FINANCIAL STATEMENTS

DECEMBER 31, 2020 AND 2019



FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

TABLE OF CONTENTS

	1
	2
	3
	4
	5
	6 - 12

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Mercy Chefs, Inc. Portsmouth, Virginia

We have audited the accompanying financial statements of Mercy Chefs, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mercy Chefs, Inc. as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Barnes, Brock, Cornwell & Painter PLC

Chesapeake, Virginia June 10, 2021

STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2020 AND 2019

	ASSETS				
			2020		2019
CURRENT ASSETS: Cash and cash equivalents Investments Accounts receivable Prepaid expenses Total current assets		\$	955,219 6,012 5,851 49,946 1,017,028	\$	387,151 6,562 1,655 37,575 432,943
Total current assets					
PROPERTY AND EQUIPMENT: Building and improvements Vehicles Furniture and equipment Software Land Total Less accumulated depreciation		\$	594,920 848,217 168,618 87,088 183,596 1,882,439 555,911	\$	594,920 558,559 162,188 87,088 181,996 1,584,751 394,029
Net property and equipment		\$	1,326,528	\$	1,190,722
Total assets		\$	2,343,556	\$	1,623,665
	LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES: Current portion of long-term liabilities Accounts payable Accrued expenses Payroll liabilities Total current liabilities		\$	20,145 140,465 70,362 36,208 267,180	\$	19,177 16,936 133,711 41,616 211,440
LONG-TERM LIABILITIES: Notes payable Less current portion above Long-term liabilities - net		\$	322,862 20,145 302,717	\$	343,623 19,177 324,446
Total liabilities		\$	569,897	_\$_	535,886
NET ASSETS: Without donor restrictions With donor restrictions		\$	1,753,659 20,000	\$	1,087,779
Total net assets		_\$_	1,773,659	<u>\$</u>	1,087,779
Total liabilities and net assets		\$	2,343,556	\$	1,623,665

STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED DECEMBER 31, 2020 AND 2019

	Without Donor Restrictions	With Donor Restrictions	2020 Total	Comparative 2019 Total
OPERATING REVENUE AND SUPPORT: Contributions Grants Donated services Fundraising Net assets released from restrictions	\$ 5,426,497 - 22,981 - 952,034	\$ 770,681 201,353 - - (952,034)	\$ 6,197,178 201,353 22,981 - -	\$ 2,966,342 115,000 15,027 1,890
Total operating revenue and support	\$ 6,401,512	\$ 20,000	\$ 6,421,512	\$ 3,098,259
OPERATING EXPENSES: Program services Management and general Fundraising	\$ 5,091,996 264,772 378,922	\$ - - -	\$ 5,091,996 264,772 378,922	\$ 2,896,410 191,375 311,069
Total operating expenses	\$ 5,735,690	\$ -	\$ 5,735,690	\$ 3,398,854
CHANGE IN NET ASSETS FROM OPERATING ACTIVITIES	\$ 665,822	\$ 20,000	\$ 685,822	\$ (300,595)
NON-OPERATING ACTIVITIES: Unrealized gain (loss) on investments, net Realized gain on investments Investment expenses Investment income	\$ (589) 547 (80) 180	\$ - - - -	\$ (589) 547 (80) 180	\$ (357) 4,866 (80) 226
CHANGES IN NET ASSETS FROM NON-OPERATING ACTIVITES	\$ 58	\$ -	\$ 58	\$ 4,655
CHANGES IN NET ASSETS	\$ 665,880	\$ 20,000	\$ 685,880	\$ (295,940)
NET ASSETS, BEGINNING OF YEAR	1,087,779		1,087,779	1,383,719
NET ASSETS, END OF YEAR	\$ 1,753,659	\$ 20,000	\$ 1,773,659	\$ 1,087,779

STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED DECEMBER 31, 2020 AND 2019

