

**Helping Up Mission, Inc.
and Affiliates**

**Audited Consolidated
Financial Statements**

June 30, 2022 and 2021

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Independent Auditor's Report

Board of Directors
Helping Up Mission, Inc. and Affiliates
Baltimore, Maryland

Opinion

We have audited the accompanying consolidated financial statements of Helping Up Mission, Inc. and Affiliates, which comprise the consolidated statements of financial position as of June 30, 2022 and 2021, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, based on our audits and the report of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Helping Up Mission, Inc. and Affiliates as of June 30, 2022 and 2021, and the results of the changes in their consolidated net assets and their consolidated cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

We did not audit the financial statements of House of Freedom Support Corporation, an affiliate, which statements reflect total assets of \$49,667,310 and \$48,762,034, as of June 30, 2022 and 2021, respectively, and total support and revenue of \$5,808,818 and \$12,517,248, respectively, for the years then ended. Those statements were audited by other auditors, whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for House of Freedom Support Corporation, is based solely on the report of the other auditors.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Helping Up Mission, Inc. and Affiliates and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

(1)

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Helping Up Mission, Inc. and Affiliates' ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Helping Up Mission, Inc. and Affiliates' internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Helping Up Mission, Inc. and Affiliates' ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information

Our reports were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Consolidating Statements of Financial Position, Consolidating Statements of Activities and Consolidating Statements of Expenses shown on pages 42-49 are presented for the purpose of additional analysis of the consolidated financial statements and they are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. This information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Consolidating Statements of Financial Position, Consolidating Statements of Activities and Consolidating Statements of Expenses, which insofar as it relates to House of Freedom Support Corporation, is based on the report of other auditors, is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Fitpatrick Leary; Smycko, LLC

Lutherville, MD
October 6, 2022

Helping Up Mission, Inc. and Affiliates

Consolidated Statements of Financial Position

June 30,	<u>2022</u>	<u>2021</u>
Assets		
Current Assets:		
Cash and cash equivalents	\$ 1,496,151	\$ 1,817,925
Accounts receivable, net of allowance	153,721	135,709
Contributions receivable	708,079	73,250
Investments	10,613,795	9,433,482
Capital campaign pledges receivable	836,159	3,963,722
Operational pledges receivable	1,779,940	237,466
Prepaid expenses	<u>33,124</u>	<u>83,203</u>
Total current assets	<u>15,620,969</u>	<u>15,744,757</u>
Property and Equipment:		
Buildings and improvements	57,812,360	18,727,697
Furniture and equipment	6,869,831	1,473,338
Vehicles	<u>301,699</u>	<u>270,610</u>
Total	64,983,890	20,471,645
Less accumulated depreciation	<u>6,083,301</u>	<u>6,816,073</u>
	58,900,589	13,655,572
Land	770,700	770,700
Construction in progress	<u>647,263</u>	<u>36,287,043</u>
Net property and equipment	<u>60,318,552</u>	<u>50,713,315</u>
Other Assets:		
Restricted cash for building construction/operating expenses	11,379,805	19,629,127
Fee reserves	402,599	453,365
Capital campaign pledges receivable - noncurrent	201,211	856,588
Operational pledges receivable - noncurrent	307,997	190,409
Other receivables and deposits	40,915	4,900
Note receivable	<u>16,325,500</u>	<u>8,972,500</u>
Total other assets	<u>28,658,027</u>	<u>30,106,889</u>
Total Assets	<u>\$ 104,597,548</u>	<u>\$ 96,564,961</u>

The notes to consolidated financial statements are an integral part of these statements.

	<u>2022</u>	<u>2021</u>
Liabilities and Net Assets		
Current Liabilities:		
Current maturities of loans payable	\$ 2,500,000	\$ -
Current maturities of annuities payable	5,468	5,254
Accounts payable	163,236	89,083
Accrued expenses	288,255	241,463
Construction payables	2,505,955	6,978,783
Refundable advance	161,775	161,775
Donor advance	-	2,000,000
Current lease liabilities	55,462	39,984
Total current liabilities	<u>5,680,151</u>	<u>9,516,342</u>
 Long-Term Liabilities:		
Loans payable, net of current maturities	22,298,376	14,994,833
Annuities payable, net of current maturities	17,776	23,242
Total long-term liabilities	<u>22,316,152</u>	<u>15,018,075</u>
Total liabilities	<u>27,996,303</u>	<u>24,534,417</u>
 Net Assets:		
Without donor restrictions (Note 13)	63,034,758	18,247,530
With donor restrictions (Note 14)	13,566,487	53,783,014
Total net assets	<u>76,601,245</u>	<u>72,030,544</u>
 Total Liabilities and Net Assets	 <u>\$ 104,597,548</u>	 <u>\$ 96,564,961</u>

The notes to consolidated financial statements are an integral part of these statements.

Helping Up Mission, Inc. and Affiliates

Consolidated Statements of Activities

For the years ended June 30, 2022 and 2021

	2022			2021		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support and Revenue:						
Support:						
Contributions and gifts	\$ 7,452,092	\$ 1,356,144	\$ 8,808,236	\$ 6,410,261	\$ 894,998	\$ 7,305,259
In-kind donations (Note 16)	6,047,651	-	6,047,651	4,912,404	-	4,912,404
Operational pledges	61,936	3,534,023	3,595,959	225,190	-	225,190
Net assets released from restrictions	1,697,570	(1,697,570)	-	836,421	(836,421)	-
Total support	15,259,249	3,192,597	18,451,846	12,384,276	58,577	12,442,853
Revenue:						
Program fees	1,463,333	-	1,463,333	1,348,343	-	1,348,343
Overnight, day and support services	1,473,582	-	1,473,582	1,342,779	-	1,342,779
Rental income	108,844	-	108,844	162,821	-	162,821
Other income	10,593	-	10,593	8,624	-	8,624
Total revenue	3,056,352	-	3,056,352	2,862,567	-	2,862,567
Total support and revenue	18,315,601	3,192,597	21,508,198	15,246,843	58,577	15,305,420
Functional Expenses:						
Program services	16,422,395	-	16,422,395	11,780,035	-	11,780,035
Administrative and general	866,155	-	866,155	841,771	-	841,771
Fundraising	2,416,703	-	2,416,703	1,956,804	-	1,956,804
Total functional expenses	19,705,253	-	19,705,253	14,578,610	-	14,578,610
Increase (decrease) from operations	(1,389,652)	3,192,597	1,802,945	668,233	58,577	726,810
Other Changes:						
Capital campaign pledges and contributions, net	-	4,127,979	4,127,979	-	3,275,942	3,275,942
Impairment loss on building	(280,415)	-	(280,415)	-	-	-
Investment income (loss)	(1,071,961)	-	(1,071,961)	1,509,037	-	1,509,037
Uncollectible pledges	(6,990)	-	(6,990)	-	-	-
Loss on disposal of fixed assets	(857)	-	(857)	(4,235)	-	(4,235)
Net assets released from restriction	47,537,103	(47,537,103)	-	-	-	-
Total other changes	46,176,880	(43,409,124)	2,767,756	1,504,802	3,275,942	4,780,744
Increase (decrease) in net assets	44,787,228	(40,216,527)	4,570,701	2,173,035	3,334,519	5,507,554
Net assets - beginning of year	18,247,530	53,783,014	72,030,544	16,074,495	50,448,495	66,522,990
Net assets - end of year	\$ 63,034,758	\$ 13,566,487	\$ 76,601,245	\$ 18,247,530	\$ 53,783,014	\$ 72,030,544

The notes to consolidated financial statements are an integral part of these statements.

Helping Up Mission, Inc. and Affiliates

Consolidated Statements of Functional Expenses

For the year ended June 30, 2022 (with comparative totals for 2021)

	Program Services	Administrative and General	Fundraising	Total	
				2022	2021
Annuity interest	\$ -	\$ 1,097	\$ -	\$ 1,097	\$ 1,303
Bank fees	4,400	44,439	17	48,856	60,416
Banquet	-	-	-	-	54,181
Camps	34,430	-	-	34,430	1,580
Conference, seminars and meetings	16,737	8,168	2,854	27,759	31,615
Cultivation and acquisition	349,305	66,821	1,009,366	1,425,492	1,186,638
Depreciation	941,526	9,764	9,764	961,054	777,126
Equipment lease and maintenance	109,548	13,232	90,307	213,087	121,727
Kitchen	830,954	45	-	830,999	671,191
Housekeeping	135,682	-	-	135,682	81,944
Insurance	109,574	46,960	-	156,534	134,184
Interest	35,436	46,372	-	81,808	44,910
Memberships and subscriptions	11,319	18,475	7,714	37,508	35,522
Newsletter expenses	167,397	-	-	167,397	129,975
Printing, postage and shipping	18,337	8,791	8,797	35,925	28,693
Professional and contractual services	1,509,021	87,487	1,045	1,597,553	301,604
Public awareness	-	-	528,559	528,559	36,595
Occupancy cost	198,623	12,000	-	210,623	201,360
Repairs and maintenance - building	249,871	-	-	249,871	220,635
Residents' assistance	323,413	-	-	323,413	228,005
Salaries and related expenses	4,496,741	463,786	670,128	5,630,655	4,711,663
Special events	37	1,218	53,431	54,686	2,689
Supplies	38,717	10,914	9,709	59,340	41,623
Telephone and communication	59,136	7,127	9,055	75,318	67,102
Travel and entertainment	4,392	8,259	4,768	17,419	7,779
Utilities	671,377	11,112	11,112	693,601	443,866
Vehicles	62,771	88	77	62,936	42,280
Subtotal	<u>10,378,744</u>	<u>866,155</u>	<u>2,416,703</u>	<u>13,661,602</u>	<u>9,666,206</u>
Non-cash distributions:					
Donated merchandise distribution	3,392,089	-	-	3,392,089	2,772,796
Donated professional services distribution	1,953,893	-	-	1,953,893	1,503,889
Donated food distribution	697,669	-	-	697,669	635,719
Subtotal - Non-cash distributions	<u>6,043,651</u>	<u>-</u>	<u>-</u>	<u>6,043,651</u>	<u>4,912,404</u>
Total functional expenses	<u>\$ 16,422,395</u>	<u>\$ 866,155</u>	<u>\$ 2,416,703</u>	<u>\$ 19,705,253</u>	<u>\$ 14,578,610</u>

The notes to consolidated financial statements are an integral part of these statements.

