WOMEN'S BEAN PROJECT FINANCIAL STATEMENTS JUNE 30, 2018

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Independent Auditor's Report

Board of Directors Women's Bean Project Denver, Colorado

I have audited the accompanying financial statements of Women's Bean Project (a Colorado not-for-profit organization) as of June 30, 2018, which comprise the statement of financial position as of June 30, 2018, the related statements of activities, functional expenses, and cash flows for the year then ended and the related notes to the financial statements. My audit included the statement of cash flows for the year ended June 30, 2017.

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

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Women's Bean Project as of June 30, 2018, and the changes in its net assets for the year then ended, and the statements of cash flows for the years ended June 30, 2018 and 2017, in conformity with accounting principles generally accepted in the United States of America.

Emphasis of Matter

Management has elected to restate the cash flow statement for the year ended June 30, 2017 from the indirect to the direct method for comparability purposes. My opinion has been modified to include the statement of cash flows for the year ended June 30, 2017.

Prior Period Financial Statements

The financial statements of Women's Bean Project as of June 30, 2017, were audited by another auditor whose report dated November 15, 2017, expressed an unmodified opinion on those statements.

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August 22, 2018 (Denver, Colorado

WOMEN'S BEAN PROJECT STATEMENTS OF FINANCIAL POSITION

<u>June 30,</u>		2018		2017
Assets				
Cash and cash equivalents	\$	399,598	\$	235,423
Accounts receivable, net of allowance		6,729		13,817
Miscellaneous receivable		0		87
Grants receivable, allowance not				
considered necessary		0		31,667
Community Shares receivable, allowance not				
considered necessary		10,484		13,854
Promises to give, net of allowance		181,294		159,409
Prepaid expenses		8,903		29,135
Inventory		181,903		203,607
Property and equipment, net		525,665		525,261
Other assets		15,766		14,138
Total Assets	<u>\$</u>	1,330,342	\$	1,226,398
Liabilities and Net Assets				
Accounts payable and accrued liabilities	\$	56,999	\$	54,747
Capital lease obligations		12,194		14,508
Notes payable		444,868		462,619
Total liabilities		514,061		531,874
Net Assets				
Unrestricted restricted		434,609		398,877
Temporarily restricted		381,672		295,647
Total net assets	<u> </u>	816,281	_	694,524
Total Liabilities and Net Assets	<u>\$</u>	1,330,342	\$	1,226,398

WOMEN'S BEAN PROJECT STATEMENTS OF ACTIVITIES

For the Year Ended June 30, 2018:	Unrestricted	Temporarily Restricted	Total
Revenue, support and other gains Production Cost of goods sold Net revenue from production	\$ 995,293 (486,095) 509,198	\$ 0 0 0	\$ 995,293 (486,095) 509,198
Contributions Grants Special events, net of direct expenses of \$35,169	376,073 279,127 216,602	186,339 191,500 10,000	562,412 470,627 226,602
Other income Net assets released from restrictions Total revenues, support and other gains	1,541 301,814 1,684,355	(301,814) 86,025	$ \begin{array}{r} 220,002 \\ 1,541 \\ \phantom{00000000000000000000000000000000$
Expenses Program – Job Readiness General and administration Fundraising Total expenses	1,174,601 272,355 201,667 1,648,623		1,174,601 272,355 201,667 1,648,623
Changes in net assets	35,732	86,025	121,757
Net assets at beginning of year	398,877	295,647	694,524
Net assets at end of year	<u>\$ 434,609</u>	<u>\$ 381,672</u>	<u>\$ 816,281</u>
For the Year Ended June 30, 2017: Revenue, support and other gains Production Cost of goods sold	\$ 909,317 (740,328)	\$ 0 0 0	\$ 909,317 (740,328)
Net revenue from production Contributions Grants Special events, net of direct expenses	168,989 447,793 415,896	74,549 120,000	168,989 522,342 535,896
of \$35,188 Other income Net assets released from restrictions Total revenues, support and other gains	85,401 7,177 354,218 1,479,474	97,872 0 (354,218) (61,797)	183,273 7,177 0 1,417,677
Expenses Program – Job Readiness General and administration Fundraising Total expenses	938,507 369,958 189,455 1,497,920		938,507 369,958 189,455 1,497,920
Changes in net assets	(18,446)	(61,797)	(80,243)
Net assets at beginning of year	417,323	357,444	774,767
Net assets at end of year	\$ 398,877	\$ 295,647	<u>\$ 694,524</u>