				SUPPC	RT	ING ACTI	VITI	ES		Con	nparative
		Program	Ma	nagement		Fund		pporting	2020		2019
		Services		d General		Raising		Subtotal	Total		Total
-											
Salaries and wages	\$	1,255,123	\$	139,385	\$	63,069	\$	202,454	\$ 1,457,577	\$	952,340
Donated services: in-kind	•	22,981		· <u>-</u>		-		-	22,981		15,027
Payroll taxes		93,085		10,796		4,885_		15,681_	108,766		69,923
Total salaries and related											
expenses	\$	1,371,189	\$	150,181	\$	67,954	\$	218,135	\$ 1,589,324	\$	1,037,290
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Advertising		239,213		-		-		-	239,213		161,325
Bank charges		54,852		7,590		-		7,590	62,442		36,043
Computer expenses		6,414		371		-		371	6,785		2,028
Contract services		16,734		-		-		-	16,734		23,647
Contributions and gifts		49,578		-		-		-	49,578		23,000
Deployment expenses		1,602,915		-		-		-	1,602,915		797,110
Depreciation		117,887		14,966		29,029		43,995	161,882		117,612
Dues and subscriptions		57,847		3,044		-		3,044	60,891		26,768
Expense reimbursements		36,295		6,405		-		6,405	42,700		17,023
Equipment rent and storage		55,441		19,199		-		19,199	74,640		25,717
Food supplies and expenses		893,860		_				_	893,860		324,231
Fundraising expense		-		-		278,049		278,049	278,049		232,693
Insurance		50,033		8,526		-		8,526	58,559		40,876
Interest expense		-		14,146		_		14,146	14,146		15,512
Meals and entertainment		36,914		4,102		_		4,102	41,016		49,790
Office expense		26,174		6,544		_		6,544	32,718		24,185
Other employee benefits		70,017		7,779		-		7,779	77,796		-
Postage and printing		20,762		1,027		3,890		4,917	25,679		24,270
Professional fees		28,778		3,198		-		3,198	31,976		29,557
Repairs and maintenance		38,312		15,192				15,192	53,504		63,543
Taxes and licenses		15,873		835		_		835	16,708		8,879
		302		13		_		13	315		3,570
Telephone		262,902		_		_		_	262,902		295,039
Travel		39,704		1,654		_		1,654	41,358		19,146
Utilities		39,704		1,004	_		_	1,001	,		
Operating expenses	\$	3,720,807	\$	114,591	_\$	310,968	\$	425,559	\$ 4,146,366	\$	2,361,564
Total expenses	\$	5,091,996	\$	264,772	<u>\$</u>	378,922	\$	643,694	\$ 5,735,690	\$	3,398,854

4

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

		2020		2019
CASH FLOWS FROM OPERATING ACTIVITIES:	¢	605 000	\$	(205.040)
Changes in net assets	\$	685,880	Ф	(295,940)
Adjustments to reconcile changes in net assets to				
net cash provided by operating activities:		161,882		117,612
Depreciation		42		(4,509)
Realized and unrealized (gain) loss on investments, net of fees		72		(1,000)
(Increase) decrease in assets:		(4,196)		2,245
Accounts receivable Prepaid expenses		(12,371)		(6,900)
Increase (decrease) in liabilities:		(12,011)		(, ,
Accounts payable		123,529		-
Accrued expenses		(63,349)		117,766
Payroll liabilities		(5,408)		26,580_
1 dyron habilities		· · · · · · · · · · · · · · · · · · ·		
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	_\$_	886,009	\$	(43,146)
CASH FLOWS FROM INVESTING ACTIVITIES:				
	\$	(297,687)	\$	(167,198)
Purchase of equipment Purchase of investments	*	(10,870)	•	(5,954)
Sales of investments		11,377		20,000
Sales of investments		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
NET CASH USED BY INVESTING ACTIVITIES	\$	(297,180)	_\$_	(153,152)
CASH FLOWS FROM FINANCING ACTIVITIES:				
Proceeds (repayments) on notes payable-net	\$	(20,761)	\$	55,374
Proceeds (repayments) on notes payable net	T.	(==,:=-,/	<u> </u>	
NET CHANGES IN CASH AND CASH EQUIVALENTS	\$	568,068	\$	(140,924)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR		387,151		528,075
	•	055.040	Φ.	207.454
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$</u>	955,219	\$	387,151
SUPPLEMENTAL DISCLOSURES OF NONCASH INFORMA	TIOI	N		
Fair value of donated services	\$	22,981	\$	15,027

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 1 - ORGANIZATION:

Mercy Chefs, Inc. (the "Organization") is a tax exempt not-for-profit corporation organized in 2006. The purpose of the Organization is to provide professionally prepared, restaurant-quality meals to victims, volunteers and first-responders in natural disasters and national emergencies and to partner with likeminded organizations to further their mission by providing food service in underserved communities across the country.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

(a) Basis of accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The accrual basis of accounting recognizes income when earned and expenses when incurred.

