

**BLESSINGS OF HOPE**  
**REVIEWED FINANCIAL STATEMENTS**  
**For the Year Ended December 31, 2018**



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## INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Officers and Directors  
Blessings of Hope  
Ephrata, Pennsylvania

We have reviewed the accompanying financial statements of Blessings of Hope (a nonprofit organization), which comprise the statement of assets, liabilities, and net assets – modified cash basis as of December 31, 2018, and the related statement of revenues, expenses, and other changes in net assets – modified cash basis for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of organizational management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding financial statements as a whole. Accordingly, we do not express such an opinion.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for 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.

### Accountant's Responsibility

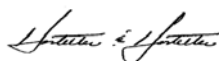
Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with the modified cash basis of accounting. We believe that the results of our procedures provide a reasonable basis for our conclusion.

### Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with the modified cash basis of accounting. The supplementary information included on page 7 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has not been subjected to the inquiry and analytical procedures applied in the review of the basic financial statements but has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information, and accordingly, we do not express an opinion or provide any assurance on such supplementary information.

### Basis of Accounting

We draw attention to Note 1 of the financial statements, which describes the basis of accounting. The financial statements are prepared in accordance with the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our conclusion is not modified with respect to this matter.



Hostetter and Hostetter  
Certified Public Accountants

May 20, 2019

**BLESSINGS OF HOPE**  
Statement of Assets, Liabilities, and Net Assets - Modified Cash Basis  
As of December 31, 2018

**ASSETS**

**CURRENT ASSETS**

Cash	\$ 2,114
Inventory	685,483
Accounts Receivable	<u>8,154</u>

**TOTAL CURRENT ASSETS** 695,751

**PROPERTY AND EQUIPMENT**

Equipment	202,508
Less: Accumulated Depreciation	<u>(60,479)</u>

**PROPERTY AND EQUIPMENT, NET** 142,029

**TOTAL ASSETS** \$ 837,780

**LIABILITIES AND NET ASSETS**

**LIABILITIES**

Accounts Payable	\$ 45,194
Deposits	1,424
Note Payable - Individual	25,000
Current Portion of Long-Term Debt	<u>34,993</u>

**TOTAL CURRENT LIABILITIES** 106,611

**LONG-TERM LIABILITIES**

Notes Payable - Equipment	87,183
Less: Current Portion	<u>(34,993)</u>

**TOTAL LONG-TERM LIABILITIES** 52,190

**NET ASSETS**

Net Assets Without Donor Restrictions	<u>678,979</u>
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**TOTAL LIABILITIES AND NET ASSETS** \$ 837,780

**BLESSINGS OF HOPE**  
Statement of Revenues, Expenses, and Other Changes in Net Assets-  
Modified Cash Basis  
For the Year Ended December 31, 2018

**REVENUE**

Contributions	\$ 271,549
Donated Food	9,663,696
Service Fees	299,149
Membership Income	3,500
Fundraising Activities (net of \$52,876 direct expenses)	<u>29,652</u>

**TOTAL REVENUE** 10,267,546

**EXPENSES**

Program Services	10,221,464
Management and General	109,471
Fundraising Expenses	<u>49,012</u>

**TOTAL EXPENSES** 10,379,946

**CHANGE IN NET ASSETS** (112,400)

**NET ASSETS - JANUARY 1, 2018** 791,379

**NET ASSETS - DECEMBER 31, 2018** \$ 678,979

**BLESSINGS OF HOPE**  
Notes to Financial Statements  
For the Year Ended December 31, 2018

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Blessings of Hope (the Organization) is located in Lancaster County, Pennsylvania. The Organization is a food distribution warehouse that was set up to allow large food distributors to efficiently donate to the community. The food is received, stored and redistributed to smaller food ministries, outreaches and families in need in the community. Blessings of Hope is a ministry of Light of Hope Ministries. These financial statements include only the activity of Blessings of Hope.

Basis of Accounting

The accompanying financial statements have been prepared on the modified cash basis of accounting. That basis differs from accounting principles generally accepted in the United States of America primarily because certain revenues and the related assets are recognized when received rather than when earned and certain expenses are recognized when paid rather than when the obligations are incurred. Consequently, the Organization has not recognized pledges receivable from donors, unbilled accruals or unbilled accounts payable to vendors, and their related effects on the change in net assets in the accompanying financial statements. The Organization has recognized accounts receivable from customers and accounts payable for invoices received.

Inventory

Inventory consists of food received from various large food distributors. Inventory is valued at \$1.67 per pound for public donations.

Cash and Cash Equivalents

The Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

Property and Equipment

Property and equipment are recorded at cost. Depreciation is computed using straight-line methods based on the estimated useful lives of the assets and totaled \$19,288 for the year ended December 31, 2018.

Advertising

The Organization uses advertising to promote its programs and fundraising efforts. Total advertising expense for the year ended December 31, 2018 was \$22,779.