WOMEN'S BEAN PROJECT STATEMENT OF FUNCTIONAL EXPENSES For the Year Ended June 30, 2018

	 Job <u>Readiness</u>	<u>A</u>	General & dministrative	Fundı	aising_	Total
Salaries and wages	\$ 662,916	\$	142,252	\$	92,948	\$ 898,116
Interns and volunteers	11,436		0		0	11,436
Payroll taxes	78,166		10,449		13,508	102,123
Employee benefits	35,536		13,548		13,227	62,311
Total salaries and			_			_
related expenses	788,054		166,249	1	19,683	1,073,986
Computer expenses	52,500		19,693		12,701	84,894
Dues and subscriptions	1,107		4,517		2,625	8,249
Education and training	9,302		1,192		390	10,884
Equipment rental	423		352		633	1,408
Fundraising	0		226		5,814	6,040
Insurance	20,867		5,124		800	26,791
Interest	17,034		9,424		1,065	27,523
Legal and accounting	123		12,620		0	12,743
License and fees	19,550		10,156		3,792	33,498
Maintenance and repair	8,762		101		114	8,977
Marketing and advertising	112,496		7,944		1,429	121,869
Meetings and gatherings	83		1,524		0	1,607
Contract and outside services	18,606		6,767		12,519	37,892
Postage	3,080		846		5,931	9,857
Printing	2,062		1,371		11,234	14,667
Product development	1,664		0		0	1,664
Program expenses	25,658		0		0	25,658
Supplies	2,590		403		173	3,166
Telephone	2,215		791		158	3,164
Travel	3,330		2,096		305	5,731
Utilities and rent	46,423		6,630		1,554	54,607
Website	1,643		7,570		0	9,213
Miscellaneous	603		1,379		0	1,982
Bad debt expense	0		0		19,269	19,269
Depreciation and amortization	 36,426		5,380		1,478	 43,284
Total expenses	\$ 1,174,601	\$	272,355	<u>\$ 2</u>	01,667	\$ 1,648,623

WOMEN'S BEAN PROJECT STATEMENT OF FUNCTIONAL EXPENSES For the Year Ended June 30, 2017

	Job Readiness	General & Administrative	Fundraising	Total
Salaries and wages	\$ 451,169	\$ 164,059	\$ 84,392	\$ 699,620
Interns and volunteers	11,930	0	0	11,930
Payroll taxes	40,053	12,145	7,114	59,312
Employee benefits	31,368	11,126	17,130	59,624
Total salaries and				
related expenses	534,520	187,330	108,636	830,486
Computer expenses	42,391	14,830	9,503	66,724
Dues and subscriptions	576	3,406	3,354	7,336
Education and training	113	450	641	1,204
Equipment rental	595	496	892	1,983
Fundraising	0	0	1,317	1,317
Insurance	14,820	4,498	506	19,824
Interest	15,111	4,769	4,058	23,938
Legal and accounting	1,555	10,985	0	12,540
License and fees	20,637	7,444	3,473	31,554
Maintenance and repair	23,789	28,994	1,480	54,263
Marketing and advertising	99,679	41,454	18,296	159,429
Meetings and gatherings	0	671	293	964
Contract and outside services	21,257	1,335	12,000	34,592
Postage	5,624	827	4,587	11,038
Printing	565	218	8,388	9,171
Product development	46,619	0	0	46,619
Program expenses	31,206	0	0	31,206
Fundraising events	0	0	35,188	35,188
Supplies	4,033	1,413	232	5,678
Telephone	2,726	1,207	195	4,128
Travel	2,736	4,421	2,019	9,176
Utilities and rent	20,645	1,553	773	22,971
Website	1,499	10,259	0	11,758
Miscellaneous	19,012	760	3,531	23,303
Bad debt expense	0	28,575	0	28,575
Depreciation and amortization	28,799	14,063	5,281	48,143
Total expenses	938,507	369,958	224,643	1,533,108
Special events costs netted	•	•	·	
against revenue	0	0	(35,188)	(35,188)
Total expenses in the				
Statement of activities	<u>\$ 938,507</u>	<u>\$ 369,958</u>	<u>\$ 189,455</u>	<u>\$ 1,497,920</u>

