OPERATION FINALLY HOME, INC.

Audited Financial Statements

December 31, 2019

AKIN, DOHERTY, KLEIN & FEUGE, P.C. *Certified Public Accountants*

OPERATION FINALLY HOME, INC. Table of Contents December 31, 2019

Audited Financial Statements

Independent Auditor's Report	1
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	6
Statements of Cash Flows	8
Notes to Audited Financial Statements	9

Page



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Operation FINALLY HOME, Inc. San Antonio, Texas

Report on the Financial Statements

We have audited the accompanying financial statements of Operation FINALLY HOME, Inc., which comprise the statements of financial position as of December 31, 2019 and 2018, 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 U. S. generally accepted accounting principles; 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 U. S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the 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.

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672 Ridge Hill Drive, Suite B New Braunfels, Texas 78130 Phone: 830 387-4441 Fax: 830 625-3456 **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Operation FINALLY HOME, Inc. as of December 31, 2019 and 2018, and the results of its activities, functional expenses and cash flows for the years then ended in accordance with U. S. generally accepted accounting principles.

Akin, Doherty, Klein & Feuge, P.C.

Akin, Doherty, Klein & Feuge, P.C. San Antonio, Texas April 24, 2020

OPERATION FINALLY HOME, INC. Statements of Financial Position December 31, 2019 and 2018

	2019	2018
ASSETS		
Cash and cash equivalents	\$ 887,157	\$ 1,578,500
Investments, at fair value	2,143,428	1,801,984
Accounts receivable	142,160	49,211
Construction and acquisition costs for veterans' homes	503,645	790,174
Other assets	1,800	10,362
Property and equipment, net	174,450	114,133
Total Assets	\$ 3,852,640	\$ 4,344,364
LIABILITIES AND NET ASSETS		
Liabilities:		
Accounts payable	\$ 54,664	\$ 131,225
Accrued expenses	100,033	14,731
Construction commitment to transfer homes to veterans	503,645	790,174
Notes payable	65,484	8,912
Total liabilities	723,826	945,042
Net Assets:		
Without donor restrictions:		
Undesignated	996,309	431,553
Board designated for:		
Future home build projects	599,732	753,816
Future home remodel projects	95,615	90,381
Future operations	1,437,158	2,123,572
Total board designated	2,132,505	2,967,769
Total without donor restrictions With donor restrictions	3,128,814	3,399,322
Total net assets	3,128,814	3,399,322
I otal liet assets		
Total Liabilities and Net Assets	\$ 3,852,640	\$ 4,344,364

OPERATION FINALLY HOME, INC. Statement of Activities Year Ended December 31, 2019

	Without Donor Restriction	With Donor Restriction	Total
Support and Revenues			
Contributions	\$ 4,525,739	\$ -	\$ 4,525,739
Contributed materials and services	1,162,465	-	1,162,465
Fundraising	388,960	-	388,960
Grants	356,901	-	356,901
Grants, noncash	57,894	-	57,894
	6,491,959	-	6,491,959
Other Revenues:			
Investment earnings, net	239,281	-	239,281
Gain on sale of asset	18,321	-	18,321
Miscellaneous income	19,247	-	19,247
Total support and revenues	6,768,808	-	6,768,808
Expenses			
Program services	4,338,801	-	4,338,801
General and administrative	570,434	-	570,434
Fundraising	2,130,081		2,130,081
Total expenses	7,039,316		7,039,316
Change in Net Assets	(270,508)	-	(270,508)
Net assets at beginning of year	3,399,322		3,399,322
Net Assets at Year End	\$ 3,128,814	<u>\$ </u>	\$3,128,814

OPERATION FINALLY HOME, INC. Statement of Activities Year Ended December 31, 2018

	Without Donor Restriction	With Donor Restriction	Total
Support and Revenues			
Contributions	\$ 4,013,807	\$ -	\$ 4,013,807
Contributed materials and services	804,296	-	804,296
Fundraising	435,100	-	435,100
Grants	405,579		405,579
	5,658,782	-	5,658,782
Other Revenues:			
Investment loss, net	(69,471)	-	(69,471)
Loss on sale of equipment	-	-	-
Miscellaneous income	111,436		111,436
Total support and revenues	5,700,747	-	5,700,747
Expenses			
Program services	3,688,108	-	3,688,108
General and administrative	563,255	-	563,255
Fundraising	1,465,573		1,465,573
Total expenses	5,716,936		5,716,936
Change in Net Assets	(16,189)	-	(16,189)
Net assets at beginning of year	3,415,511		3,415,511
Net Assets at Year End	\$ 3,399,322	<u>\$</u>	\$ 3,399,322

