

ANN'S PLACE INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2019

ANN'S PLACE INC.

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ANN'S PLACE INC.

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, 2019, 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, 2019, 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 2018 financial statements, and our report dated April 18, 2019, expressed an unmodified audit opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

A handwritten signature in blue ink that reads "Hope & Hernandez P.C." with a stylized flourish at the end.

HOPE & HERNANDEZ, P.C.
Bridgeport, Connecticut
May 26, 2020

ANN'S PLACE INC.

FINANCIAL STATEMENTS

**ANN'S PLACE INC.
STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2019 and 2018**

<u>ASSETS</u>	<u>2019</u>	<u>2018</u>
Current Assets:		
Cash	\$ 296,056	\$ 176,388
Contributions and Grants Receivable, Net	17,654	29,191
Prepaid Insurance Expense	16,357	15,356
Investments	259,549	176,567
Total Current Assets	<u>589,616</u>	<u>397,502</u>
Property, Plant and Equipment:		
Land, Building and Equipment, Net	<u>4,450,157</u>	<u>4,561,997</u>
TOTAL ASSETS	\$ <u>5,039,773</u>	\$ <u>4,959,499</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Accounts Payable	\$ 12,128	\$ 14,009
Other Accrued Expenses	2,492	15,079
Deferred Revenue	14,177	15,000
Total Current Liabilities	<u>28,797</u>	<u>44,088</u>
NET ASSETS		
Without Donor Restrictions	4,998,206	4,885,181
With Donor Restrictions	12,770	30,230
Total Net Assets	<u>5,010,976</u>	<u>4,915,411</u>
TOTAL LIABILITIES AND NET ASSETS	\$ <u>5,039,773</u>	\$ <u>4,959,499</u>

See Accompanying Notes and Accountant's Report.

ANN'S PLACE INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2019
WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2018

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total 2019</u>	<u>Total 2018</u>
SUPPORT AND REVENUE:				
Corporate & Foundations	\$ 138,172	\$ 159,385	\$ 297,557	\$ 283,829
Individuals	321,213	25,912	347,125	344,638
Religious, Service & Civic Organizations	14,412	-	14,412	11,903
Employee Matching	6,186	-	6,186	8,800
Financial Aid Donations	-	1,775	1,775	1,800
Fundraisers Held by Community	140,510	-	140,510	136,322
Ann's Place Fundraisers	594,115	-	594,115	523,634
Contributed Services	122,873	-	122,873	122,202
In-Kind Contributions	107,986	-	107,986	94,113
Interest & Dividend Income	3,187	-	3,187	1,974
Other Income	9,876	-	9,876	8,299
Net Assets Released from Restrictions	204,532	(204,532)	-	-
TOTAL SUPPORT AND REVENUE	<u>1,663,062</u>	<u>(17,460)</u>	<u>1,645,602</u>	<u>1,537,514</u>
EXPENSES:				
Program Services:				
Client Services	877,892	-	877,892	856,115
Outreach & Education	240,147	-	240,147	230,299
Total Program Services	<u>1,118,039</u>	<u>-</u>	<u>1,118,039</u>	<u>1,086,414</u>
Support Services:				
Management and General	110,674	-	110,674	116,648
Fundraising	328,470	-	328,470	299,377
Total Support Services	<u>439,144</u>	<u>-</u>	<u>439,144</u>	<u>416,025</u>
Total Expenses	<u>1,557,183</u>	<u>-</u>	<u>1,557,183</u>	<u>1,502,439</u>
Change in Net Assets from Operations	105,879	(17,460)	88,419	35,075
Non-Operating Activities:				
Investment Return, Net	7,146	-	7,146	(696)
Total Non-Operating Activities	<u>7,146</u>	<u>-</u>	<u>7,146</u>	<u>(696)</u>
CHANGE IN NET ASSETS	<u>113,025</u>	<u>(17,460)</u>	<u>95,565</u>	<u>34,379</u>
NET ASSETS - BEGINNING OF YEAR	<u>4,885,181</u>	<u>30,230</u>	<u>4,915,411</u>	<u>4,881,032</u>
NET ASSETS - END OF YEAR	<u>\$ 4,998,206</u>	<u>\$ 12,770</u>	<u>\$ 5,010,976</u>	<u>\$ 4,915,411</u>

See Accompanying Notes and Accountant's Report.