Helping Up Mission, Inc. and Affiliates

Consolidated Statements of Functional Expenses

For the year ended June 30, 2021

	Program Services	Administrative and General	Fundraising	2021
Annuity interest	\$ -	\$ 1,303	\$ -	\$ 1,303
Bank fees	8,564	49,652	2,200	60,416
Banquet	54,101	80	-	54,181
Camps	1,580	-	-	1,580
Conference, seminars and meetings	16,771	11,004	3,840	31,615
Cultivation and acquisition	-	-	1,186,638	1,186,638
Depreciation	764,076	6,525	6,525	777,126
Equipment lease and maintenance	76,635	8,790	36,302	121,727
Kitchen	670,635	165	391	671,191
Housekeeping	81,944	-	-	81,944
Insurance	93,929	40,255	-	134,184
Interest	44,910	-	-	44,910
Memberships and subscriptions	6,402	20,309	8,811	35,522
Newsletter expenses	129,975	-	-	129,975
Printing, postage and shipping	16,527	6,729	5,437	28,693
Professional and contractual services	190,118	93,962	17,524	301,604
Public awareness	-	-	36,595	36,595
Occupancy cost	187,462	13,898	-	201,360
Repairs and maintenance - building	219,728	33	874	220,635
Residents' assistance	226,791	782	432	228,005
Salaries and related expenses	3,517,384	566,654	627,625	4,711,663
Special events	66	-	2,623	2,689
Supplies	28,903	5,234	7,486	41,623
Telephone and communication	48,863	8,499	9,740	67,102
Travel and entertainment	2,959	4,478	342	7,779
Utilities	437,028	3,419	3,419	443,866
Vehicles	42,280	-	-	42,280
Subtotal	<u>6,867,631</u>	<u>841,771</u>	<u>1,956,804</u>	<u>9,666,206</u>
Non-cash distributions:				
Donated merchandise distribution	2,772,796	-	-	2,772,796
Donated professional services distribution	1,503,889	-	-	1,503,889
Donated food distribution	635,719	-	-	635,719
Subtotal - Non-cash distributions	<u>4,912,404</u>	<u>-</u>	<u>-</u>	<u>4,912,404</u>
Total functional expenses	<u>\$ 11,780,035</u>	<u>\$ 841,771</u>	<u>\$ 1,956,804</u>	<u>\$ 14,578,610</u>

The notes to consolidated financial statements are an integral part of these statements.

Helping Up Mission, Inc. and Affiliates

Consolidated Statements of Cash Flows

For the years ended June 30,	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Increase in net assets	\$ 4,570,701	\$ 5,507,554
Adjustments to reconcile increase in net assets to net cash (used in) provided by operating activities:		
Amortization of debt issuance costs included in interest expense	3,543	3,543
Change in discount on pledges receivable	12,092	(119,187)
Depreciation	961,054	777,126
Donated securities and other assets	(403,704)	(365,119)
Impairment loss on building	280,415	-
Loss on disposal of property and equipment	857	4,235
Realized (gain) loss on sale of investments	(3,951)	390
Uncollectible pledges	6,990	-
Unrealized (gain) loss on investments	1,923,501	(1,020,751)
New capital campaign pledges and capital campaign contributions, net	(4,073,339)	(3,167,445)
Changes in operating assets and liabilities:		
(Increase) Decrease in:		
Accounts receivable	(18,012)	(52,360)
Contributions receivable	(634,829)	48,000
Operational pledges receivable	(1,733,784)	336,107
Prepaid expenses	50,079	88,539
Other receivables and deposits	(36,015)	(2,100)
(Decrease) increase in:		
Accounts payable	74,153	65,852
Accrued expenses	46,792	27,830
Construction payables	(4,472,828)	4,809,893
Refundable advance	-	38,830
Lease liabilities	15,478	(57,857)
Net cash (used in) provided by operating activities	<u>(3,430,807)</u>	<u>6,923,080</u>
Cash flows from investing activities:		
Purchase of investments	(3,401,755)	(2,412,924)
Proceeds from sale of investments	701,596	371,840
Purchase of property, equipment and construction in progress	(10,855,913)	(22,431,280)
Proceeds from sale of property and equipment	12,350	-
Issuance of note receivable	(7,353,000)	-
Net cash used in investing activities	<u>(20,896,722)</u>	<u>(24,472,364)</u>
Cash flows from financing activities:		
Payments received on capital campaign pledges and capital campaign contributions	5,910,919	7,988,224
Donor advance	-	2,000,000
Proceeds - long-term debt	9,800,000	-
Principal repayments on annuities payable	(5,252)	(5,048)
Net cash provided by financing activities	<u>15,705,667</u>	<u>9,983,176</u>
Net decrease in cash, cash equivalents and restricted cash	(8,621,862)	(7,566,108)
Cash, cash equivalents and restricted cash, beginning of year	<u>21,900,417</u>	<u>29,466,525</u>
Cash, cash equivalents and restricted cash, end of year	<u>\$ 13,278,555</u>	<u>\$ 21,900,417</u>

The notes to consolidated financial statements are an integral part of these statements.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

1. Nature of Operations

Helping Up Mission, Inc. (HUM) is a non-profit organization whose purpose is to educate and engage the public in providing help for those experiencing homelessness, poverty or addiction through programs designed to meet unique physical, psychological, social and spiritual needs. The Organization operates primarily on funds received from the general public and program fees.

House of Freedom, Inc. (HOF) is a non-profit organization whose purpose is to continue the work of Helping Up Mission, Inc. by providing transitional housing, supportive services, and other assistance to those who do not have permanent housing and are victims of substance abuse or the ill-effects of society in general in order to prepare them to become responsible and useful members of the community and society. The Organization operates primarily on funds received from the general public and program fees.

House of Freedom Support Corporation (HOFSC) is a non-profit organization formed on October 22, 2019 to construct a property in the City of Baltimore as a community facility serving homeless and low-income women and children. HOFSC is a Qualified Active Low-Income Community Business in accordance with the terms under the New Markets Tax Credit ("NMTC") program pursuant to Section 45D of the Internal Revenue Code. The Organization is required to comply with the various rules and regulations of the NMTC program and failure to comply with these rules or other requirements could result in recapture of NMTCs already taken by M&T Bank. HOFSC obtained NMTC incentivized financing from a Community Development Entity to rehabilitate, improve and lease a building to HUM (see Note 10).

2. Summary of Significant Accounting Policies

Principles of Consolidation

The consolidated financial statements of Helping Up Mission, Inc. and Affiliates include the accounts of HUM, HOF and HOFSC, hereinafter collectively referred to as "the Organization". HUM and HOF share the same Board of Directors, with HOF adding an additional three independent board members during the year ended June 30, 2022. HOFSC shares three of its five board members with HUM, with the other two board members being independent outside members appointed by HUM. All material inter-organization transactions and balances have been eliminated in consolidation.

Basis of Accounting

The consolidated financial statements of the Organization have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (GAAP). As such, revenue is recorded when earned and expenses are recorded when an obligation is incurred.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents

The Organization considers all short-term investments with an original maturity of three months or less to be a cash equivalent.

Accounts Receivable, Credit Policies and Allowance for Doubtful Accounts

Accounts receivable are uncollateralized obligations due for program fees related to overnight boarding and transportation services provided to various partner organizations and other amounts billed for services provided to individuals under various programs. Payment is required within 30 days from the invoice date. Follow-up correspondence is made if unpaid accounts receivable go beyond 60 days. Statements for unpaid balances are not generated and delinquency fees are not assessed. Payments of accounts receivable are applied to the specific invoices identified on the remittance advice or, if unspecified, are applied to the oldest unpaid invoices.

Accounts receivable are stated at the amount management expects to collect from outstanding balances. The carrying amount of accounts receivable is reduced by an allowance for doubtful accounts that reflects management's best estimate of the amounts that may not be collected. Management individually reviews all accounts receivable balances that exceed the due date and based on an assessment of current creditworthiness, estimates the portion, if any, of the balance that may not be collected. Management provides for probable uncollectible amounts through a charge to earnings and a credit to the allowance for doubtful accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to accounts receivable. Accounts receivable are deemed fully collectible at June 30, 2022 and 2021, and therefore, the Organization has not established an allowance for doubtful accounts. There was no bad debt expense related to accounts receivable for the years ended June 30, 2022 and 2021.

Contributions Receivable

Contributions receivable represents unconditional promises to give to be collected within the next year and are recorded in the year the promise is made. Contributions receivable are considered fully collectible at June 30, 2022 and 2021 and accordingly, no allowance for doubtful accounts is required.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Property and Equipment and Depreciation

Property and equipment are stated at cost if purchased, or fair market value if obtained through donation. The Organization capitalizes expenditures greater than or equal to \$2,500 that qualify as property and equipment. Depreciation is provided using the straight-line method over the estimated useful lives of the assets as follows:

Buildings and improvements	7 - 40 years
Furniture and equipment	3 - 15 years
Vehicles	3 - 10 years

Depreciation expense was \$961,054 and \$777,126 for the years ended June 30, 2022 and 2021, respectively.

Impairment of Property

The Organization reviews its land, building and improvements for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. When recovery is reviewed, if the undiscounted cash flows estimated to be generated by the property are less than their carrying amount, management compares the carrying amount of the property to its fair value in order to determine whether an impairment loss has occurred. The amount of the impairment loss is equal to the excess of the asset's carrying value over its estimated fair value.

During the year ended June 30, 2022, HUM received an appraisal on the building located at 1017 E. Baltimore Street. An impairment loss totaling \$280,415 represents the difference between the carrying value of the building, improvements and land and the market value based on the appraisal received in June 2022. No impairment loss was recognized during the year ended June 30, 2021.

Investments

Investment securities are carried at fair value based on quoted market prices. The change in net unrealized appreciation (depreciation) of marketable securities for the year is reflected in the Statements of Activities in "investment income(loss)." Realized gains and losses on sales of investments are computed on an average cost basis and are recorded on the trade date of the transaction and are also included in "investment income (loss)." Investment expenses, such as custodial, commission, and investment advisory fees, are netted against investment income in the Statements of Activities.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Financial Risk

The Organization invests in a portfolio that contains mutual funds and common stocks. Such investments are exposed to various risks such as interest rate, market and credit. Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term would materially affect investment balances and the amounts reported in the financial statements.

Fair Value Measurements

The Organization has characterized its assets and liabilities based on the priority of inputs used to measure fair value, based on a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1), and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the assets and liabilities fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement. Assets and liabilities recorded in the financial statements are categorized based on the inputs to valuation techniques as follows:

- Level 1 assets and liabilities use quoted prices in active markets for identical assets or liabilities as of the measurement date.
- Level 2 assets and liabilities use observable inputs, other than quoted market prices, that are either directly or indirectly observable in the marketplace for identical or similar assets and liabilities.
- Level 3 assets and liabilities use unobservable inputs that are supported by little or no market activity.

The Organization's assets and liabilities that are subject to fair value measurements are categorized in one of the three levels above (see Note 7). Fair values are based on the inputs available at the measurement dates, and may rely on certain assumptions that may affect the valuation of fair value for certain assets and liabilities.

The carrying amounts of current receivables and payables approximate fair value due to the short-term nature of these assets.

Deferred Lease Liabilities

The Organization recognizes rental expense for leases with scheduled rent increases on the straight-line basis over the life of the lease. On certain leases, the Organization receives improvement allowances to partially offset the cost of the build-out of the new space. These improvement allowances are amortized through rental income over the life of the lease.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Donor Advances

A refundable donor advance is recorded when the Organization receives assets (i.e. cash received) in advance of the satisfaction of conditions under grants that are determined to be contributions.

Basis of Presentation

The Organization 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 – Net assets without donor restrictions are the net assets that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. Net assets without donor restrictions are available for use at the discretion of the Board of Trustees and/or management for general operating purposes (Note 13).

Net assets with donor restrictions – Net assets with donor restrictions consist of assets whose use is limited by donor-imposed, time and/or purpose restrictions. The Organization reports contributions and grants as revenue with donor restrictions if they are received with donor stipulations that limit the use of the assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, the net assets are reclassified as net assets without donor restrictions and reported in the Statements of Activities as net assets released from restrictions. The Organization had net assets with donor restrictions totaling \$13,566,487 and \$53,783,014 at June 30, 2022 and 2021, respectively (Note 14).

Donated Materials and Services

In-kind donations consist of donated food, supplies, merchandise and professional services. These donations are recorded at their estimated fair value at the date of receipt (Note 16).