OPERATION FINALLY HOME, INC. Statement of Functional Expenses Year Ended December 31, 2019

	Program Expense	General and Administrative	Fundraising	Total
Salaries and benefits	\$ 631,920	\$ 278,163	\$ 93,243	\$ 1,003,326
Payroll taxes	46,131	17,134	5,272	68,537
Total payroll expenses	678,051	295,297	98,515	1,071,863
Building costs	3,069,917	-	-	3,069,917
Direct mailing	-	-	1,843,823	1,843,823
Travel	114,229	17,689	4,053	135,971
Professional	96,228	34,567	24,757	155,552
Meals	19,854	23,039	1,682	44,575
Advertising and promotion	146,923	117,692	44,333	308,948
Fundraising	89,088	4,686	91,518	185,292
Depreciation	16,845	7,558	1,500	25,903
Dues and subscriptions	23,867	11,285	3,871	39,023
Rent	12,040	4,630	1,852	18,522
Auto	19,926	9,935	2,067	31,928
Bank fees	22,941	3,326	5,934	32,201
Postage	5,590	3,912	1,824	11,326
Insurance	2,533	12,114	-	14,647
Supplies	3,530	12,016	1,375	16,921
Telephone	9,700	3,603	1,109	14,412
Website	5,989	2,334	1,868	10,191
Builder show	214	1,200	-	1,414
Other expenses	-	1,660	-	1,660
Interest expense	-	3,158	-	3,158
Uniforms	-	65	-	65
Storage	1,336	668	-	2,004
Total expenses	\$ 4,338,801	\$ 570,434	\$ 2,130,081	\$ 7,039,316

OPERATION FINALLY HOME, INC. Statement of Functional Expenses Year Ended December 31, 2018

	Program Expense	eneral and ninistrative	Fundraising	Total
Salaries and benefits	\$ 556,487	\$ 287,564	\$ 96,936	\$ 940,987
Payroll taxes	41,170	20,718	7,172	69,060
Total payroll expenses	597,657	 308,282	104,108	1,010,047
Building costs	2,570,293	-	-	2,570,293
Direct mailing	-	-	1,182,516	1,182,516
Travel	92,075	25,327	17,763	135,165
Professional	68,856	45,291	31,596	145,743
Meals	21,661	7,180	3,298	32,139
Advertising and promotion	131,491	96,750	50,509	278,750
Fundraising	101,662	-	44,985	146,647
Depreciation	10,083	6,130	2,729	18,942
Dues and subscriptions	30,541	13,212	12,948	56,701
Rent	11,262	9,010	2,252	22,524
Auto	22,638	13,313	2,545	38,496
Bank fees	717	1,417	1,062	3,196
Postage	4,270	2,543	2,750	9,563
Insurance	1,217	11,932	-	13,149
Supplies	1,488	7,683	564	9,735
Telephone	10,037	5,392	1,748	17,177
Website	12,150	5,250	4,200	21,600
Other expenses	10	3,224	-	3,234
Interest expense	-	1,319	-	1,319
Total expenses	\$ 3,688,108	\$ 563,255	\$ 1,465,573	\$ 5,716,936

OPERATION HOMEFRONT, INC. Statements of Cash Flows Years Ended December 31, 2019 and 2018