(b) Basis of presentation

The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide"). (ASC) 958-205 was effective January 1, 2018.

Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

- Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.
- Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors.
 Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

(c) Cash and cash equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

(d) Accounts receivable and allowance for doubtful accounts

Accounts receivable is stated at amounts less an allowance for doubtful accounts. Receivables outstanding for more than 30 days are considered past due. The Organization uses the allowance method to determine uncollectible pledges receivable. There was no allowance for doubtful accounts for the years ended December 31, 2020 and 2019.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued):

(e) Measure of operations

The statements of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing activities. Non-operating activities are limited to resources that generate return from investments, financing costs, and other activities considered to be of a more unusual or nonrecurring nature.

(f) Investments

The Company records investments at fair market value based on quoted prices in active markets (all Level 1 and Level 2 measurements) and are classified by management as available-for-sale. Accordingly, realized gains and losses, if any, are determined on the basis of the actual cost of the securities sold. Unrealized gains and losses are presented as a single amount in the statement of income.

(g) Property and equipment

Property and equipment are recorded at cost, and donated items are stated at fair market value at the date of gift. Expenditures for maintenance and repairs are expensed as incurred while renewals and betterments are capitalized. The gain or loss on items traded is applied to the asset account, and that on items otherwise disposed of is reflected in the statements of activities.

Depreciation has been provided for using the straight-line method over the estimated useful lives of the assets. The estimated useful lives of the assets are as follows:

Building and improvements	39 - 40 years
Furniture and equipment	5 - 10 years
Software	3 years
Vehicles	5 - 10 years

Depreciation expense for the years ended December 31, 2020 and 2019 amounted to \$161,882 and \$117,612 respectively.

(h) Concentration of credit risk

The Organization places its cash and cash equivalents on deposit with financial institutions in the United States. Accounts at each financial institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000, for each deposit insurance ownership category. For the years ended December 31, 2020 and 2019, the Organization had demand deposits on hand in financial institutions that exceeded depositor's insurance provided by the applicable guaranty agency by \$684,412 and \$104,132, respectively.

Other cash and cash equivalents were held in an account with a brokerage firm to reduce the Organization's credit risk. While not an agency of the United States government like FDIC, the Securities Investor Protection Corporation (SIPC) insures accounts (not with underlying investments) up to a maximum amount of \$500,000. At December 31, 2020 and 2019, the Organization did not have cash and cash equivalents with the brokerage firm that exceeded insurance provided by the SIPC.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued):

(i) Income taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code, and as a public charity under 509(a) of the code and qualifies for deductible contributions in Section 170(b)(A)(vi).

The Organization adopted the recognition requirements for uncertain income tax positions as required by generally accepted accounting principles, with no cumulative effect adjustment required. Income tax benefits are recognized for income tax positions taken or expected to be taken in a return, only when it is determined that the income tax position will more-likely-than-not be sustained upon examination by taxing authorities. The Organization has analyzed the tax positions taken in its filings with the Internal Revenue Service. The Organization believes that its income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on the Organization's financial condition, results of operations or cash flows. Accordingly, the Organization has not recorded any reserves, or related accruals for interest and penalties for uncertain income tax positions at December 31, 2020 and 2019.

The Organization's Form 990, Return of Organization Exempt from Income Tax, for the years ending 2020, 2019, 2018, and 2017 are subject to examination by the IRS, generally for three years after they were filed.

(j) Functional allocation of expenses

The cost of providing the Organization's various programs and supporting services have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

Expense:

Method of Allocation:

Depreciation

Reasonable basis consistently applied

Other employee benefits

Time and effort

Other supplies

Reasonable basis consistently applied

Payroll taxes

Time and effort

Professional fees

Reasonable basis consistently applied

Salaries and wages

Time and effort

(k) Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued):

(I) Advertising costs

The Organization expenses the cost of advertising when incurred. For the years ended December 31, 2020 and 2019, advertising costs were \$239,213 and \$161,325, respectively.

