, the Mission operates businesses, such as the Bargain Centers and Building Hope, to provide job skills training for residents and income to support program services. The ultimate goal of Hope Gospel Mission is to help its residents renew their lives to become productive members of society.

Basis of Presentation

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor imposed restrictions. Accordingly, the net assets of Hope Gospel Mission, Inc. and changes therein are classified and reported as follows:

<u>Unrestricted</u> - Net assets that are not subject to donor-imposed stipulations.

<u>Temporarily restricted</u> - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of Hope Gospel Mission, Inc. and/or by the passage of time.

<u>Permanently restricted</u> - Net assets subject to donor-imposed stipulations that they be maintained permanently by Hope Gospel Mission, Inc. The Mission had no permanently restricted net assets as of June 30, 2018 and 2017

Accounting Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United State 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 vary from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents include all cash and short-term investments which have an original maturity of three months or less. The balances are insured by the Federal Deposit Insurance Corporation up to certain limits. At times, cash in bank may exceed FDIC insurable limits.

Restricted Cash

Restricted cash consists of cash held for participants in Hope Gospel Mission, Inc.'s programs.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Unconditional Promises to Give

Contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Donated Materials and Inventory

Inventory consists of items purchased for resale, donated vehicles, clothing, appliances, toys, etc.

Donated inventory, materials, and supplies are recorded at fair market value when they are made available for sale. Prior to being offered for sale and included in inventory, donated items are not valued due to uncertainties concerning their value. Substantially all Hope Gospel Mission Auto Sales, Bargain Center Sales, and Building Hope sales are derived from the sale of in-kind support, which is being reported net on the face of the statement of activities.

Purchased merchandise inventory is valued at lower of cost or market; first-in, first-out.

Property and Equipment and Depreciation

Capital expenditures of \$1,000 or more are capitalized. Depreciation is calculated using the straight-line method over the estimated useful lives of the assets as follows:

| Buildings and Improvements | 7-50 years |
|----------------------------|------------|
| Equipment | 7 years |
| Vehicles | 5 years |

Donated Property and Equipment

Donations of property and equipment are recorded as contributions at their estimated fair market value at the date of the donation. Such donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are recorded as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Mission reports expirations of donor restrictions when the donated or acquired assets are placed in service as specified by the donor. The Mission reclassifies temporarily restricted net assets to unrestricted net assets at that time.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Funds Held for Others

Funds held for others consist of resident funds held by the Mission and are included in restricted cash.

Donated Services

Donated services meeting the requirements for recognition (i.e., requiring a specialized skill or creating or enhancing nonfinancial assets) are reflected in the statement of activities. The value of these services is determined objectively using the market value for similar services. In addition, the Mission receives a significant amount of donated services from unpaid volunteers who assist with various activities. These services are not recognized in the financial statements.

Presentation of Sales Taxes

The Mission collects sales taxes from nonexempt customers and remits these taxes to various state and local governments. The Mission's accounting policy is to exclude the tax collected and remitted to the state and local governments from both revenues and expenses.

Income Taxes

The Mission has been granted tax exempt status under Section 501(c)(3) of the Internal Revenue Code and Wisconsin Statute. It has been classified as an organization that is not a private foundation under the Internal Revenue Code and charitable contributions by donors are tax deductible.

The Mission has evaluated its tax positions and determined it has no uncertain tax positions as of June 30, 2018.

Advertising

Hope Gospel Mission, Inc. expenses advertising costs in the period the expense is incurred. Advertising expense was \$89,285 and \$71,532 during the period ending June 30, 2018 and 2017, respectively.

Functional Expense Allocation

Functional expenses are allocated between program services, management and general, fundraising, Hope Bargain Center, Building Hope, and Auto Sales based on an analysis of the accounts and management judgment.

Subsequent Events

In preparing these financial statements, the Mission has evaluated events and transactions for potential recognition or disclosure through October 9, 2018, the date the financial statements were available to be issued.

NOTE 2 INVENTORY

Inventory consists of the following at June 30, 2018 and 2017:

| | 2018 | | 2017 | |
|--------------------------------|------|---------|------|---------|
| New Items Purchased for Resale | \$ | 54,592 | \$ | 69,796 |
| Donated Items | | 348,230 | | 291,547 |
| Unprocessed Items | | 57,040 | | 73,339 |
| Total | \$ | 459,862 | \$ | 434,682 |

NOTE 3 UNCONDITIONAL PROMISES TO GIVE

Promises to give are for building the House of Hope. Estimated collection of promises to give is as follows:

| Within One Year | \$ 234,509 |
|----------------------|---------------|
| In One to Five Years | 230,827 |
| Total | \$ 465,336 |

As of June 30, 2018 promises to give were discounted to present value at 1.58%. No discount was recorded as of June 30, 2017 since the discounts were not material.

NOTE 4 PROPERTY AND EQUIPMENT

Property and equipment are stated at cost less accumulated depreciation as follows:

| | 2018 | | 2017 |
|--------------------------------|------|------------------------|----------------------------|
| Land | \$ | 678,297 | \$ 497,833 |
| Building and Improvements | | 2,125,046 | 2,552,076 |
| Vehicles | | 248,052 | 220,385 |
| Equipment | | 238,922 | 284,284 |
| Construction in Progress | | 427,986 | 64,681 |
| Less: Accumulated Depreciation | | 3,718,303 (826,230) | 3,619,259 (954,563) |
| Total Property and Equipment | \$ | 2,892,073 | \$ 2,664,696 |

The Mission has entered into a contract with Royal Construction for the construction of the new shelter on Mercantile Drive in Eau Claire, Wisconsin for an estimated total of \$3,131,498. Work began on the project in 2018. The Mission incurred total costs of \$268,421 as of June 30, 2018.