**ANN'S PLACE INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2019
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2018**

EXPENSES	PROGRAM SERVICES		SUPPORT SERVICES			TOTALS	
	Client Services	Outreach & Education	Totals	Management & General	Fundraising	Totals	2018
Salaries	\$ 389,144	\$ 189,632	\$ 578,776	\$ 43,736	\$ 77,211	\$ 120,947	\$ 699,723
Payroll Taxes	28,004	13,452	41,456	19,650	5,593	25,243	66,699
Employee Benefits	79,426	908	80,334	10,777	908	11,685	92,019
Total Salaries & Related Expenses	496,574	203,992	700,566	74,163	83,712	157,875	858,441
Professional Fees	21,047	983	22,030	2,459	4,850	7,309	29,339
Program Specific Costs	35,694	-	35,694	-	(150)	(150)	35,544
Insurance	7,194	-	7,194	6,471	4,416	10,887	18,081
Tech & Communications	29,608	2,231	31,839	2,652	213	2,865	34,704
Facilities	50,866	2,195	53,061	6,508	561	7,069	60,130
Consumables/Copying/Printing	22,110	15,869	37,979	3,079	35,545	38,624	76,603
Staff Development/Dues & Subscriptions	2,039	1,641	3,680	-	-	-	3,680
Advertising & Event Specific Costs	-	1,655	1,655	-	185,232	185,232	186,887
Financing/Business Fees/Other	711	-	711	6,077	8,300	14,377	15,088
Contributed Services	122,873	-	122,873	-	-	-	122,873
Total Expenses Before Depreciation	788,716	228,566	1,017,282	101,409	322,679	424,088	1,441,370
Depreciation of Buildings and Equipment	89,176	11,581	100,757	9,265	5,791	15,056	115,813
TOTAL EXPENSES	\$ 877,892	\$ 240,147	\$ 1,118,039	\$ 110,674	\$ 328,470	\$ 439,144	\$ 1,557,183
							\$ 1,502,439

See Accompanying Notes and Accountant's Report.

**ANN'S PLACE INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2019
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2018**

CASH FLOWS FROM OPERATING ACTIVITIES	<u>2019</u>	<u>2018</u>
Change in Net Assets	\$ 95,565	\$ 34,379
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	115,813	123,434
Unrealized Gain on Investments	(7,146)	-
Change in:		
Contributions, Grants and Other Receivables	11,537	7,564
Prepaid Expenses	(1,001)	(1,463)
Accounts Payable and Other Accrued Expenses	(14,468)	6,463
Deferred revenue	<u>(822)</u>	<u>(5,000)</u>
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>199,478</u>	<u>165,377</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Commercial Loan Activity	-	(113,333)
Credit Line Repayment	<u>-</u>	<u>-</u>
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES	<u>-</u>	<u>(113,333)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(75,836)	(138,567)
Acquisition of Fixed Assets	<u>(3,974)</u>	<u>(8,921)</u>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	<u>(79,810)</u>	<u>(147,488)</u>
NET INCREASE (DECREASE) IN CASH	119,668	(95,444)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	<u>176,388</u>	<u>271,832</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 296,056</u>	<u>\$ 176,388</u>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash Paid During the Year for:		
Interest	\$ -	\$ 1,682
Income Taxes	<u>\$ -</u>	<u>\$ -</u>

See Accompanying Notes and Accountant's Report.

ANN'S PLACE INC.

NOTES TO THE FINANCIAL STATEMENTS

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

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:

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued

Net assets without donor restrictions: Net assets that are not subject to donor-imposed 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, 2019.

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 non-operating activities. Operating activities consist of those items attributable to the Agency's ongoing programs and interest and dividends earned on investments. Non-operating activities are limited to resources that generate return from investments and other activities considered to be of a more unusual or nonrecurring nature.

Contributions and Grants Receivable

Gifts of cash and other assets received without donor stipulations are reported as revenue and net assets without donor restrictions. Gifts received with a donor stipulation that limits their use are reported as revenue and net assets with donor restrictions. When a donor stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. At December 31, 2019, all contributions and grants receivable are due within one year and are presented net of an allowance for uncollectible contributions of \$0 on the Statement of Financial Position.

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued

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.

Investments

Investments are recorded at cost, if purchased, or at fair value, if donated. Thereafter, investments are reported at their fair values in the statement of financial position, and changes in fair value are reported as investment return in the statement of activities.

Purchases and sales of securities are reflected on a trade-date basis. Gains and losses on sales of securities are based on average cost and are recorded in the statement of activities in the period in which the securities are sold. Interest is recorded when earned. Dividends are accrued as of the ex-dividend date.

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, Client Retreats, Family Programs, Music, Movement, Meditation, Reiki, Self-Care and Yoga	1,267.50 hours X \$55 per hour = \$69,713
Danbury Hospital Partnership, Horticultural, Movement, Nutrition, Speaker Series and Support Group Programs	664.50 hours X \$80 per hour = \$53,160
	<u>\$122,873</u>

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.