	2019	2018
Operating Activities		
Change in net assets	\$ (270,508)	\$ (16,189)
Adjustments to reconcile change in net assets		
to cash (used) by operating activities:		
Depreciation	25,903	18,942
Realized and unrealized change in market value		
on investments	(196,812)	104,663
Gain on disposal of property and equipment	(18,321)	-
Change in operating assets and liabilities:		
Accounts receivable	(92,949)	(5,450)
Other assets	8,562	3,404
Accounts payable	(76,561)	(107,882)
Accrued expenses	85,302	(4,317)
Net cash (used) by operating activities	(535,384)	(6,829)
Investing Activities		
Purchase of investments and earnings reinvestment	(144,632)	(10,194)
Purchase of property and equipment	(86,699)	-
Proceeds from sale of property and equipment	18,800	
Net cash (used) by investing activities	(212,531)	(10,194)
Financing Activities		
Proceeds (repayments) on note payable, net	56,572	(6,388)
Net cash provided (used) by financing activities	56,572	(6,388)
Change in cash and cash equivalents	(691,343)	(23,411)
Cash and cash equivalents at beginning of year	1,578,500	1,601,911
Cash and Cash Equivalents at End of Year	\$ 887,157	\$ 1,578,500
Supplemental Disclosures Cash paid for interest	\$ 3,158	\$ 1,319

NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization: Operation FINALLY HOME, Inc. (the Organization) was founded in 2005 as a non-profit organization with the mission to provide Americans the ability to honor and thank America's wounded and disabled veterans and the widows of the fallen. The Organization brings together corporate sponsors, builder associations, builders, developers, individual contributors, and volunteers to help these Veteran Heroes and their families by providing custom-built mortgage-free homes.

The past few years have allowed for Operation FINALLY HOME, Inc. to increase its ability to provide more homes to more veterans. During this period, the Organization has held four pillar events for each build that include an announcement event, ground-breaking ceremony, town hall meeting, and dedication of the home. The Board of Directors recognizes that to successfully promote the Organization through these events, high travel costs are incurred each year. In addition, in-kind donors are also showcased at these events as a form of appreciation to those donors who have a major impact on Operation FINALLY HOME, Inc.'s ability to fulfill its mission.

Basis of Presentation: The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with U. S. generally accepted accounting principles. Net assets, support and revenues, and expenses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Without Donor Restrictions: Net assets available for use in general operations and not subject to donor restrictions. **Grants and contributions gifted for recurring programs, including those for directly specified Veteran Heroes or geographic regions, are generally not considered "restricted" under GAAP**, though for internal reporting the Organization tracks such grants and contributions to verify the disbursement matches the intent. Assets restricted solely through the actions of the Board are reported as net assets without donor restrictions, board designated.

With Donor Restrictions: Net assets subject to donor-imposed stipulations that are more restrictive than the Organization's mission and purpose, that will be met by actions of the Organization and/or the passage of time. Donor imposed restrictions are released when the restriction expires, and are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Grants received with restrictions, and whose restrictions are met in the same fiscal year, are reported as unrestricted in the statement of activities.

Revenue Recognition: The Organization recognizes contributions and grants either when a valid promise to give (generally in writing) is received or as collected in the case of most smaller denomination gifts. Contributions are reported as without or with donor restriction, depending on the existence and/or nature of any restrictions. Support that is restricted by the donor is reported as an increase in net assets without donor restriction if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restriction. When a restriction expires, the net assets are reclassified to net assets without donor restriction. Non-cash contributions are recorded at their fair market value at the date of contribution.

Donated goods and services are reported as "in-kind contributions" by the Organization. Donated goods are recorded at fair value at the time of donation. The value of donated services is based on an amount determined to be appropriate if individuals were employed by the Organization to perform such services and is recorded as contributed services revenue and expense in the period during which the services are rendered.

Cash and Cash Equivalents: Cash and cash equivalents consist of cash on hand and deposits held by financial institutions with maturities of three months or less.

NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

Investments: Investments are reported at fair market value determined by quoted market prices. Gains and losses (realized and unrealized) are reported as investment earnings, net of expenses in the accompanying statements of activities. Donated investment instruments are recorded at fair value at the date of donation.

Accounts Receivable: Accounts receivable are reported at outstanding principal, net of an allowance for doubtful accounts if deemed necessary. The allowance is generally determined based on an account-by-account review and historic trends. Accounts are charged off when collection efforts have failed and the account is deemed uncollectible. An allowance was not required at December 31, 2019 and 2018. Interest is generally not charged on the receivables.

Property and Equipment: Property and equipment is valued at historical cost or estimated fair value at the date of donation. Expenditures for betterments greater than \$250 that materially extend the useful life of an asset are capitalized. Depreciation is recorded using the straight-line method over the estimated useful lives of the related assets, which is generally three to five years for furniture and equipment.