WOMEN'S BEAN PROJECT STATEMENTS OF CASH FLOWS

For the Years Ended June 30,		2018		2017
Cash flows from operating activities Cash received from contributions Cash received from sales Interest paid Other revenue Cash paid to suppliers, employees and missions	\$	930,035 1,002,468 (27,522) 263,312 (1,943,276)	\$	973,972 910,798 (23,938) 224,645 2,091,862)
Net cash provided by (used in) operating activities		225,017		(6,385)
Cash flows from investing activities Purchase of fixed assets		(40,777)		(4,123)
Cash flows from financing activities Issuance of debt Repayment of notes payable Payments on capital lease Net cash used in investing activities		0 (17,751) (2,314) (20,065)		50,000 (16,096) (1,704) 32,200
Net increase in cash and cash equivalents		164,175		21,692
Cash and cash equivalents at beginning of year		235,423		213,731
Cash and cash equivalents at end of year	\$	399,598	\$	235,423
Reconciliation of changes in net assets to net cash provided by (u	sed i	n) operating	activi	ities:
Changes in net assets Reconciling adjustments	\$	121,757	\$	(80,243)
Depreciation and amortization Gain on sale disposal of fixed assets Donated fixed assets		43,284 0 (4,539)		48,143 (993) 0
Change in operating assets and liabilities Accounts receivable Prepaid expenses Inventory Accounts payable and accrued liabilities Deferred revenue		20,327 20,232 21,704 2,252 0		51,993 (25,779) 9,694 (1,442) (7,758)
Net cash provided by operating activities	\$	225,017	\$	(6,385)

NOTE 1 – DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of the Project

Women's Bean Project (the "Project") was incorporated in 1990 as a non-profit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code, and is not treated as a private foundation. The corporation is organized under the laws of the State of Colorado and is located in Denver, Colorado.

The mission of the Project is to change women's lives by providing stepping stones to self-sufficiency through social enterprise. The Project strives to break the cycle of chronic unemployment and poverty by helping women discover their talents, develop skills and receive job readiness training. With this stepping stone toward success, the women will be able to support themselves and their families, and create stronger models for future generations.

The Project operates an enterprise activity in the production and marketing of soups, mixes, gift baskets, jewelry and other items.

The Project's program, job readiness, offers transitional employment to women who come from backgrounds of chronic unemployment, poverty or displacement. In addition, the Project provides the benefit of coaching, training and support that these women require to help them develop basic proficiencies, life skills, and job readiness skills.

The majority of the Project's revenue is derived from contributions, grants and product sales.

Basis of Presentation
The financial statements are presented on the basis of unrestricted, temporarily restricted, and permanently restricted net assets.

Unrestricted amounts are those currently available at the discretion of the Board of Directors for use in the Project's operations and those resources invested in property and equipment.

Temporarily restricted amounts are monies restricted by donors specifically for certain time periods, purposes, or programs.

Permanently restricted amounts are assets that must be maintained permanently by the Project as required by the donor; but the Project is permitted to use or expend all and any income derived from those assets.

Cash and Cash Equivalents

The Project considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents, unless held for reinvestment as part of the investment portfolio, or otherwise encumbered. Current operational cash needs will occasionally result in cash and money market account balances in excess of insured limits. Management is selective in choosing financial institutions with which to maintain accounts.

NOTE 1 – <u>DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

Accounts Receivables

Accounts receivable primarily consist of amounts due from product sales. Accounts receivable are net of an allowance for doubtful accounts determined based on historical experience and analysis of specific accounts. Uncollectible accounts are written off in the year they are deemed to be worthless. The allowance for doubtful accounts as of June 30, 2018 and 2017 amounted to \$500 and \$2,000, respectively.

Promises to Give

Promises to give are recorded at the net present value as receivables in the year made. The Project uses the allowance method to record uncollectible accounts. The allowance is based on past experience and on specific analysis of the collectability of individual receivables.

<u>Inventory</u>

Inventories are valued at the lower of cost or market, using the first-in, first-out method of costing.