Contributions

The Organization records contributions and grants when they are received. All contributions are considered to be net assets without donor restrictions unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as increases in net assets with donor restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as net assets without donor restrictions. As of December 31, 2018, the Organization had no net assets with donor restrictions.

**BLESSINGS OF HOPE**  
Notes to Financial Statements  
For the Year Ended December 31, 2018

NOTE 1 – CONTINUED

Contributed Goods and Services

Blessings of Hope reports the fair value of gifts of donated food and grocery products over which it has control (i.e. variance power) as unrestricted public support, and shortly thereafter, as expense when granted to smaller food ministries, outreaches and families in the community. During the year ended December 31, 2018, Blessings of Hope distributed approximately 5.8 million pounds of food. The Organization is using the approximate average wholesale value of one pound of donated product at the national level, which was determined to be \$1.67 based upon research of similar organizations.

Many individuals volunteer their time and perform a variety of tasks that assist the Organization that have not been recorded in the statement of revenues, expenses, and other changes in net assets.

Functional Allocation of Expenses

The cost of providing the program and supporting services have been allocated between program and supporting services on a direct charge basis. Costs which may serve both program and supporting services are allocated based on management's estimates.

Income Taxes

No provision has been made for income taxes in the financial statements. The Organization is exempt from Federal and State income taxes under Internal Revenue Code Section 501 (c) (3). This code section enables the Organization to accept donations which qualify as charitable contributions to the donor. The Organization is not a private foundation as defined in Section 509 of the Internal Revenue Code. The Organization was formed from a church council, accordingly it is recognized as a church by the Internal Revenue Service and is not required to file form 990.

NOTE 2 – USE OF ESTIMATES

The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results may differ from those estimates.

NOTE 3 – LONG-TERM DEBT

Long-Term debt consists of the following at December 31, 2018:

Installment notes payable secured by equipment, Due in monthly installments of \$4,027, no interest.	\$ 87,183
Less: Current Portion	<u>(34,993)</u>
Long-Term Debt	<u>\$ 52,190</u>

Maturities of long-term debt are as follows:

Year Ended December 31, 2019	\$ 34,993
Year Ended December 31, 2020	21,660
Year Ended December 31, 2021	17,880
Year Ended December 31, 2022	<u>12,650</u>
Total	<u>\$ 87,183</u>

**BLESSINGS OF HOPE**  
Notes to Financial Statements  
For the Year Ended December 31, 2018

**NOTE 4 – LEASE AGREEMENT**

On April 1, 2016, the Organization entered into a three year lease for its warehouse space. The monthly rent was \$7,327 through March 2017, and then it increased to \$7,545 per month through March 2018 and \$7,777 through March 2019 at which time it becomes month to month. Total rent expense, under this lease, for 2018 was \$93,128 and is included in occupancy expense on the statement of functional expenses.

The future scheduled rents under the current lease are as follows:

Year Ended December 31, 2019    \$23,331

**NOTE 5 – RELATED PARTY TRANSACTIONS**

Light of Hope Ministries, the founding body of Blessings of Hope, pays service fees to Blessings of Hope in the amount of \$395 per month for its Pennsylvania and West Virginia ministries for a total of \$790 per month. The annual total for the year ended December 31, 2018 was \$9,480 and is included in service fee income on the statement of revenues, expenses, and other changes in net assets.

**NOTE 6 – SUBSEQUENT EVENTS**

Management has evaluated subsequent events through May 20, 2019 the date on which the financial statements were available to be issued.



**BLESSINGS OF HOPE**  
Statement of Functional Expenses - Modified Cash Basis  
For the Year Ended December 31, 2018

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total Expenses</u>
<b>Expenses</b>				
Occupancy	\$ 86,212	\$ 17,684	\$ 6,632	\$ 110,528
Payroll	108,231	5,696	-	113,927
Payroll Taxes	9,630	535	-	10,165
Outside Services	57,894	46,315	11,579	115,788
Donated Food Distributed	9,719,276	-	-	9,719,276
Donations	61,052	-	-	61,052
Equipment Rent	11,458	-	-	11,458
Professional Fees	-	25,638	-	25,638
Repairs and Maintenance	7,777	-	-	7,777
Advertising and Promotion	-	-	22,779	22,779
Utilities	29,809	6,115	2,293	38,217
Depreciation Expense	19,288	-	-	19,288
Insurance Expense	15,354	3,149	1,181	19,684
Vehicle Expenses	63,328	-	-	63,328
Supplies	26,656	-	-	26,656
Bank/Merchant Fees	5,499	275	4,548	10,322
Miscellaneous	-	4,063	-	4,063
<b>Total Functional Expenses</b>	<u><u>\$ 10,221,464</u></u>	<u><u>\$ 109,471</u></u>	<u><u>\$ 49,012</u></u>	<u><u>\$ 10,379,946</u></u>