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

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).

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.

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	Method 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

ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019

NOTE 3 - CONCENTRATIONS OF CREDIT RISK

Financial instruments that potentially subject the Agency to concentration of credit risk consist principally of cash and investments. The Agency, at December 31, 2019, maintained \$18,005 in cash balances in excess of Federal Deposit Insurance Corporation limits. The Agency has not incurred any losses in the past and believes it is not exposed to any significant credit risk.

NOTE 4 - AVAILABILITY AND LIQUIDITY

The following represents Ann's Place Inc.'s financial assets at December 31, 2019.

Financial assets at year end:	<u>2019</u>
Cash and cash equivalents	\$ 296,056
Contributions and grants receivable	17,654
Investments	<u>259,549</u>
Total Financial Assets	\$ 573,259
Less amounts not available to be used within one year	-0-
Financial assets available to meet general expenditures over the next twelve months	\$ <u>573,259</u>

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

NOTE 5 - 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, 2019, 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 2016 through 2019 tax years remain subject to examination by the Internal Revenue Service.

NOTE 6 - CONTRIBUTIONS AND GRANTS RECEIVABLE

Contributions and Grants Receivable 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 individual accounts. The allowance balance is \$0 at December 31, 2019.

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

NOTE 7 - INVESTMENTS - FAIR VALUE MEASUREMENTS

Fair value is defined as the price that would be received to sell an asset in the principal or most advantageous market for the asset in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset. U.S. generally accepted accounting principles establish a fair value hierarchy that prioritizes investments based on those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). The Agency groups assets at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

- Level 1** Unadjusted quoted market prices for identical assets or liabilities in active markets as of the measurement date.
- Level 2** Other observable inputs, either directly or indirectly, including:
- Quoted prices for similar assets/liabilities in active markets;
 - Quoted prices for identical or similar assets in non-active markets;
 - Inputs other than quoted prices that are observable for the asset/liability; and,
 - Inputs that are derived principally from or corroborated by other observable market data.
- Level 3** Unobservable inputs that cannot be corroborated by observable market data.

The Agency's investments are reported at fair value in the accompanying statement of financial position at December 31, 2019 as follows:

	Fair Value	Level 1
Cash & Equivalents	\$ 137,179	\$ 137,179
Equities	9,909	9,909
Fixed Income	34,041	34,041
Mutual Funds	<u>78,420</u>	<u>78,420</u>
Total	<u>\$ 259,549</u>	<u>\$ 259,549</u>

The class of assets shown are the class of assets reported by the investment advisor.

**ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019**

NOTE 8 - LAND, BUILDING AND EQUIPMENT, NET

Below is a summary of the Agency's fixed assets at December 31, 2019:

	<u>2019</u>
Land	\$1,050,000
Building	3,972,478
Artwork	218,957
Office Equipment	65,156
Furniture and Fixtures	61,827
Software	<u>65,748</u>
Sub-Total	5,434,166
Less: Accumulated Depreciation	<u>(984,009)</u>
TOTAL	<u>\$4,450,157</u>

NOTE 9 - 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, 2019, the credit line balance outstanding is \$0.

NOTE 10 – NET ASSETS

Net assets with donor restrictions were as follows for the year ended December 31, 2019:

	<u>2019</u>
Specific Purpose	
Client Aid	<u>\$ 12,770</u>

NOTE 11 - 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 12 - OPERATING LEASE

In February, 2019 Ann's Place Inc. entered into a 60 month operating lease for a copier/fax machine. Monthly lease payments are \$1,141. Minimum lease payments for the operating lease at December 31, 2019 are as follows:

ANN'S PLACE INC.
NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2019

NOTE 12 - OPERATING LEASE – Continued

2020	\$ 13,693
2021	13,693
2022	13,693
2023	13,693
2024	<u>1,141</u>
Total	\$ <u>55,913</u>

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 13 - 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, 2018, from which the summarized information was derived.

NOTE 14 - SUBSEQUENT EVENTS

Date of Management Evaluation - Management has evaluated subsequent events through May 26, 2020, the date on which the financial statements were available to be issued.

Management has identified the following significant subsequent events requiring disclosure:

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) occurred and has since spread to 138 countries, including the United States. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. On March 13, 2020, the President of the United States declared a national emergency. In abundance of caution, the Agency closed its facilities on March 16, 2020 but continues to offer its services remotely. It is anticipated that the impact of the pandemic will continue for some time. Once the Agency re-opens its facility, future potential impacts may include disruptions or restrictions on our employees' ability to work and our clients' willingness or ability to return. The future effects of these issues are unknown.