Property and Equipment

Property and equipment of \$1,500, or more, that are purchased by the Project are recorded at cost. Donated fixed assets are capitalized at fair value at the date of donation. Depreciation is provided on the straight-line method based upon the estimated useful lives of the assets as follows:

	Years
Building and improvements	5-40
Furniture and fixtures	3-10
Vehicles	5
Equipment, software and other	3-10

Revenue and Support

The Project sell its soups, mixes, gift baskets, jewelry and other products through both retail and wholesale channels. Revenue is recognized for the sale of these items upon shipment or delivery of the product to the respective customer, wholesaler, or distributor.

Contributions are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor imposed restrictions. Contributions are recognized when cash, ownership, or a donated asset is unconditionally promised to the Project. Amounts of temporarily restricted contributions are subsequently released to unrestricted net assets when expenses have been incurred in satisfaction of those restrictions.

Functional Expenses

Expenses incurred directly for a program service are charged to such service. Salaries and related fringe benefits are allocated to all services based on estimated time expended. Allocations of certain overhead costs are also allocated to services on a pro-rata basis of total direct expenses incurred.

NOTE 1 – <u>DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

Income Taxes

Women's Bean Project is exempt from Federal income tax under Section 501 (c)(3) of the Internal Revenue Code (the Code) and comparable state law and contributions to it are tax deductible within the limitations prescribed by the Code. The Project has been classified as a publicly supported organization which is not a private foundation under Section 509(a) of the Code. The Project's open Internal Revenue Service audit periods are June 30, 2015 through 2018. The Project did not have any material unrelated business income tax liability or significant uncertain tax positions for the years ended June 30, 2018 and 2017.

Use of Estimates

The preparation 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 disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue, expenses, gains, losses, and other changes in net assets during the reporting period. Because of the inherent uncertainties in estimating the allowance for doubtful loans, promises to give, and other accounts it is at least reasonably possible that the estimates will change in the near future. Actual results could differ from those estimates.

Advertising Expense

Advertising costs are expensed as incurred.

Shipping and Handling

Shipping and handling costs are included in the cost of goods sold.

Subsequent Events

The Project's financial statements were available to be issued on August 22, 2018, and this is the date through which subsequent events were evaluated. The Project did not identify any subsequent events requiring disclosure.

NOTE 2 – PROMISES TO GIVE

		2018	 2017
Unconditional promises to give	<u>\$</u>	181,294	\$ 159,409
Receivable in less than one year Receivable in one to five years Discount to present value Allowance for doubtful accounts	\$	31,468 183,730 (12,384) (21,520)	\$ 96,383 92,827 (10,880) (18,921)
	<u>\$</u>	181,294	\$ 159,409

Amounts receivable are reflected at the present value of estimated future cash flows using discounts from 5% to 5.5% depending on economic conditions at the time the promises were made.

NOTE 3 – <u>INVENTORY</u>

Inventory consists of the following as of June 30:

,	2018	2017
Food and related inventory		
Raw materials and supplies	\$ 101,400	\$ 142,145
Finished goods	70,068	42,594
8	171,468	184,739
Jewelry and related inventory	<u> </u>	
Raw materials and supplies	8,888	14,181
Finished goods	1,547	4,687
E	10,435	18,868
	\$ 181,903	\$ 203,607

NOTE 4 – PROPERTY AND EQUIPMENT

The Project's property and equipment are comprised of the following at June 30:

		2018		2017
Land Building and improvements Furniture and fixtures Vehicles Equipment, software and other	\$	38,850 904,271 23,803 1,000 221,239	\$	38,850 904,271 30,221 2,130 200,576
Less accumulated depreciation	<u> </u>	1,189163 (663,498) 525,665	<u> </u>	1,176,048 (650,787) 525,261

Depreciation expense for the years ended June 30, 2018 and 2017, amounted to \$41,021 and \$44,347.