Advertising

The Organization expenses advertising costs the first time the advertising takes place. The amounts charged to advertising expense totaled \$514,264 and \$26,970 for the years ended June 30, 2022 and 2021, respectively. Advertising expense is included in “public awareness” in the Consolidated Statements of Functional Expenses.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Income Taxes

HUM, HOF and HOFSC are exempt from federal income taxes under Section 501(c) (3) of the Internal Revenue Code. Accordingly, no provision for income taxes is reflected in these financial statements.

The Organization accounts for income tax provisions in accordance with Financial Accounting Standards Board Accounting Standards Concept Topic 740-10, *Accounting for Uncertainty in Income Taxes*, which creates a single model to address uncertainty in tax positions and clarifies the accounting for income taxes by prescribing the minimum recognition threshold a tax position is required to meet before being recognized in the financial statements. The Organization believes that its income tax filing positions and deductions will be sustained upon examination and, accordingly, have not recorded any reserves, or related accruals for interest and penalties, at June 30, 2022 and 2021 for uncertain income tax positions. The Organization continually evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law, and new authoritative rulings. The Organization has adopted a policy under which, if required to be recognized in the future, will classify interest related to the underpayment of income taxes as a component of interest expense, and will classify any related penalties in administrative and general expenses in the Consolidated Statements of Functional Expenses and Consolidated Statements of Activities. The Organization believes they are subject to income tax examinations by tax authorities for the current year and the last three years.

Functional Allocation of Expenses

The Consolidated Statements of Functional Expenses present expenses by function and natural classification. The functional classification of expenses includes the following:

Program activities

Program activities are direct and indirect costs related to providing the Organization's programs and services. These expenses relate directly to the purpose for which the Organization exists. Programs and services include providing transitional housing, supportive services and other assistance to those who do not have permanent housing.

General and Administrative

The supporting service category includes general and administrative costs necessary to secure proper administrative function of the governing board, maintain an adequate working environment, and manage the financial responsibilities of the Organization.

Fundraising

The supporting service category also includes expenditures which provide the structure necessary to encourage and secure outside financial support for the Organization's operations and special projects.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses (continued)

Expenses are charged to each functional classification based on direct expenditures incurred. Indirect expenses are allocated to the various programs and supporting services based on an allocation formula and in accordance with various grant agreements. Certain costs have been allocated between program and supporting services based on the proportion of program-related salaries and benefits to total salaries and benefits.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Accounting Pronouncements Adopted

In September 2020, the Financial Accounting Standards Board (“FASB”) issued ASU No. 2020-07, Not-for-Profit Entities (Topic 958): *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The revised guidance did not change the accounting recognition or valuation of contributed nonfinancial assets or in-kind donations (GIK), but it does require a more prominent presentation of GIK and enhanced disclosures regarding the valuation and use of the related assets. The Organization adopted the new guidance effective July 1, 2021. The Organization's disclosures under this new standard are described in Note 16.

3. Cash, Cash Equivalents and Restricted Cash

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported within the Consolidated Statements of Financial Position that sum to the total of the same such amounts on the Consolidated Statements of Cash Flows at June 30:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 1,496,151	\$ 1,817,925
Restricted cash	11,379,805	19,629,127
Fee reserves	<u>402,599</u>	<u>453,365</u>
Cash, cash equivalents, and restricted cash shown on in the Consolidated Statements of Cash Flows	<u>\$ 13,278,555</u>	<u>\$ 21,900,417</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

3. Cash, Cash Equivalents and Restricted Cash (continued)

Restricted Cash

Restricted cash represents cash received with donor-imposed restrictions that limits the use of that cash to the payment of costs of constructing a new building used in future operations to support a women's and children's program. Restricted cash totaled \$11,379,805 and \$19,629,127 as of June 30, 2022 and 2021, respectively, related to these items.

Fee Reserves

In accordance with loan agreements, HOFSC was required to establish a fee reserve account in connection with the first NMTC transaction closing. The second NMTC transaction did not require a fee reserve account. Funds from the fee reserve account are to be used to pay ongoing compliance fees. The balance in the fee reserve account totaled \$402,599 and \$453,365 at June 30, 2022 and 2021, respectively.

4. Capital Campaign Pledges Receivable

The Organization is conducting a capital campaign to raise funds to support the construction of a new building to be used in future operations to support a women's and children's program. The capital campaign pledges are payable over a one to five-year period. The total amount expected to be received at June 30, 2022 and 2021 was recorded at the present value of the expected future cash flows discounted at the Organization's incremental borrowing rate, which was 2.82% and 1.57% at June 30, 2022 and 2021, respectively.

Capital campaign pledges receivable consist of the following at June 30:

	<u>2022</u>	<u>2021</u>
Capital campaign pledges receivable	\$ 1,074,288	\$ 4,911,868
Less: unamortized discount	<u>(36,918)</u>	<u>(91,558)</u>
Total	<u>\$ 1,037,370</u>	<u>\$ 4,820,310</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

4. Capital Campaign Pledges Receivable (continued)

The total of capital campaign pledges receivable is reflected in the Consolidated Statements of Financial Position as follows at June 30:

	<u>2022</u>	<u>2021</u>
Capital campaign pledges receivables - current	\$ 836,159	\$ 3,963,722
Capital campaign pledges receivables - noncurrent	201,211	856,588
	<u>\$ 1,037,370</u>	<u>\$ 4,820,310</u>
Amounts due in:		
Less than one year	\$ 865,455	\$ 4,026,518
One to five years	208,833	885,350
Total	<u>\$ 1,074,288</u>	<u>\$ 4,911,868</u>

Management evaluates the collectability of capital campaign pledges receivable based on payment patterns and continued correspondence with donors. During the years ended June 30, 2022 and 2021, there were no capital campaign pledges considered uncollectible by management.

5. Operational Pledges Receivable

From time to time, the Organization receives pledges to support various operational activities. The operational pledges are payable over a one to five-year period. The total amount expected to be received at June 30, 2022 and 2021 was recorded at the present value of the expected future cash flows discounted at the Organization's incremental borrowing rate, which was 2.82% and 1.57% at June 30, 2022 and 2021, respectively.

Operational pledges receivable consists of the following at June 30:

	<u>2022</u>	<u>2021</u>
Operational pledges receivable	\$ 2,163,902	\$ 437,108
Less: unamortized discount	(75,965)	(9,233)
Total	<u>\$ 2,087,937</u>	<u>\$ 427,875</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

5. Operational Pledges Receivable (continued)

The total of capital campaign pledges receivable is reflected in the Consolidated Statements of Financial Position as follows at June 30:

	<u>2022</u>	<u>2021</u>
Operational pledges receivables - current	\$ 1,779,940	\$ 237,466
Operational pledges receivables - noncurrent	<u>307,997</u>	<u>190,409</u>
	<u>\$ 2,087,937</u>	<u>\$ 427,875</u>
Amounts due in:		
Less than one year	\$ 1,838,902	\$ 240,358
One to five years	<u>325,000</u>	<u>196,750</u>
Total	<u>\$ 2,163,902</u>	<u>\$ 437,108</u>

Management evaluates the collectability of operational pledges receivable based on payment patterns and continued correspondence with donors. During the years ended June 30, June 30, 2022 and 2021, operational pledges totaling \$6,990 and \$-0- were considered uncollectible by management, respectively. This amount is included under other changes as "uncollectible pledges" in the accompanying Consolidated Statements of Activities for the years ended June 30, 2022 and 2021, respectively.

6. Investments

Investments are recorded at fair value and consist of the following at June 30:

<u>2022</u>	<u>Cost</u>	Net Unrealized Appreciation (Depreciation)	Fair Value
Mutual funds	<u>\$11,263,583</u>	<u>\$ (649,788)</u>	<u>\$ 10,613,795</u>
<u>2021</u>	<u>Cost</u>	Net Unrealized Appreciation (Depreciation)	Fair Value
Mutual funds	\$ 8,152,025	\$ 1,273,447	\$ 9,425,472
Common stocks	<u>7,809</u>	<u>201</u>	<u>8,010</u>
	<u>\$ 8,159,834</u>	<u>\$ 1,273,648</u>	<u>\$ 9,433,482</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

6. Investments (continued)

The following schedule summarizes investment return and its classification in the Consolidated Statements of Activities for the years ended June 30:

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
<u>2022</u>			
Interest and dividends	\$ 847,589	\$ -	\$ 847,589
Gain on sale of investments	3,951	-	3,951
Change in unrealized appreciation (depreciation) on investments	<u>(1,923,501)</u>	<u>-</u>	<u>(1,923,501)</u>
Total return on investments	<u>\$ (1,071,961)</u>	<u>\$ -</u>	<u>\$ (1,071,961)</u>
	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
<u>2021</u>			
Interest and dividends	\$ 488,676	\$ -	\$ 488,676
Loss on sale of investments	(390)	-	(390)
Change in unrealized appreciation (depreciation) on investments	<u>1,020,751</u>	<u>-</u>	<u>1,020,751</u>
Total return on investments	<u>\$ 1,509,037</u>	<u>\$ -</u>	<u>\$ 1,509,037</u>

Investment fees are netted with interest and dividends for the years ended June 30, 2022 and 2021.

An investment may be considered to be impaired if its cost basis exceeds its fair value thus resulting in unrealized depreciation. Investments are reported at their fair market value; thus, any impairment losses have already been recognized through unrealized gains or losses in the Consolidated Statements of Activities. Management considers any investment portfolio losses to be temporary. Investments included in the portfolio that have been in a continuous loss position are as follows at June 30, 2022:

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

6. Investments (continued)

	<u>Less than 12 months</u>	
	<u>Fair Value</u>	<u>Unrealized Losses</u>
Mutual funds	<u>\$8,179,420</u>	<u>\$ 746,973</u>
	<u>More than 12 months</u>	
	<u>Fair Value</u>	<u>Unrealized Losses</u>
Mutual funds	<u>\$1,003,543</u>	<u>\$ 76,520</u>

7. Fair Value Measurements

Fair values of assets measured on a recurring basis at June 30, 2022 and 2021 are as follows:

	<u>Fair Value</u>	<u>Quoted Prices in Active Markets (Level 1)</u>	<u>Quoted Prices in Inactive Markets (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
<u>2022</u>				
Mutual funds	<u>\$ 10,613,795</u>	<u>\$ 10,613,795</u>	<u>\$ -</u>	<u>\$ -</u>
Capital campaign pledges receivable	<u>\$ 1,037,370</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,037,370</u>
Operational pledges receivable	<u>\$ 2,087,937</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,087,937</u>
<u>2021</u>				
Mutual funds	<u>\$ 9,425,472</u>	<u>\$ 9,425,472</u>	<u>\$ -</u>	<u>\$ -</u>
Stocks	<u>8,010</u>	<u>8,010</u>	<u>-</u>	<u>-</u>
Total investments	<u>\$ 9,433,482</u>	<u>\$ 9,433,482</u>	<u>\$ -</u>	<u>\$ -</u>
Capital campaign pledges receivable	<u>\$ 4,820,310</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4,820,310</u>
Operational pledges receivable	<u>\$ 427,875</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 427,875</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

7. Fair Value Measurements (continued)

Capital campaign and operational pledges receivable are recorded at the present value of the expected future cash flows discounted 2.82% and 1.57% for the years ended June 30, 2022 and 2021, respectively. The discount rate is based on the Organization's incremental borrowing rate at June 30, 2022 and 2021.