NOTE 5 FUNDS HELD AT EAU CLAIRE COMMUNITY FOUNDATION

The Mission has transferred money to the Eau Claire Community Foundation (Foundation) to be held in a fund titled Hope Gospel Mission Endowment Fund. The funds are property of the Foundation. Distributions from the fund can only be made with the approval of the Foundation's Board of Trustees.

The investment at Eau Claire Community Foundation is measured at fair value on a recurring basis using the percentage of the Hope Gospel Mission Endowment Fund's contributions compared to the total pool of investments held at the Foundation. The investments held at the Eau Claire Community Foundation are readily marketable.

NOTE 6 LONG-TERM DEBT

Long-term debt consists of the following at June 30, 2018 and 2017:

| | 2018 | | 2017 | | |
|---|------|------------------------|------|-----------------------|--|
| Mortgage Payable to Wells Fargo Bank due in monthly installments of \$7,069 including interest at 6.38% through July 14, 2018, secured by Bargain Center Real Estate. This loan was refinanced during the year. | \$ | - | \$ | 669,639 | |
| Mortgage Payable to Wells Fargo Bank due in monthly installments of \$5,203 including interest at 4.25% through August 15, 2024, secured by Bargain Center Real Estate. | | 661,975 | | - | |
| Mortgage Payable to Wells Fargo Bank due in monthly principal installments of \$2,175 plus interest at 3.95% through December 2018, secured by the Building Hope and | | | | | |
| Learning Center Buildings. | | 882,550 | | 908,650 | |
| Less Current Maturities | | 1,544,525 (917,587) | | 1,578,289 (52,503) | |
| Net Long-Term Debt | \$ | 626,938 | \$ | 1,525,786 | |

NOTE 6 LONG-TERM DEBT (CONTINUED)

Future scheduled maturities based on refinancing of long-term debt subsequent to yearend are as follows:

| Year Ending June 30, | |
|----------------------|-----------------|
| 2019 | \$ 917,587 |
| 2020 | 36,555 |
| 2021 | 38,139 |
| 2022 | 39,792 |
| 2019 | 41,517 |
| Thereafter | 470,935 |
| | \$ 1,544,525 |

NOTE 7 LINE OF CREDIT

The Mission also has a \$100,000 bank line of credit which matures on December 31, 2018. Amounts borrowed under this agreement bear interest at the bank's prime rate plus .7%, which was 5.7% at June 30, 2018. There was no outstanding balance on the line of credit as of June 30, 2018.

NOTE 8 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets as of June 30, 2018 and 2017 are as follows:

| | 2018 | | 2017 | |
|---|------|-----------|------|---------|
| Donations for Women and Children's Center | \$ | 32,000 | \$ | - |
| Affordable Housing Grant Receivable | | 800,000 | | - |
| Unconditional Promises to Give | | 473,600 | | 220,633 |
| | \$ | 1,305,600 | \$ | 220,633 |

NOTE 9 LEASING ARRANGEMENTS

The Mission has a lease for parking lot space through October 2018 at \$315 per month.

The Mission has a lease at 121 Eau Claire St, in Mondovi, Wisconsin for a Bargain Center for \$2,333 a month from September 2016 through March of 2026.

The Mission has a lease at 8 South Farwell St, in Eau Claire, Wisconsin for the shelter for \$2,474 a month from January 2018 through December 31, 2018.

The Mission has a lease at 1230 N Broadway, in Menomonie, Wisconsin for a Bargain Center for \$2,341 a month from February 2018 through December 2018.

NOTE 9 LEASING ARRAGEMENTS (CONTINUED)

The future minimum lease payments required of the Mission for operating leases are as follows:

| Year Ending June 30, | |
|----------------------|---------------|
| 2019 | \$ 58,403 |
| 2020 | 28,253 |
| 2021 | 28,253 |
| 2022 | 28,253 |
| 2023 | 28,253 |
| Thereafter | 78,604 |
| | \$ 250,019 |

Total rental expense \$70,466 and \$43,101 for the years ending June 30, 2018 and 2017, respectively.

The Mission has an accepted offer on a property for the women and children's shelter and intends to close on the property in December 2018. Until closing the Mission has a lease to rent the property from its current owner for \$8,116 a month beginning in September 2018 through August 2023. Upon purchase of the property in December 2018 the lease will be null in void. The monthly lease amount for this property is not included in the future minimum payments above accordingly.

NOTE 10 RETIREMENT PLAN

The Mission offers qualified staff employees the opportunity for participation in a contributory retirement plan. The Mission matches employees' contributions up to 3% of their regular salary. The Mission's contribution was \$17,846 and \$15,204 for the years ended June 30, 2018 and 2017, respectively.

NOTE 11 VOUCHERS

Included in contributions income and expense for the years ended June 30, 2018 and 2017, are \$67,534 and \$63,538, respectively, for vouchers given directly to needy individuals in the Western Wisconsin area for clothing and furniture at the Bargain Center.

NOTE 12 COMMITMENTS AND CONTINGENCIES

The Mission has been approved for financing from a local bank up to \$2,728,000 to be used in the creation of the creation of the men's or women's shelter. As of June 30, 2018 there was no amounts borrowed on this loan.

The Mission has also been approved for an \$800,000 grant from the Affordable Housing Program through Wells Fargo (California) and has four years to request the funds. As of June 30, 2018, the full amount has been requested and not yet received.

The Mission received a grant of \$275,000 for improvements to the men's shelter and purchase of women's shelter from the Federal Home Loan Bank of Chicago for the Affordable Housing Program in 2005. The grantor can recapture these funds if shelters are sold or do not provide number of beds agreed to in the grant for a period of 15 years. During 2018, the Mission was required to repay \$97,272 of the grant due to selling the men's shelter before the above time frame had expired and did so before year-end.