Income Taxes: Operation FINALLY HOME, Inc. is a tax-exempt organization under Internal Revenue Service Code Section 501(c)(3). In addition, the Organization is not a "private foundation" within the meaning of Section 509(a) of the Internal Revenue Code. Donors of money and/or property are entitled to the maximum charitable contribution deduction allowed by law. The Organization is not subject to Texas margin tax. Management is not aware of any tax positions that would have a significant impact on its financial position. Its federal tax returns for the last four years remain subject to examination.

Functional Allocation of Expenses: The costs of providing the services and other activities of the Organization have been summarized on a functional basis in the statement of functional expense. Accordingly, certain costs have been allocated among the programs and supporting services benefited. These expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and benefits which are allocated on the basis of estimates of time and effort, as well as depreciation, office and occupancy, which are allocated on square-footage or other reasonable basis.

Advertising: Advertising and marketing costs are expensed as incurred and totaled approximately \$308,000 in 2019 and \$278,000 in 2018.

Subsequent Events: Subsequent events have been evaluated by management through the date of the independent auditor's report. Material subsequent events, if any, are disclosed in a separate footnote to these financial statements.

New Accounting Pronouncements: In February 2016, the FASB issued a new accounting pronouncement regarding lease accounting for reporting periods beginning after December 15, 2020. A lessee will be required to recognize on the balance sheet the assets and liabilities for leases with terms of more than 12 months. Management does not expect the new standard to have a significant impact to its financial position, results of operations and related disclosures.

NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

Recently Adopted Accounting Pronouncements: In May 2014, the FASB issued Accounting Standard Update 2014-09, regarding revenue recognition, effective for periods beginning after December 15, 2018. This standard applies to all contracts with customers, except for contracts that are within the scope of other standards, such as leases, insurance, collaboration arrangements and financial instruments. The Company adopted this new pronouncement effective January 1, 2019. This standard was implemented using the modified retrospective method. While adoption of this standard required additional disclosures, adoption did not have a material impact on the financial statements and no adjustments were made to prior periods.

Use of Estimates: The preparation of financial statements in conformity with U. S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of financial statements, and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

Concentrations of Credit Risk: Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and investments. The Organization places its cash and investments (including restricted assets) with financial institutions, and limits the amount of credit exposure, although it may from time to time have cash balances or investments in excess of that insured by the FDIC. The Organization periodically assesses the financial condition of the institutions and believes the risk of loss is minimal.

NOTE B – INVESTMENTS

Investments are stated at fair value. Investment earnings (including interest earned on accounts classified as cash and cash equivalents) is summarized as follows at December 31:

	2019		2018	
Interest and dividends	\$	49,782	\$	42,824
Net realized and unrealized gains (losses) on				
change in market value		196,812		(104,663)
Investment fees		(7,313)	Weissiehen	(7,632)
Investment earnings (loss), net	\$	239,281		(69,471)

NOTE C – PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31:

	2019		2018	
Land	\$	96,800	\$	96,800
Furniture and equipment		48,402		69,955
Vehicles		168,506		183,085
Software		16,039		16,039
Total property and equipment		329,747		365,879
Less accumulated depreciation		(155,297)		(251,746)
Property and equipment, net	\$	174,450	\$	114,133

NOTE D – CONSTRUCTION AND ACQUISITION COSTS FOR VETERANS' HOMES AND COMMITMENT TO TRANSFER HOMES TO VETERANS

Construction and acquisition costs for veterans' homes represent construction costs of homes that will be transferred to veterans upon completion. When constructing a new home, title and ownership of the property is retained by the Organization until such time the Organization transfers ownership to the veteran. Prior to transfer of ownership, costs incurred and donations of materials and services received by the Organization for these activities are recorded as an asset of the Organization in the statements of financial position.

To the extent that all significant conditions are met, a liability representing the commitment to transfer the home to a veteran is established in the same amount as the related asset. Upon transfer of ownership, the full cost of the property and the corresponding liability are both reduced to zero. Construction and Acquisition Costs for Veterans' Homes and the related liability Commitment to Transfer Homes to Veterans totaled \$503,645 at December 31, 2019 and \$790,174 at December 31, 2018.