The following table presents information about the change in capital campaign and operational pledges receivable (level 3 assets), which are measured at fair value on a recurring basis using significant unobservable inputs:

	Capital Campaign Pledges	Operational Pledges
Balance at July 1, 2020	\$ 9,532,092	\$ 753,792
New pledges	1,270,500	215,000
Receipts from pledges	(6,091,279)	(551,107)
Change in discount on pledges	<u>108,997</u>	<u>10,190</u>
Balance at June 30, 2021	\$ 4,820,310	\$ 427,875
New pledges	400,000	3,662,689
Receipts from pledges	(4,237,580)	(1,928,905)
Change in discount on pledges	54,640	(66,732)
Uncollectible pledges	<u>-</u>	<u>(6,990)</u>
Balance at June 30, 2022	<u>\$ 1,037,370</u>	<u>\$ 2,087,937</u>

Estimated fair value amounts have been determined using available market information and the valuation methodologies described above. However, considerable judgment is required in interpreting market data to develop estimates of fair value. Accordingly, the estimates presented herein may not be indicative of the amounts the Organization could realize in a current market. The use of different market assumptions or valuation methodologies may have a material effect on the estimated fair value amounts.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

8. Notes Receivable

During the year ended June 30, 2020, HUM loaned money totaling \$8,972,500 and issued a promissory note to NMTC Fund House of Freedom, LLC, an unrelated third party organized as part of the NMTC program. The loan requires payments of interest only at 1.220% annually, through July 1, 2027. Beginning July 1, 2027, payments totaling \$117,576, including interest at 1.220% will be due quarterly through maturity in March 2049. HUM has a priority security interest in the borrower's entire member's equity interest in CAHEC Sub-CDE XIV, LLC, a separate entity organized as part of the NMTC program. The note receivable balance totaled \$8,972,500 at June 30, 2022 and 2021. Interest income related to this note receivable totaled \$109,465 for the years ended June 30, 2022 and 2021. Effective December 31, 2026 through June 30, 2027, if certain conditions are met, HUM can purchase from M&T or M&T can sell the interest to HUM in NMTC Fund House of Freedom, LLC for the greater of any amounts due and owed from any indemnitor to M&T under the QALICB NMTC Indemnity or \$1,000. If this were to occur, the note receivable due from NMTC Fund House of Freedom, LLC would be cancelled.

During the year ended June 30, 2022, HOF loaned money totaling \$7,353,000 and issued two promissory notes to Chase NMTC HUM Investment Fund, LLC, an unrelated third party organized as part of a second NMTC transaction. The loans require combined payments of interest only at 1.331% annually, through September 1, 2029. Beginning September 1, 2029, combined payments totaling \$129,568, including interest at 1.331% will be due quarterly through maturity in March 2045. HOF has a priority security interest in the borrower's entire member's equity interest in Harbor Community Fund XXXI, LLC and Harbor Community Fund XXXII LLC, separate entities organized as part of the second NMTC transaction. The note receivable balance totaled \$7,353,000 at June 30, 2022. Interest income related to this note receivable totaled \$49,206 for the year ended June 30, 2022. Effective December 31, 2028 through August 31, 2029, if certain conditions are met, HOF and Chase Bank have a put/call option to purchase/dispose of its interest in the NMTC HUM Investment Fund, LLC for \$1,000 if they so choose. If this were to occur, the note receivable from Chase NMTC Hum Investment Fund, LLC would be cancelled.

9. Line of Credit

During the year ended June 30, 2021, HUM entered into a line of credit agreement authorized up to \$1,000,000, with interest computed based on the lender's prime rate less 1.1%, with a floor of 1.9%. All outstanding principal and accrued interest is due upon maturity of the line of credit in November 2025. The line of credit is collateralized by a security interest in certain investments of HUM. The line of credit contains certain financial covenants which were met at June 30, 2022. There was no balance outstanding on the line of credit as of June 30, 2022 and 2021.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

10. Long-Term Debt

In December 2017, HUM entered into a loan agreement with a bank for \$2,500,000. The loan requires payments of interest only through the maturity date of December 12, 2022, with interest computed on the aggregate unpaid balance based on the LIBOR daily floating rate plus 1.5% (2.824% and 1.57% at June 30, 2022 and 2021, respectively). The loan is secured by property at 1017 E. Baltimore Street and \$1,200,000 of marketable securities held with the bank are also pledged as collateral. The loan is guaranteed by HOF. The loan also contains certain financial covenants which were met as of June 30, 2022 and 2021, respectively. The balance outstanding on the loan was \$2,500,000 at June 30, 2022 and 2021, respectively. The loan was refinanced subsequent to year-end (See Note 26).

In December 2019, HOFSC entered into two loan payables ("CAHEC Loan A" and "CAHEC Loan B") with CAHEC Sub-CDE XVI, LLC, a Community Development Entity, in the amounts of \$8,972,500 and \$3,527,500 respectively. Both loans mature on December 31, 2053, at which time all outstanding principal and any accrued interest shall be due. Each loan bears interest at a fixed rate of 1.00% per annum. The loans are secured by a deed of trust, as defined in the loan agreement, and HOFSC may not prepay the loans prior to December 30, 2026. Commencing on March 1, 2020, quarterly payments of interest only shall be due through and including June 1, 2027, for both loans. Commencing on September 1, 2027, CAHEC Loan A and CAHEC Loan B require quarterly payments of principal and interest in the amount of \$96,462 and \$37,924, respectively, through maturity.

In accordance with the loan agreement, HOFSC pays CAHEC Sub-CDE XVI, LLC an annual management fee in the amount of \$62,500 and reimburses CAHEC Sub-CDE XVI, LLC for professional fees. For the years ended June 30, 2022 and 2021, \$62,500, respectively, was incurred and paid and included in professional fees in the accompanying Consolidated Statements of Functional Expenses. As of June 30, 2022, and 2021, \$15,625 and \$0-, respectively, remain outstanding and are included in accounts payable and accrued expenses.

On December 30, 2021, HOFSC entered into two loans payable ("HCF Note A" and "HCF Note B") with Harbor Community Fund XXXI LLC, a Community Development Entity, in the amounts of \$4,779,450 and \$1,590,550, respectively. Both loans mature on December 31, 2053, at which time all outstanding principal and any accrued interest shall be due. Each loan bears interest at a fixed rate of 1.683% per annum, compounding quarterly. The loans are secured by a deed of trust, as defined in the credit agreement, and HOFSC may not prepay the loans prior to December 30, 2028. Commencing on March 1, 2022, quarterly payments of interest only shall be due at the Pay Rate, defined as 1.0% per annum, through and including June 1, 2029 for both loans. Commencing on September 1, 2029, HCF Loan A and HCF Loan B require quarterly payments of principal and interest in the amount of \$62,746 and \$20,881, respectively, through maturity.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

10. Long-Term Debt (continued)

In December 2021, HUM entered into two loan payables ("Harbor Loan A" and "Harbor Loan B") with Harbor Community Fund XXXII, LLC, a Community Development Entity, in the amounts of \$2,573,550 and \$856,450 respectively. Both loans mature on December 31, 2053, at which time all outstanding principal and any accrued interest shall be due. Each loan bears interest at a fixed rate of 1.857% per annum, compounding quarterly. The loans are secured by property and equipment, as defined in the credit agreement, and HUM may not prepay the loans prior to December 30, 2028. Commencing on March 1, 2022, quarterly payments of interest only shall be due at the Pay Rate, defined at 1.00% per annum through and including June 1, 2029, for both loans. Commencing on September 1, 2029, Harbor Loan A and Harbor Loan B require quarterly payments of principal and interest in the amount of \$34,786 and \$11,577, respectively, through maturity.

A summary of long-term debt at June 30, 2022 and 2021 consists of the following:

	<u>2022</u>	<u>2021</u>
Total long-term debt related to above loans	\$ 24,800,000	\$ 15,000,000
Less: Unamortized debt issuance costs	<u>1,624</u>	<u>5,167</u>
Long-term debt, less unamortized debt issuance costs	24,798,376	14,994,833
Less: current portion of long-term debt	<u>2,500,000</u>	<u>-</u>
Total long-term debt, less current portion	<u>\$ 22,298,376</u>	<u>\$ 14,994,833</u>

Future minimum principal payments for long-term debt as follows:

Years Ending <u>June 30,</u>	<u>Amount</u>
2023	\$ 2,500,000
2024	-
2025	-
2026	-
2027	-
Thereafter	<u>22,300,000</u>
Total	<u>\$ 24,800,000</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

10. Long-Term Debt (continued)

Consolidated interest expense incurred on all of the long-term debt above and lines of credit (including amortization of loan issuance costs reported as interest expense) was \$260,530 and \$232,410 for the years ended June 30, 2022 and 2021, respectively on this debt. This includes interest paid and capitalized into construction in progress totaling \$178,901 and \$125,100 for the years ended June 30, 2022 and 2021, respectively.

11. Annuities Payable

HUM currently has three agreements to provide periodic payments to one individual during the remainder of her life in return for a charitable gift to HUM. The aggregate annual estimated payments on the annuity obligations at June 30, 2022 and 2021 are \$23,244 and \$28,496, respectively, based on IRS life expectancy tables. HUM reviews the life expectancy tables published by the IRS annually and records any material changes in the projected liability as a charge to the change in value of the annuity payable. At June 30, 2022 and 2021, the liability based on updated IRS life expectancy tables did not differ materially from what was recorded and no adjustment was made. A portion of the gift represents an obligation by HUM to make the annual payments (recorded at present value based on the donor's life expectancy and market interest rates, which are currently 4%) and the remainder represents a contribution. At June 30, 2022 and 2021, HUM has sufficient reserves to fund these obligations.

Interest expense related to annuities payable totaled \$1,097 and \$1,303 for the years ended June 30, 2022 and 2021, respectively. Future estimated minimum principal payments for the remaining annuities are as follows:

Years Ending	
June 30,	Amount
2023	\$ 5,468
2024	5,691
2025	5,922
2026	6,163
2027	-
Total	<u>\$ 23,244</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

12. Lease Liabilities

The Organization recognizes rental expense for leases with scheduled rent increases over the life of the lease using the straight-line method. The difference between the actual rent payments and rent expense calculated using the straight-line method represents a lease liability. Additionally, HUM received a reimbursement for leasehold improvements made to 1017 E. Baltimore Street on behalf of a new tenant during the year ended June 30, 2019. This improvement reimbursement is recorded as a liability and amortized to rental income over the estimated life of the related lease, which is two years and two months.