NOTE 5 – OTHER ASSETS

	2018	2017
Trademarks, stated at cost Less: Accumulated amortization	\$ 23,256 (10,802) 12,454	\$ 19,202 (8,538) 10,664
Loan origination costs Less: Accumulated amortization	11,473 (8,161) 3,312	11,473 (7,999) 3,474
	<u>\$ 15,766</u>	<u>\$ 14,138</u>

NOTE 6 – CAPITAL LEASE OBLIGATIONS

The Company entered into a capital lease arrangement in May 2017 for a copier. The lease requires monthly payments of \$233 for 63 months with the final payment due July 2022. The lease is secured by the copier. As of June 30, 2018 and 2017, the asset carries a capitalized cost of \$14,928, less accumulated depreciation of \$3,483 and \$498, respectively. Annual amortization of the capital lease is included in depreciation expense.

NOTE 6 – CAPITAL LEASE OBLIGATIONS (CONTINUED)

The future minimum lease payments due under this capital lease obligation and the net present value of those payments as of June 30, 2017 are as follows:

2019	\$ 3,588
2020	3,588
2021	3,588
2022	3,588
2023	 299
	14,651
Amount representing interest	 (2,457)
Present value of minimum lease payments	\$ 12,194

Interest expense for the years ended June 30, 2018 and 2017, on the capital lease obligation amounted to \$1,229 and \$683, respectively.

NOTE 7 – NOTES PAYABLE

M . 11 M . 11 1	 2018	 2017
Mortgage payable with a commercial bank dated April 2014. Monthly payments of \$2,584 include principal and interest at 4.75%, with a balloon payment at maturity for the remaining balance of \$400,023 due in April 2019. The note is collateralized by a Deed of Trust and assignment of rents on the Project's land and building. The note bears a 1% prepayment penalty if paid within the first five years of the loan term.	\$ 406,881	\$ 417,729
Unsecured note payable dated September 2016 to a Foundation in the original amount of \$50,000. The note bears interest at 1.5% annually. Payments of interest only are due each quarter. The note matures September 2023. The Project elected to include principal payments each quarter.	37,987	44,890
A revolving line of credit with a commercial bank with an available balance of \$250,000, maturing April 2019. Interest is payable monthly, at prime plus 1.5%. The line is collateralized by a 2nd Deed of Trust and assignment of rents on the Project's land and		
building.	 0	 0
	\$ 444,868	\$ 462,619

NOTE 7 – NOTES PAYABLE (CONTINUED)

Maturities of long-term debt for each of the five years succeeding June 30, 2018 are as follows:

2019	\$ 413,888
2020	7,113
2021	7,221
2022	7,329
2023	7,440

For the years ended June 30, 2018 and 2017, the Project borrowed \$250,400 and \$250,000 from the line of credit, respectively. All amounts were repaid by the end of each fiscal year.

NOTE 8 – TEMPORARILY RESTRICTED NET ASSETS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose as follows: Time restrictions Seed to Sprout Other programs	2018		2017	
	\$	128,885 42,744 130,185	\$	102,952 125,000 126,266
	<u>\$</u>	301,814	\$	354,218
Net assets are temporarily restricted for the following purposes as of June 30:				
Time restrictions Seed to Sprout Emergency fund Other programs	\$ 	181,294 63,550 5,007 131,821	\$	182,464 96,293 5,007 11,883
	\$	381,672	\$	295,647

NOTE 9 – NON-CASH CONTRIBUTIONS

Non-cash contributions consist of the following goods, services and facilities:

	 2018	 2017
Advertising Program expenses Fixed assets Professional services	\$ 89,400 7,583 4,539	\$ 115,247 0 0 580
	\$ 101,522	\$ 115,827

Many individuals volunteer their time and perform a variety of tasks that assist the Project with its programs and general operations throughout the year that are not recognized as contributions in the financial statements because the nature of the services do not meet the recognition criteria.

NOTE 10 – TAX SHELTERED ANNUITY PLAN

During the fiscal year ended June 30, 2018, the Board of Directors of the Project adopted a retirement plan to provide retirement benefits to its employees through a defined contribution plan. The plan covers employees with more than \$5,000 in wages over the prior two year period. Employer contributions to the plan for the year ended June 30, 2018, was \$6,706.

NOTE 11 – RELATED PARTY

The Project purchases beans from an entity whose board member and pass-through owner sits on the board of the Project. For the years ended June 30, 2018 and 2017, the total amount of purchases with the entity amounted to \$80,060 and \$92,328.