NOTE E – NOTE PAYABLE AND LINE OF CREDIT

In May 2015, the Organization entered into a note agreement with Ford Credit to finance the purchase of a new vehicle. The note is due in monthly payments of \$581 with interest at 6.39% and maturing in June 2020. The outstanding balance was \$2,266 at December 31, 2019 and \$8,912 at December 31, 2018.

In June 2019, the Organization entered into two note agreement with Ford Credit to finance the purchase of two new vehicles. The notes are due in total monthly payments of \$1,360 with interest at 6.99% and maturing in July 2024. The outstanding balance of the notes payable at December 31, 2019 was \$63,218.

NOTE E – NOTE PAYABLE AND LINE OF CREDIT- continued

The future maturities of this note payable are as follows:

Years ended December 31,		
2020		\$ 14,581
2021		13,204
2022		14,157
2023		15,179
2024		 8,363
	Total	 65,484

The Organization has an unsecured \$650,000 revolving line of credit with interest at 5.34% on the utilized portion. As of December 31, 2019, and 2018, the Organization has not borrowed from the line.

NOTE F – CONTRIBUTED MATERIAL AND SERVICES

The Organization receives a significant amount of donated services and materials from corporate sponsors, builder association, builders, developers and individual contributors in carrying out its mission. The following have been reflected as both expenses and contribution revenue in the accompanying financial statements as of December 31:

	2019	2018	
Building materials and construction services	\$ 1,152,843	\$	794,046
Fundraising event costs	9,270		10,050
Advertising and printing	352		200
Total contributed materials and services	\$ 1,162,465	\$	804,296

NOTE G – LEASES

The Organization leases office space for its field office under a non-cancellable operating lease with a monthly payment of \$1,273 expiring on October 31, 2020. Rent expense totaled \$18,522 in 2019 and \$22,524 in 2018.

The aggregate minimum future lease payments on non-cancellable leases at December 31, 2019, are as follows:

Year Ending December 31,

2020 \$ 12,730

NOTE H – FAIR VALUE MEASUREMENTS

In accordance with U.S. generally accepted accounting principles, the Organization utilizes a fair value hierarchy that prioritizes the inputs for the 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) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are 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

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.

There have been no changes in the methodologies used nor transfers between levels. Following is a description of the valuation methodologies used for investments measured at fair value:

Cash and Money Market Funds (MMFs): Valued at its carry amount due to short-term maturity of the instrument.

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

Mutual Funds and Exchange Traded Funds: Valued at the daily closing price (net asset value) as reported by the fund.

Corporate Bonds: Valued using pricing models maximizing the use of observable inputs for similar securities.

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.

NOTE H - FAIR VALUE MEASUREMENTS - continued

The following table sets forth, by level within the fair value hierarchy, the Organization's investments measured at fair value as follows:

	Fair Value Measurements Using			
	Level 1	Level 2	Level 3	Total
December 31, 2019				
Cash and money market funds	\$ 206,441	\$ -	\$ -	\$ 206,441
Stocks	159,924	-	-	159,924
Mutual funds	214,093	-	-	214,093
Exchange traded funds	940,963	-	-	940,963
Corporate bonds	-	622,007		622,007
Total investments at fair value	\$ 1,521,421	\$ 622,007		\$ 2,143,428
December 31, 2018				
Cash and money market funds	\$ 142,957	\$ -	\$ -	\$ 142,957
Stocks	699,199	-	-	699,199
Mutual funds	94,302	-	-	94,302
Exchange traded funds	163,803	-	-	163,803
Corporate bonds	-	701,723		701,723
Total investments at fair value	\$ 1,100,261	\$ 701,723	<u> </u>	\$ 1,801,984

NOTE I – LIQUIDITY AND AVAILABILITY OF FINANCIAL RESOURCES

The Organization has approximately \$3,174,000 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditure. This consists of cash, investments (which are not endowed), accounts receivable and other assets. The Organization has a goal to maintain approximately twelve months of operating reserves throughout the year which, on the average, total approximately \$110,000 per month given full programmatic expenditures.

NOTE J – SUBSEQUENT EVENTS

As a result of the COVID-19 coronavirus, economic uncertainties have arisen which could impact our operations. Any potential financial impact is unknown at this time.