A summary of lease liabilities is as follows at June 30:

	<u>2022</u>	<u>2021</u>
Straight line rent adjustments	\$ 1,533,214	\$ 978,918
Less: straight line rent adjustment eliminated in consolidation (See note 17)	<u>(1,477,752)</u>	<u>(938,934)</u>
Consolidated total	55,462	39,984
Less: current lease liabilities	<u>55,462</u>	<u>39,984</u>
Long-term lease liabilities	<u>\$ -</u>	<u>\$ -</u>

13. Net Assets Without Donor Restrictions

Net assets without donor restrictions is comprised of undesignated and board designated amounts for the following purposes at June 30:

	<u>2022</u>	<u>2021</u>
Undesignated	\$ 62,634,758	\$ 17,847,530
Board designated for capital needs	<u>400,000</u>	<u>400,000</u>
Total net assets without donor restriction:	<u>\$ 63,034,758</u>	<u>\$ 18,247,530</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

14. Net assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes at June 30:

	<u>2022</u>	<u>2021</u>
Baltimore Street outreach	\$ 285,000	\$ -
Camps	169,966	89,637
Capital improvements	2,978,419	-
Christmas gifts for client's children	18,296	-
Dental services	83,304	87,001
Education & workforce development	-	10,000
Eye care	1,157	1,157
Food bank - refrigerated vehicle	-	52,000
Hispanic outreach	108,290	205,674
"Inspiring Hope" capital campaign fund - women's and children's program	9,810,613	53,219,736
Library fund	9,522	19,169
Overnight services	27,965	64,102
Permanent housing	25,000	-
Program retreats	28,955	34,538
Women's Ministry fund	20,000	-
Total net assets with donor restrictions	<u>\$ 13,566,487</u>	<u>\$ 53,783,014</u>

15. Revenue Recognition

Revenue under ASU 2018-08 (Topic 958): Not-For-Profit Entities

The Organization recognizes nonreciprocal contributions and grants received and made at fair value on the earlier of the date of the receipt of cash or the date an unconditional promise to give is made. Contributions received and made are reported as either revenues without donor restrictions or revenue with donor restrictions. Contributions and grants that are restricted by the awarding agency or individual for certain purposes are recorded as revenue with donor restrictions. Contributions and grants with donor restrictions that are used for the purpose specified by the donor in the same year as the contribution is received are recognized as revenues with donor restrictions and reclassified as net assets released from restrictions in the same year.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

15. Revenue Recognition (continued)

Revenue under ASU 2018-08 (Topic 958): Not-For-Profit Entities (continued)

Contributions and grants may also be considered conditional contributions if both requirements to meet the definition of a condition under ASU 2018-08 are met (i.e. there is a barrier that must be overcome before the Organization is entitled to receive the funds and there is a right of return to the resource provider). Revenue under conditional contributions are recognized when the conditions are satisfied. At June 30, 2021, the Organization had one conditional promise to give totaling \$2,000,000. The condition of the award states that the corresponding project related to the Women's and Children's Center must be operationally feasible. This amount was reported as a donor advance in the accompanying Consolidated Statements of Financial Position at June 30, 2021, as the condition had not yet been met. The condition was satisfied during the year end June 30, 2022 and the award was recognized as revenue during the year ended June 30, 2022.

Revenue under ASU No. 2014-09 (Topic 606): Revenue from Contracts with Customers

Contracts with Customers

The Organization identifies a contract when it has approval and commitment from both parties, the rights of the parties are identified, payment terms are identified, the contract has commercial substance and collectability of consideration is probable. Revenue is recognized when obligations under the terms of the contract with the customer are satisfied; generally, this occurs with the transfer of control of the good or service to the customer. Revenue is measured as the amount of consideration the Organization expects to receive in exchange for transferring goods or providing services. If applicable, sales and other taxes collected concurrently with revenue-producing activities are excluded from revenue. The Organization does not incur incremental costs to obtain contracts or costs to fulfill contracts that meet the criteria for capitalization. In addition, the Organization does not have significant material payment terms, as payment is received shortly after the service is performed.

Performance Obligations and Transaction Price

Performance obligations are satisfied over time based on the criteria that the customer receives the benefit of the Organization's performance as the Organization performs the service. The following performance obligations are satisfied over time:

Overnight, day and support services - the Organization has contracts with various government and private vendors to provide overnight beds, and various day and support services to homeless men and women. Support services can include care coordination, employment coaching, and workforce development. The transaction price is typically an agreed upon fee per individual per service provided based on the number of days those services are provided.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

15. Revenue Recognition (continued)

Revenue under ASU No. 2014-09 (Topic 606): Revenue From Contracts with Customers (continued)

Rental income – HUM provides facility space, equipment and administrative services various vendors (see Note 18). In addition, HOFSC leases property to HUM under a long-term lease agreement (see Note 17). The transaction price under these lease agreements is an agreed upon monthly fee for access to these bundled services. Rental income from these leases is recognized as rents become due using the straight-line method under which contractual rent increases are recognized evenly over the lease term.

Contract Balances and Payment Terms

When the timing of the Organization's services is different from the timing of payments made, the Organization recognizes either a contract asset (performance precedes payment) or a contract liability (payment precedes performance). Services performed associated with the overnight, day and support services typically give rise to contract assets because services are billed monthly in arrears. The Organization has recorded contract assets referred to as "accounts receivable" totaling \$153,721 and \$135,709 as of June 30, 2022 and 2021, respectively on the Consolidated Statements of Financial Position. The Organization has recorded a contract liability referred to as a "refundable advance" related to overpayments associated with the Maryland Network Recovery (MRN) program totaling \$161,775 at June 30, 2022 and 2021 on the Consolidated Statements of Financial Position.

Disaggregation of Revenue

The following table disaggregates contract revenue by type at June 30:

	<u>2022</u>	<u>2021</u>
JHH overnight services	\$ 851,048	\$ 824,181
Next step services	85,954	75,138
VA overnight services	507,115	437,726
Other overnight services	<u>29,465</u>	<u>5,734</u>
Overnight, day and support services	1,473,582	1,342,779
Rental income	<u>108,844</u>	<u>162,821</u>
Total contract revenue	<u>\$ 1,582,426</u>	<u>\$ 1,505,600</u>

The Organization believes disaggregating revenue into these categories achieves the disclosure objective to show how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

15. Revenue Recognition (continued)

Revenue under ASU No. 2014-09 (Topic 606): Revenue From Contracts with Customers (continued)

Other Program fees

HUM has additional sources of revenue that do not meet the definition of a contract with customer under ASU 2014-09 consisting of voluntary program fees collected from men and women. The future cash flow of these program fees is uncertain because participation in the programs is voluntary, which makes collectability of fees uncertain. Revenue from program fees is recorded monthly as collected from program participants. Program fees consist of the following at June 30:

	<u>2022</u>	<u>2021</u>
Lodging	\$ 512,775	\$ 533,951
Food stamps	611,597	490,097
Temporary disability assistance	320,474	306,295
Other miscellaneous program income	<u>18,487</u>	<u>18,000</u>
Total program fees	<u>\$ 1,463,333</u>	<u>\$ 1,348,343</u>

16. Contributed Nonfinancial Assets (In-kind donations)

The Organization's policy related to gifts-in-kind is to utilize the assets given to carry out the mission of the Organization. If an asset is provided that does not allow the Organization to utilize it in its normal course of business, the asset will be sold at its fair market value as determined by appraisal or specialist depending on the type of asset. Revenues from contributions of nonfinancial assets were as follows at June 30:

	<u>2022</u>	<u>2021</u>	<u>Monetized or Utilized</u>	<u>Programs Utilized</u>	<u>Donor Imposed Restrictions</u>	<u>Fair value Technique</u>
Merchandise	\$ 3,396,089	\$ 2,772,796	Utilized	Overnight & spiritual recovery programs	None	Fair market value at time of donation
Professional services	1,953,893	1,503,889	Utilized	Overnight & spiritual recovery programs	None	Current hourly rates of professionals that contribute time and resources to the Organization
Food	<u>697,669</u>	<u>635,719</u>	Utilized	Overnight & spiritual recovery programs	None	Based on Feeding America Organization's valuation per pound of food in the United States, with adjustments related to the CPI index to capture changes to valuation based on inflation.
Total In-kind donations	<u>\$ 6,047,651</u>	<u>\$ 4,912,404</u>				

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

16. Contributed Nonfinancial Assets (In-kind donations) (continued)

Donated merchandise includes clothing, toiletries, bedding and other supplies for men, women and children. Donated professional services includes legal services, medical services including medical exams, eye exams, hearing tests, mental health and other counseling services provided to the men and women in the program, as well as construction management services.

17. Related Party Transactions

Related Party Lease

Commencing on December 30, 2019, HOFSC leased property to HUM under an operating lease agreement, which expires on December 31, 2057. On December 30, 2019, a one-time rent payment of \$4,000 was due and paid. The original lease agreement calls for quarterly rental payments of \$1,000 from March 1, 2020 through September 30, 2021, and \$37,000 to be paid in December 2021. The lease was amended in December 2021 to accommodate the second NMTC transaction. The amended lease agreement calls for quarterly rental payments of \$54,000 from March 1, 2022 through December 31, 2026, \$83,000 per quarter from March 1, 2027 through June 1, 2027, \$180,000 per quarter from September 1, 2027 through June 30, 2029 and \$248,000 per quarter from July 1, 2029 through expiration on December 1, 2057. Rental income and expense from the lease are recognized on a straight-line basis evenly over the lease term. Any difference between straight-line rent and payments made under the lease term is reflected as deferred rent receivable by HOFSC and deferred lease liability by HUM and eliminated in consolidation. The deferred rent receivable / payable eliminated in consolidation totaled \$1,477,752 and \$938,934 at June 30, 2022 and 2021, respectively. Rental income and expense eliminated in consolidation totaled \$684,818 and \$542,248 for the years ended June 30, 2022 and 2021, respectively.

Future minimum lease payments required under the lease reported as rental revenue by HOFSC and rent expense by HUM which will be eliminated in consolidation are as follows:

Years Ending June 30,	Amount
2023	\$ 216,000
2024	216,000
2025	216,000
2026	216,000
2027	274,000
Thereafter	<u>29,712,000</u>
Total	<u>\$ 30,850,000</u>

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

17. Related Party Transactions (continued)

Other Related Party Information

During the year ended June 30, 2022 and 2021, HUM contributed cash of \$5,124,000 and \$11,975,000 to HOFSC, respectively, the Organization formed under the NMTC program for the purpose of building the new Women's and Children's Center. During the year ended June 30, 2022, HOFSC contributed \$4,779,450 to HOF to pay off a day loan associated with the closing of the second NMTC transaction. During the year ended June 30, 2022, HOFSC contributed \$1,138,797 to HUM for construction costs reimbursed and to assist with collateral related to the NMTC loans. During the year ended June 30, 2022, HUM contributed \$2,524,616 to HOF related to capital campaign funds collected in preparation for the closing of the second NMTC transaction.

All expenses of HOF are incurred and paid by HUM and recorded as a contribution from HUM to HOF. During the years ended June 30, 2022 and 2021, HUM contributed \$1,078,537 and \$814,505 of expenses paid by HUM on behalf of HOF.

All related party transactions are eliminated in consolidation.

18. Rental Income

In October 2019, HUM entered into a lease agreement to provide certain facilities, equipment and administrative services for the operation of a behavioral health clinic in 1029 E. Baltimore Street. The lease has a term of two years and provides for base monthly rentals to be received in the amount of \$2,079 throughout the term of the lease. The lease was renewed for an additional one-year period through September 2022, at base monthly rentals of \$2,079. The lease is subject to yearly renewals for an additional two successive one-year periods.

In April 2019, HUM entered into a lease agreement to provide certain facilities, equipment and administrative services for the operation of a primary care medical center in 1017 E. Baltimore Street. The lease has a term of two years and provides for base monthly rentals to be received in the amount of \$6,036 throughout the life of the lease. As part of the lease agreement, the tenant has reimbursed HUM for a total of \$143,621 of leasehold improvements, which are being amortized over the original lease term that expired in June 2021. The lease was renewed for an additional one-year period through June 30, 2022 at base monthly rentals of \$6,217.

In December 2021, HUM entered into a lease agreement to provide certain facilities, equipment and administrative services at 601 E. Chase Street to an unrelated third party. The lease has a term of one year and provides for base monthly rentals to be received in the amount of \$3,100. This lease expires in February 2023.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

18. Rental Income (continued)

Rental income totaled \$108,844 and \$162,821 for the years ended June 30, 2022 and 2021, respectively under lease agreements not eliminated in consolidation. The cost of the buildings owned by HUM was \$8,217,176 and \$8,910,662 at June 30, 2022 and 2021, respectively and accumulated depreciation totaled \$2,169,001 and \$2,401,458 at June 30, 2022 and 2021, respectively. The portion of these buildings being rented is diminutive.