NOTE 3 - ACCOUNTS RECEIVABLES:

Accounts receivables at December 31, 2020 and 2019 consisted of the following:

		2019		
Receivables in less than one year	\$	5,851	\$	1,655
Less: allowance for uncollectible	\$	5,851	\$	1,655

NOTE 4 - FAIR VALUE MEASUREMENT:

FASB Statement No. 157, Fair Value Measurements, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2: Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 4 - FAIR VALUE MEASUREMENT (Continued):

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2020.

Common Stocks: Valued at closing price reported on the active market on which the individual securities are traded.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31, 2020 and 2019.

Assets at Fair Value as of December 31, 2020:

	L	evel 1	L	evel 2	Le	vel 3	To	otal
Cash equivalents	\$	1,442	\$	-	\$	-	\$	1,442 4,570
Common Stocks		-		4,570				
Total	\$	1,442	\$	4,570	\$		\$	6,012

Assets at Fair Value as of December 31, 2019:

	L	Level 1		Level 2		Level 3		Total	
Cash equivalents	\$	1,403	\$	-	\$	-	\$	1,403	
Common Stocks	·			5,159		-		5,159	
Total	\$	1,403	\$	5,159	\$		\$	6,562	

NOTE 5 - DONATED GOODS AND SERVICES:

The Organization records the value of donated goods and services when there is an objective basis available to measure their value. The Organization recognizes the estimated fair value of contributed services that meet the following criteria:

- The services rendered either create or enhance nonfinancial assets.
- The services received required specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by contribution.

Chefs have volunteered over 783 and 512 hours of service for the during the years ended December 31, 2020 and 2019, respectively. The value of these services are estimated to be \$22,981 and \$15,027 for the years ended December 31, 2020 and 2019, respectively.

NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 6 - NET ASSETS

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of other events specified by donors during December 31, 2020 and 2019 consisted of the following:

		2020		
Expenses from donor restricted funds:	ø	052 024	¢	300 122
Food supplies and expenses	<u> </u>	952,034	Ψ_	399,122

NOTE 7 - LIQUIDITY:

The table below presents financial assets available for general expenditures within one year at December 31, 2020:

Financial assets at year end:	
Cash and cash equivalents	\$ 955,219
Investments	6,012
Accounts receivable	 5,851
Total financial assets	\$ 967,082
Less amounts not available to be used for general expenditures in one year, due to:	
Donor restrictions	20,000
Financial assets available to meet general expenditures within one year	\$ 947,082

The Organization's goal is generally to maintain financial assets to meet six months of operating expenses with no additional funding from outside sources. The grants receivable are subject to collectability, but are expected to be collected within one year.

The Organization receives significant contributions and promises to give restricted by donors, and considers contributions restricted for programs which are ongoing, major, and central to its annual operations to be available to meet cash needs for general expenditures. The Organization manages its liquidity and reserves following three guiding principles: operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

NOTE 8 - NOTE PAYABLE:

	2020	2019
Note payable to Townebank in the modified amount of \$358,365, payable in 179 remaining payments of \$2,909, including principal and interest at 4.64% per annum, effective January 16, 2019 with a maturity date of February 28, 2033. The loan is secured by real estate located at 711 Washington and 528 Columbia Streets in Portsmouth, VA.	\$ 322,862	\$ 343,623
Less - current portion	 20,145	19,177
Net long-term debt	\$ 302,717	\$ 324,446

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NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2020 AND 2019

NOTE 8 - NOTE PAYABLE (Continued):

Current maturities of long-term debt are as follows:

For the year ended		
December 31,		
2021	\$	20,145
2022		21,113
2023		22,128
2024		23,157
2025		24,305
Thereafter		212,014
	\$	322,862

NOTE 9 - SUBSEQUENT EVENTS:

In December 2019, an outbreak of a novel strain of coronavirus ("COVID-19") originated in Wuhan, China and has since spread to other countries, including the United States. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. In addition, multiple jurisdictions in the United States have declared a state of emergency. It is anticipated that these impacts will continue for some time, although the future effects of these issues are unknown.

Subsequent events were evaluated through June 10, 2021, which is the date the financial statements were available to be issued. No events have occurred subsequent to the balance sheet date and through June 10, 2021 that would require adjustment to, or disclosure in, the financial statements.