19. Commitments

Operating Leases

HUM entered into an operating lease agreement in April of 2015 for various office equipment. The lease had a term of five years and provided for base monthly rentals of \$2,658. In December 2017, the lease was renegotiated and extended for an additional five years, expiring in December 2022. The lease provides for base monthly rentals of \$3,375, with certain provisions for additional amounts due depending on total usage of the associated equipment.

Total payments under this equipment lease for the years ended June 30, 2022 and 2021 were \$49,542 and \$49,933, respectively. These amounts have been included in "equipment lease and maintenance" in the accompanying Consolidated Statements of Functional Expenses.

HUM has an operating lease agreement for a townhouse in Baltimore City for the "3/4 Housing Program". The program provides for HUM to lease the townhouse from the landlord and in turn, offer it to program graduates who live independently. The lease is renewed on an annual basis, requires base monthly rentals of \$3,675 and expires in January 2022.

HUM also has an operating lease agreement for another townhouse in Baltimore City for the "3/4 Housing Program". The lease is renewed on an annual basis, requires base monthly rentals of \$3,080 and expires in January 2022.

HUM also has an operating lease agreement for a third townhouse in Baltimore city for the "3/4 Housing Program". This lease is renewed on an annual basis, requires base monthly rentals of \$3,000 and expires in January 2022.

HUM has an operating lease agreement for a nearby office building in Baltimore City for additional office space. This is a 60-month lease, expiring in May 2021. Under the terms of the lease agreement, HUM received one year of free rent, followed by base monthly rent payments of \$2,800, with escalation provisions at 3% per year thereafter. This lease was renewed in June 2021 for two years expiring in May 2023, at base monthly rentals of \$3,151.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

19. Commitments (continued)

Operating Leases (continued)

HUM has an operating lease agreement for a nearby property to be used for a women's program at 601 E. Chase Street. This lease expires in October 2031. Base monthly rent under this lease agreement is \$4,500 throughout the life of the lease. The lease agreement includes a reimbursement credit for capital improvements paid each month to HUM totaling \$2,380 through October 2024.

HUM has an operating lease agreement for a nearby delicatessen to be used as an additional kitchen facility. The lease is month-to-month with monthly rentals totaling \$1,000.

Total payments under these lease arrangements for the years ended June 30, 2022 and 2021 were \$210,623 and \$201,360, respectively, and are included in "occupancy cost" in the accompanying Consolidated Statements of Functional Expenses.

The aggregate minimum future rental payments under operating leases are as follows:

Years Ending June 30,	Amount
2023	\$ 80,356
2024	25,440
2025	44,480
2026	54,000
2027	54,000
Thereafter	234,000
Total	<u>\$ 492,276</u>

Accumulated Vacation

Employees of HUM earn a vested right to compensation for unused vacation. Accordingly, HUM has made an accrual for vacation compensation that employees have earned but not taken. Accrued vacation totaled \$261,181 and \$241,771 at June 30, 2022 and 2021, respectively, and is included in the balance of "accrued expenses" on the Consolidated Statements of Financial Position.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

19. Commitments (continued)

Grant Commitments

In June 2006, HUM was awarded a conditional promise to give from FHLBank Atlanta, a Federal Home Loan Bank, in the amount of \$500,000. The grant was to be used to support capital costs for the renovations to 1023 East Baltimore Street and provide additional beds for emergency shelter for homeless men in Baltimore City. HUM met all the requirements under this grant agreement and the grant was recognized as revenue in years prior to June 30, 2022 and 2021. The grant must be repaid if HUM is not in compliance with the terms of the application which includes using the building for services noted above for a period of fifteen years, which expired in June 2021.

In December 2006, HUM was awarded a grant from the State of Maryland, Board of Public Works for an amount not to exceed \$200,000, provided HUM meets certain matching requirements. The grant was recognized as revenue in full in years prior to June 30, 2022 and 2021. The grant is to be used for the construction, repair and renovation of 1031 East Baltimore Street. Under the terms of the agreement, HUM may not sell, lease, exchange or give away any interest in the real or personal property acquired with the grant funds without prior written consent of the Board of Public Works. If the Board of Public Works permits the transfer or disposition, HUM may be required to repay the State the percentage of the proceeds allocable to the grant.

In August 2007, HUM was awarded a conditional promise to give from The Harry and Jeanette Weinberg Foundation in the amount of \$1,500,000. The grant is to be used to support capital costs for the renovations to buildings which serve as emergency shelter, transitional housing, and school for homeless men in Baltimore City. All conditions were met and the entire amount of the grant was recognized as revenue in years prior to June 30, 2022 and 2021. Under the terms of the grant agreement, HUM must have prior approval from The Harry and Jeanette Weinberg Foundation to sell or transfer ownership of the property through the year 2031. The proceeds received from any sale must be used for the construction or purchase of a replacement property.

In December 2008, HUM was awarded a conditional promise to give from FHLBank Atlanta, a Federal Home Loan Bank, in the amount of \$1,000,000. The grant was to be used to support capital costs for the renovations to 1029 East Baltimore Street which will house a new chapel, overnight emergency services with beds for 60 men, classrooms and a library for homeless men in Baltimore City. The grant provides for payment in full on the conditions that the Organization complete construction at 1029 E. Baltimore Street and that 100% of ownership units and 75% of the assisted rental units must be occupied. HUM met all the requirements under this grant agreement and the grant was recognized as revenue in years prior to June 30, 2022 and 2021. The grant must be repaid if HUM is not in compliance with the terms of the application, which includes the use of the building for the services noted above for a period of fifteen years, expiring in 2026.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

19. Commitments (continued)

Grant Commitments (continued)

In December 2010, HUM was awarded a conditional promise to give from FHLBank Atlanta in the amount of \$1,000,000. The grant is to be used to support capital costs for the renovations to 1031 East Baltimore Street. The grant provides for payment in full on the conditions that the Organization complete construction at 1031 E. Baltimore Street and that 100% of ownership units and 75% of the assisted rental units must be occupied. HUM met all the requirements under this grant agreement and the grant was recognized as revenue in years prior to June 30, 2022 and 2021. The grant must be repaid if HUM is not in compliance with the terms of the application, which includes the use of the building for the services noted above for a period of fifteen years, expiring in 2028.

In December 2019, HUM was awarded a conditional promise to give from Federal Home Loan Bank of New York in the amount of \$2,000,000. All conditions were met and the grant was recognized as revenue in full during the year ended June 30, 2022. The grant must be repaid if HUM is not in compliance with the terms of the agreement, which includes operating the building at 1216 E. Baltimore Street as an affordable housing initiative for 15 years beginning on the 2nd anniversary of project completion, expiring in 2038.

In September 2011, HOF was awarded a grant from The Department of Housing and Community Development in the amount of \$740,838. The grant was recognized as revenue in full in years prior to June 30, 2022 and 2021. The grant is to be used for the construction, repair, renovation and capital equipping of 1031 East Baltimore Street. The Organization must use this building as a shelter, transitional or other housing facility for the homeless, for a period of not less than fifteen years, expiring in 2027. If the properties are sold, transferred, or not used for the specified purpose prior to the year 2027, HOF must repay the grant in full.

In July 2017, HOF was awarded a grant from The Maryland Department of Housing and Community Development in the amount of \$1,400,000. The grant was recognized as revenue in full in years prior to June 30, 2022 and 2021. The grant is to be used for the rehabilitation of the commercial kitchen and dining hall located at 1023 E. Baltimore Street. The Organization must use this building as a shelter, transitional or other housing facility for the homeless, for a period of not less than fifteen years, expiring in 2032. If the properties are sold, transferred, or not used for the specified purpose prior to the year 2032, HOF must repay the grant in full.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

19. Commitments (continued)

Women's and Children's Center

The Organization entered into a guaranteed maximum price construction contract totaling \$41,312,147 (including change orders) with The Whiting-Turner Contracting Company to build a new women's and children's facility. The total price of the Women's and Children's Center is expected to be \$46,131,279. The projected sources of funding include incoming funds from the capital campaign, proceeds from the NMTC transaction, and grant funding from the Federal Home Loan Bank of New York. The facility became operational in December 2021. As of June 30, 2022, and 2021, \$44,561,039 and \$33,160,898, respectively, has been incurred, of which \$2,504,448 and \$4,028,683, respectively, remains payable and is included in construction payables in the accompanying Statements of Financial Position.

Letters of Credit

During the year ended June 30, 2020, the Organization obtained letters of credit with a bank totaling \$79,762 and \$146,652, with expiration dates of March 10, 2023 and November 1, 2022, respectively. The letters of credit are required by Baltimore City in connection with sewer work and storm water management related to the Women's and Children's Center. The letters of credit bear interest at LIBOR plus 2% per annum, require payment on demand and are collateralized by certain money market accounts of HUM. The letters of credit were not used at June 30, 2022 or 2021.

20. Concentrations

Support

During the year ended June 30, 2022, two donors contributed a combined \$3,000,000 to the "Inspiring Hope" capital campaign fund - women's and children's program. These contributions represent approximately 73% of the capital campaign pledges and contributions recognized for the year ended June 30, 2022. During the year ended June 30, 2021, two donors contributed a combined \$2,000,000 to the "Inspiring Hope" capital campaign fund - women's and children's program. This contribution represents approximately 61% of the capital campaign pledges and contributions recognized for the year ended June 30, 2021.

Concentration of Credit Risk

The Organization, at times throughout the year, may have funds on deposit with financial institutions in excess of federally insured amounts. The Organization has not experienced any losses on cash accounts and management believes they are not exposed to significant credit risk on cash. Total cash and cash equivalents that were not covered by Federal Deposit Insurance Corporation insurance at June 30, 2022 and 2021 was \$13,086,574 and \$21,725,275, respectively.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

21. Liquidity and Availability of Resources

The Organization's financial assets available within one year of the Consolidated Statements of Financial Position date for general expenditures are as follows at June 30:

	<u>2022</u>	<u>2021</u>
Financial assets available within one year:		
Cash and cash equivalents	\$ 1,496,151	\$ 1,817,925
Accounts receivable, net of allowance	153,721	135,709
Contributions receivable	708,079	73,250
Investments	10,613,795	9,433,482
Capital campaign pledges receivable	836,159	3,963,722
Operational pledges receivable	<u>1,779,940</u>	<u>237,466</u>
Total financial assets available within one year	15,587,845	15,661,554
Less: amounts unavailable for general expenditures within one year due to:		
Restricted by donors with purpose restrictions	3,176,786	4,079,060
Investments pledged as collateral	1,200,000	1,200,000
Less: Amounts unavailable to management without Board's approval:		
Board designated for capital needs	<u>400,000</u>	<u>400,000</u>
Total financial assets available to management for general expenditures within one year	<u>\$10,811,059</u>	<u>\$ 9,982,494</u>

Liquidity Management

The Organization maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities and other obligations come due. The Organization has Board Designated net assets without donor restrictions, that, while the Organization does not intend to spend these for purposes other than those identified, the amounts could be made available for current operations, if necessary. To help manage unanticipated liquidity needs, the Organization also has a committed line of credit of \$1,000,000 which it could draw upon as needed.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

22. Retirement Plan

HUM sponsors and contributes to an employee SIMPLE IRA plan. Contributions to this Plan totaled \$79,892 and \$67,971 for the years ended June 30, 2022 and 2021, respectively.

23. Supplemental Disclosure of Cash Flow Information

Cash paid for interest totaled \$258,203 and \$167,770 for the years ended June 30, 2022 and 2021, respectively. The cost of property and equipment acquired includes construction payables of \$2,505,955 and \$6,978,783 for the years ended June 30, 2022 and 2021, respectively.

24. Recently Issued Accounting Standards

In June 2020, the FASB issued ASU 2020-05, *Leases (Topic 842): Effective Dates for Certain Entities*. Under the new standards, lessees will need to recognize a right-of-use asset and a lease liability for virtually all of their leases (other than leases that meet the definition of a short-term lease). The liability will be equal to the present value of scheduled lease payments. For income statement purposes, the FASB continued the dual model, requiring leases to be classified as either operating or finance. Operating leases will result in straight-line expense (similar to current operating leases) while finance leases will result in a front-loaded expense pattern (similar to current capital leases). Classification will be based on criteria that are largely similar to those applied to current lease accounting. Extensive quantitative and qualitative disclosures will be required to provide greater insight into the extent of revenue and expense recognized and expected to be recognized from existing contracts. The Organization has elected to apply the deferrals provided by ASU 2020-05, and therefore expects to adopt Topic 842 during the year ended June 30, 2023. The Organization is currently evaluating the potential impact of adopting Topic 842 on its financial statements.

25. Uncertainty (COVID-19)

On March 11, 2020, the World Health Organization declared the outbreak of a coronavirus (COVID-19) a worldwide pandemic. As a result, events have occurred including mandates from federal, state and local authorities leading to an overall decline in economic activity which could result in adverse effects to the Organization's financial position, operation and cash flow. To date, the Organization has not suffered any significant adverse effects from COVID-19; however, the Organization is not able to reliably estimate the length or severity of the outbreak and the related future financial impact.

Helping Up Mission, Inc. and Affiliates

Notes to Consolidated Financial Statements

For the years ended June 30, 2022 and 2021

26. Subsequent Events

Subsequent events were evaluated for disclosure through October 6, 2022, the date the financial statements were available to be issued.

In July 2022, the Organization refinanced debt due in December 2022 totaling \$2,500,000. The refinanced loan calls for monthly principal and interest payments of \$18,689 through maturity in July 2027. The loan bears interest at a fixed rate of 4.10%. All unpaid principal and interest are due at maturity.

Future minimum principal payments for this refinanced loan are as follows:

Years Ending	
June 30,	Amount
2023	\$ 113,552
2024	128,832
2025	134,214
2026	139,822
2027	145,663
Thereafter	<u>1,837,917</u>
Total	<u>\$ 2,500,000</u>

There were no other subsequent events required to be disclosed.

Supplementary Information

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Financial Position

June 30, 2022

	<u>Helping Up Mission, Inc.</u>	<u>House of Freedom, Inc.</u>	<u>House of Freedom Support Corporation</u>	<u>Eliminating Entries</u>	<u>Total</u>
Assets					
Current Assets:					
Cash and cash equivalents	\$ 1,494,119	\$ 2,032	\$ -	\$ -	\$ 1,496,151
Accounts receivable, net of allowance	153,721	-	-	-	153,721
Contributions receivable	708,079	-	-	-	708,079
Investments	10,613,795	-	-	-	10,613,795
Capital campaign pledges receivable	836,159	-	-	-	836,159
Operational pledges receivable	1,779,940	-	-	-	1,779,940
Prepaid expenses	33,124	-	-	-	33,124
Total current assets	<u>15,618,937</u>	<u>2,032</u>	<u>-</u>	<u>-</u>	<u>15,620,969</u>
Property and Equipment:					
Buildings and improvements	577,271	17,131,429	40,207,961	(104,301)	57,812,360
Furniture and equipment	1,466,155	684,197	4,719,479	-	6,869,831
Vehicles	301,699	-	-	-	301,699
Total	<u>2,345,125</u>	<u>17,815,626</u>	<u>44,927,440</u>	<u>(104,301)</u>	<u>64,983,890</u>
Less accumulated depreciation	<u>706,936</u>	<u>5,253,258</u>	<u>102,203</u>	<u>20,904</u>	<u>6,083,301</u>
Land	1,638,189	12,562,368	44,825,237	(125,205)	58,900,589
Land	-	466,400	304,300	-	770,700
Construction in progress	647,263	-	-	-	647,263
Net property and equipment	<u>2,285,452</u>	<u>13,028,768</u>	<u>45,129,537</u>	<u>(125,205)</u>	<u>60,318,552</u>
Other Assets:					
Restricted cash for building construction / operating expenses	8,722,383	-	2,657,422	-	11,379,805
Fee reserves	-	-	402,599	-	402,599
Capital campaign pledges receivable - noncurrent	201,211	-	-	-	201,211
Operational pledges receivable - noncurrent	307,997	-	-	-	307,997
Deferred rent receivable	-	-	1,477,752	(1,477,752)	-
Other receivables and deposits	40,915	-	-	-	40,915
Note receivable	8,972,500	7,353,000	-	-	16,325,500
Total other assets	<u>18,245,006</u>	<u>7,353,000</u>	<u>4,537,773</u>	<u>(1,477,752)</u>	<u>28,658,027</u>
Total Assets	<u>\$ 36,149,395</u>	<u>\$ 20,383,800</u>	<u>\$ 49,667,310</u>	<u>\$ (1,602,957)</u>	<u>\$ 104,597,548</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Financial Position

June 30, 2022

	<u>Helping Up Mission, Inc.</u>	<u>House of Freedom, Inc.</u>	<u>House of Freedom Support Corporation</u>	<u>Eliminating Entries</u>	<u>Total</u>
Liabilities and Net Assets					
Current Liabilities:					
Current maturities of loans payable	\$ 2,500,000	\$ -	\$ -	\$ -	\$ 2,500,000
Current maturities of annuities payable	5,468	-	-	-	5,468
Accounts payable	125,587	-	37,649	-	163,236
Accrued expenses	288,255	-	-	-	288,255
Construction payables	-	-	2,505,955	-	2,505,955
Refundable advance	161,775	-	-	-	161,775
Donor advance	-	-	-	-	-
Current lease liabilities	55,462	-	-	-	55,462
Total current liabilities	<u>3,136,547</u>	<u>-</u>	<u>2,543,604</u>	<u>-</u>	<u>5,680,151</u>
Long-Term Liabilities:					
Loans payable, net of current maturities	3,428,376	-	18,870,000	-	22,298,376
Annuities payable, net of current maturities	17,776	-	-	-	17,776
Lease liabilities - affiliate	<u>1,477,752</u>	<u>-</u>	<u>-</u>	<u>(1,477,752)</u>	<u>-</u>
Total long-term liabilities	<u>4,923,904</u>	<u>-</u>	<u>18,870,000</u>	<u>(1,477,752)</u>	<u>22,316,152</u>
Total liabilities	<u>8,060,451</u>	<u>-</u>	<u>21,413,604</u>	<u>(1,477,752)</u>	<u>27,996,303</u>
Net Assets:					
Without donor restrictions (Note 13)	15,060,898	20,383,800	27,715,265	(125,205)	63,034,758
With donor restrictions (Note 14)	<u>13,028,046</u>	<u>-</u>	<u>538,441</u>	<u>-</u>	<u>13,566,487</u>
Total net assets	<u>28,088,944</u>	<u>20,383,800</u>	<u>28,253,706</u>	<u>(125,205)</u>	<u>76,601,245</u>
Total Liabilities and Net Assets	<u>\$ 36,149,395</u>	<u>\$ 20,383,800</u>	<u>\$ 49,667,310</u>	<u>\$ (1,602,957)</u>	<u>\$ 104,597,548</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Financial Position

June 30, 2021

	<u>Helping Up Mission, Inc.</u>	<u>House of Freedom, Inc.</u>	<u>House of Freedom Support Corporation</u>	<u>Eliminating Entries</u>	<u>Total</u>
Assets					
Current Assets:					
Cash and cash equivalents	\$ 1,816,020	\$ 1,905	\$ -	\$ -	\$ 1,817,925
Accounts receivable, net of allowance	135,709	-	-	-	135,709
Contributions receivable	73,250	-	-	-	73,250
Investments	9,433,482	-	-	-	9,433,482
Capital campaign pledges receivable	3,963,722	-	-	-	3,963,722
Operational pledges receivable	237,466	-	-	-	237,466
Prepaid expenses	<u>83,203</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>83,203</u>
Total current assets	<u>15,742,852</u>	<u>1,905</u>	<u>-</u>	<u>-</u>	<u>15,744,757</u>
Property and Equipment:					
Buildings and improvements	590,008	18,241,990	-	(104,301)	18,727,697
Furniture and equipment	592,585	880,753	-	-	1,473,338
Vehicles	<u>270,610</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>270,610</u>
Total	1,453,203	19,122,743	-	(104,301)	20,471,645
Less accumulated depreciation	<u>742,348</u>	<u>6,052,821</u>	<u>-</u>	<u>20,904</u>	<u>6,816,073</u>
	710,855	13,069,922	-	(125,205)	13,655,572
Land	-	466,400	304,300	-	770,700
Construction in progress	<u>83,332</u>	<u>-</u>	<u>36,203,711</u>	<u>-</u>	<u>36,287,043</u>
Net property and equipment	<u>794,187</u>	<u>13,536,322</u>	<u>36,508,011</u>	<u>(125,205)</u>	<u>50,713,315</u>
Other Assets:					
Restricted cash for building construction / operating expenses	8,769,503	-	10,859,624	-	19,629,127
Fee reserves	-	-	453,365	-	453,365
Capital campaign pledges receivable - noncurrent	856,588	-	-	-	856,588
Operational pledges receivable - noncurrent	190,409	-	-	-	190,409
Deferred rent receivable	-	-	938,934	(938,934)	-
Other receivables and deposits	2,800	-	2,100	-	4,900
Note receivable	<u>8,972,500</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>8,972,500</u>
Total other assets	<u>18,791,800</u>	<u>-</u>	<u>12,254,023</u>	<u>(938,934)</u>	<u>30,106,889</u>
Total Assets	<u>\$ 35,328,839</u>	<u>\$ 13,538,227</u>	<u>\$ 48,762,034</u>	<u>\$ (1,064,139)</u>	<u>\$ 96,564,961</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Financial Position

June 30, 2021

	<u>Helping Up Mission, Inc.</u>	<u>House of Freedom, Inc.</u>	<u>House of Freedom Support Corporation</u>	<u>Eliminating Entries</u>	<u>Total</u>
Liabilities and Net Assets					
Current Liabilities:					
Current maturities of annuities payable	\$ 5,254	\$ -	\$ -	\$ -	\$ 5,254
Accounts payable	89,083	-	-	-	89,083
Accrued expenses	241,463	-	-	-	241,463
Construction payables	-	-	6,978,783	-	6,978,783
Refundable advance	161,775	-	-	-	161,775
Donor advance	2,000,000	-	-	-	2,000,000
Current lease liabilities	39,984	-	-	-	39,984
Total current liabilities	<u>2,537,559</u>	<u>-</u>	<u>6,978,783</u>	<u>-</u>	<u>9,516,342</u>
Long-Term Liabilities:					
Loans payable, net of current maturities	2,494,833	-	12,500,000	-	14,994,833
Annuities payable, net of current maturities	23,242	-	-	-	23,242
Lease liabilities, net of current portion	938,934	-	-	(938,934)	-
Total long-term liabilities	<u>3,457,009</u>	<u>-</u>	<u>12,500,000</u>	<u>(938,934)</u>	<u>15,018,075</u>
Total liabilities	<u>5,994,568</u>	<u>-</u>	<u>19,478,783</u>	<u>(938,934)</u>	<u>24,534,417</u>
Net Assets:					
Without donor restrictions (Note 13)	4,865,564	13,538,227	(31,056)	(125,205)	18,247,530
With donor restrictions (Note 14)	24,468,707	-	29,314,307	-	53,783,014
Total net assets	<u>29,334,271</u>	<u>13,538,227</u>	<u>29,283,251</u>	<u>(125,205)</u>	<u>72,030,544</u>
Total Liabilities and Net Assets	<u>\$ 35,328,839</u>	<u>\$ 13,538,227</u>	<u>\$ 48,762,034</u>	<u>\$ (1,064,139)</u>	<u>\$ 96,564,961</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Activities

For the year ended June 30, 2022

	Helping Up Mission, Inc.	House of Freedom, Inc.	House of Freedom Support Corporation	Eliminating Entries	Total
Support and Revenue:					
Support:					
Contributions and gifts	\$ 8,808,236	\$ 8,382,603	\$ 5,124,000	\$ (13,506,603)	\$ 8,808,236
In-kind donations (Note 16)	6,047,651	-	-	-	6,047,651
Operational pledges	3,595,959	-	-	-	3,595,959
Total support	<u>18,451,846</u>	<u>8,382,603</u>	<u>5,124,000</u>	<u>(13,506,603)</u>	<u>18,451,846</u>
Revenue:					
Program fees	1,463,333	-	-	-	1,463,333
Overnight, day and support services	1,473,582	-	-	-	1,473,582
Rental income	108,844	-	684,818	(684,818)	108,844
Other income	10,593	-	-	-	10,593
Total revenue	<u>3,056,352</u>	<u>-</u>	<u>684,818</u>	<u>(684,818)</u>	<u>3,056,352</u>
 Total support and revenue	 <u>21,508,198</u>	 <u>8,382,603</u>	 <u>5,808,818</u>	 <u>(14,191,421)</u>	 <u>21,508,198</u>
Functional Expenses:					
Program services	14,880,011	1,305,675	921,527	(684,818)	16,422,395
Administrative and general	866,009	146	-	-	866,155
Fundraising	2,416,703	-	-	-	2,416,703
Total functional expenses	<u>18,162,723</u>	<u>1,305,821</u>	<u>921,527</u>	<u>(684,818)</u>	<u>19,705,253</u>
Increase (decrease) from operations	<u>3,345,475</u>	<u>7,076,782</u>	<u>4,887,291</u>	<u>(13,506,603)</u>	<u>1,802,945</u>
Other Changes:					
Capital campaign pledges and contributions, net	4,127,979	-	-	-	4,127,979
Contributions to related parties	(7,588,356)	-	(5,918,247)	13,506,603	-
Impairment loss on building	-	(280,415)	-	-	(280,415)
Investment income (loss)	(1,122,578)	49,206	1,411	-	(1,071,961)
Uncollectible pledges	(6,990)	-	-	-	(6,990)
Loss on disposal of fixed assets	(857)	-	-	-	(857)
Total other changes	<u>(4,590,802)</u>	<u>(231,209)</u>	<u>(5,916,836)</u>	<u>13,506,603</u>	<u>2,767,756</u>
Increase (decrease) in net assets	<u>(1,245,327)</u>	<u>6,845,573</u>	<u>(1,029,545)</u>	<u>-</u>	<u>4,570,701</u>
Net assets - beginning of year	<u>29,334,271</u>	<u>13,538,227</u>	<u>29,283,251</u>	<u>(125,205)</u>	<u>72,030,544</u>
Net assets - end of year	<u>\$ 28,088,944</u>	<u>\$ 20,383,800</u>	<u>\$ 28,253,706</u>	<u>\$ (125,205)</u>	<u>\$ 76,601,245</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Activities

For the year ended June 30, 2021

	Helping Up Mission, Inc.	House of Freedom, Inc.	House of Freedom Support Corporation	Eliminating Entries	Total
Support and Revenue:					
Support:					
Contributions and gifts	\$ 7,305,259	\$ 814,505	\$ 11,975,000	\$ (12,789,505)	\$ 7,305,259
In-kind donations (Note 16)	4,912,404	-	-	-	4,912,404
Operational pledges	225,190	-	-	-	225,190
Total support	<u>12,442,853</u>	<u>814,505</u>	<u>11,975,000</u>	<u>(12,789,505)</u>	<u>12,442,853</u>
Revenue:					
Program fees	1,348,343	-	-	-	1,348,343
Overnight, day and support services	1,342,779	-	-	-	1,342,779
Rental income	162,821	-	542,248	(542,248)	162,821
Other income	8,624	-	-	-	8,624
Total revenue	<u>2,862,567</u>	<u>-</u>	<u>542,248</u>	<u>(542,248)</u>	<u>2,862,567</u>
Total support and revenue	<u>15,305,420</u>	<u>814,505</u>	<u>12,517,248</u>	<u>(13,331,753)</u>	<u>15,305,420</u>
Functional Expenses:					
Program services	11,009,052	1,198,371	114,860	(542,248)	11,780,035
Administrative and general	841,723	48	-	-	841,771
Fundraising	1,956,804	-	-	-	1,956,804
Total functional expenses	<u>13,807,579</u>	<u>1,198,419</u>	<u>114,860</u>	<u>(542,248)</u>	<u>14,578,610</u>
Increase (decrease) from operations	<u>1,497,841</u>	<u>(383,914)</u>	<u>12,402,388</u>	<u>(12,789,505)</u>	<u>726,810</u>
Other Changes:					
Capital campaign pledges and contributions, net	3,275,942	-	-	-	3,275,942
Contributions to related parties	(12,789,505)	-	-	12,789,505	-
Investment income	1,488,166	-	20,871	-	1,509,037
Loss on disposal of fixed assets	(4,235)	-	-	-	(4,235)
Total other changes	<u>(8,029,632)</u>	<u>-</u>	<u>20,871</u>	<u>12,789,505</u>	<u>4,780,744</u>
Increase (decrease) in net assets	<u>(6,531,791)</u>	<u>(383,914)</u>	<u>12,423,259</u>	<u>-</u>	<u>5,507,554</u>
Net assets - beginning of year	<u>35,866,062</u>	<u>13,922,141</u>	<u>16,859,992</u>	<u>(125,205)</u>	<u>66,522,990</u>
Net assets - end of year	<u>\$ 29,334,271</u>	<u>\$ 13,538,227</u>	<u>\$ 29,283,251</u>	<u>\$ (125,205)</u>	<u>\$ 72,030,544</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Expenses

For the year ended June 30, 2022

	Helping Up Mission, Inc.	House of Freedom, Inc.	House of Freedom Support Corporation	Eliminating Entries	Total
Annuity interest	\$ 1,097	\$ -	\$ -	\$ -	\$ 1,097
Bank fees	44,310	146	4,400	-	48,856
Banquet	-	-	-	-	-
Camps	34,430	-	-	-	34,430
Conference, seminars and meetings	27,759	-	-	-	27,759
Cultivation and acquisition	1,425,492	-	-	-	1,425,492
Depreciation	195,280	663,571	102,203	-	961,054
Equipment lease and maintenance	213,087	-	-	-	213,087
Kitchen	830,999	-	-	-	830,999
Housekeeping	135,682	-	-	-	135,682
Insurance	156,534	-	-	-	156,534
Interest	81,629	-	179	-	81,808
Memberships and subscriptions	37,508	-	-	-	37,508
Newsletter expenses	167,397	-	-	-	167,397
Printing, postage and shipping	35,925	-	-	-	35,925
Professional and contractual services	782,808	-	814,745	-	1,597,553
Public awareness	528,559	-	-	-	528,559
Occupancy cost	895,441	-	-	(684,818)	210,623
Repairs and maintenance - building	82,078	167,793	-	-	249,871
Residents' assistance	323,413	-	-	-	323,413
Salaries and related expenses	5,630,655	-	-	-	5,630,655
Special events	54,686	-	-	-	54,686
Supplies	59,340	-	-	-	59,340
Telephone and communication	72,373	2,945	-	-	75,318
Travel and entertainment	17,419	-	-	-	17,419
Utilities	222,235	471,366	-	-	693,601
Vehicles	62,936	-	-	-	62,936
Subtotal	<u>12,119,072</u>	<u>1,305,821</u>	<u>921,527</u>	<u>(684,818)</u>	<u>13,661,602</u>
Non-cash distributions:					
Donated merchandise distribution	3,392,089	-	-	-	3,392,089
Donated professional services distribution	1,953,893	-	-	-	1,953,893
Donated food distribution	697,669	-	-	-	697,669
Subtotal - Non-cash distributions	<u>6,043,651</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>6,043,651</u>
Total expenses	<u>\$ 18,162,723</u>	<u>\$ 1,305,821</u>	<u>\$ 921,527</u>	<u>\$ (684,818)</u>	<u>\$ 19,705,253</u>

Helping Up Mission, Inc. and Affiliates

Consolidating Statement of Expenses

For the year ended June 30, 2021

	Helping Up Mission, Inc.	House of Freedom, Inc.	House of Freedom Support Corporation	Eliminating Entries	Total
Annuity interest	\$ 1,303	\$ -	\$ -	\$ -	\$ 1,303
Bank fees	51,804	48	8,564	-	60,416
Banquet	54,181	-	-	-	54,181
Camps	1,580	-	-	-	1,580
Conference, seminars and meetings	31,615	-	-	-	31,615
Cultivation and acquisition	1,186,638	-	-	-	1,186,638
Depreciation	130,496	646,630	-	-	777,126
Equipment lease and maintenance	121,727	-	-	-	121,727
Kitchen	671,191	-	-	-	671,191
Housekeeping	81,944	-	-	-	81,944
Insurance	134,184	-	-	-	134,184
Interest	44,910	-	-	-	44,910
Memberships and subscriptions	35,522	-	-	-	35,522
Newsletter expenses	129,975	-	-	-	129,975
Printing, postage and shipping	28,693	-	-	-	28,693
Professional and contractual services	195,363	-	106,241	-	301,604
Public awareness	36,595	-	-	-	36,595
Occupancy cost	743,608	-	-	(542,248)	201,360
Repairs and maintenance - building	46,306	174,329	-	-	220,635
Residents' assistance	228,005	-	-	-	228,005
Salaries and related expenses	4,711,663	-	-	-	4,711,663
Special events	2,689	-	-	-	2,689
Supplies	39,647	1,921	55	-	41,623
Telephone and communication	67,102	-	-	-	67,102
Travel and entertainment	7,779	-	-	-	7,779
Utilities	68,375	375,491	-	-	443,866
Vehicles	42,280	-	-	-	42,280
Subtotal	<u>8,895,175</u>	<u>1,198,419</u>	<u>114,860</u>	<u>(542,248)</u>	<u>9,666,206</u>
Non-cash distributions:					
Donated merchandise distribution	2,772,796	-	-	-	2,772,796
Donated professional services distribution	1,503,889	-	-	-	1,503,889
Donated food distribution	635,719	-	-	-	635,719
Subtotal - Non-cash distributions	<u>4,912,404</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>4,912,404</u>
Total expenses	<u>\$ 13,807,579</u>	<u>\$ 1,198,419</u>	<u>\$ 114,860</u>	<u>\$ (542,248)</u>	<u>\$ 14,578,610</u>