

COMMON HOPE AND AFFILIATE

Saint Paul, Minnesota

Consolidated Financial Statements

As of and for the Years Ended December 31, 2023 and 2022

COMMON HOPE AND AFFILIATE

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Common Hope and Affiliate
Saint Paul, Minnesota

We have audited the accompanying consolidated financial statements of Common Hope (a nonprofit organization) and its Affiliate, which comprise the consolidated statements of financial position as of December 31, 2023 and 2022, and the related consolidated statements of activities, cash flows, and functional expenses for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Common Hope and its Affiliate as of December 31, 2023 and 2022, 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.

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 Consolidated Financial Statements section of our report. We are required to be independent of Common Hope and its Affiliate 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 Consolidated 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 the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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 Common Hope and its Affiliate's 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 Consolidated 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, including omissions, 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 audits.
- 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 consolidated 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 Common Hope and its Affiliate's 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 Common Hope and its Affiliate's 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 audits, significant audit findings, and certain internal control related matters that we identified during the audits.

Boulay PLLP

Minneapolis, Minnesota
June 27, 2024

COMMON HOPE AND AFFILIATE

Consolidated Statements of Financial Position

	December 31	
	2023	2022
ASSETS		
Current Assets		
Cash and cash equivalents		
U.S.	\$ 1,293,674	\$ 1,789,918
Guatemala	16,342	2,804
Total cash and cash equivalents	<u>1,310,016</u>	<u>1,792,722</u>
Pledges receivable, current portion	124,841	200
Prepaid expenses	58,930	50,049
Investments, short-term	518,450	523,889
Other current assets	4,947	304
Total current assets	<u>2,017,184</u>	<u>2,367,164</u>
Investments , net of short-term	2,942,934	3,119,156
Property, Plant and Equipment, Guatemala		
Land and land improvements	1,866,994	1,866,994
Buildings	4,156,121	4,156,121
Equipment	150,411	150,411
Vehicles	278,991	278,991
	<u>6,452,517</u>	<u>6,452,517</u>
Less: accumulated depreciation	3,816,143	3,642,524
Net property, plant and equipment, Guatemala	<u>2,636,374</u>	<u>2,809,993</u>
Office Equipment, U.S.	90,097	83,687
Less: accumulated depreciation	85,289	82,032
Net office equipment, U.S.	<u>4,808</u>	<u>1,655</u>
Other Long-term Assets		
Security deposit	4,047	4,047
Operating lease right-of-use assets	178,803	207,709
Total other long-term assets	<u>182,850</u>	<u>211,756</u>
Total Assets	<u>\$ 7,784,150</u>	<u>\$ 8,509,724</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable and accrued liabilities	\$ 230,223	\$ 134,690
Deferred revenue	52,925	133,640
Operating lease liabilities	30,801	29,660
Total current liabilities	<u>313,949</u>	<u>297,990</u>
Long-Term Liability - Severance	954,672	825,032
Long-Term Liability - Operating lease liabilities	166,301	196,815
Net Assets		
Without donor restrictions		
Undesignated	5,908,982	6,900,564
Board designated	440,246	289,323
Total without donor restrictions	<u>6,349,228</u>	<u>7,189,887</u>
Total net assets	<u>6,349,228</u>	<u>7,189,887</u>
Total Liabilities and Net Assets	<u>\$ 7,784,150</u>	<u>\$ 8,509,724</u>

Notes to Consolidated Financial Statements are an integral part of these Statements.

COMMON HOPE AND AFFILIATE

Consolidated Statements of Activities

	Year Ended December 31 2023			Year Ended December 31 2022		
	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions
Revenues and Other Support						
Contributions	\$ 3,738,386	\$ 1,850,831	\$ 1,887,555	\$ 3,917,660	\$ 1,863,881	\$ 2,053,779
Donated goods and services	72,900	72,900	-	102,000	102,000	-
Interest and dividend income	164,385	164,385	-	74,866	74,866	-
Unrealized and realized gain (loss) on investments, net of investment expense of \$488 and \$1,025, respectively	301,466	301,466	-	(608,267)	(608,267)	-
Program fees	200,791	200,791	-	152,911	152,911	-
Miscellaneous income, net of expenses of \$128,546 and \$157,864, respectively	339,115	339,115	-	410,910	410,910	-
Net assets released from restrictions:						
Satisfaction of program restrictions	-	1,887,555	(1,887,555)	-	2,053,779	(2,053,779)
Total revenues and other support	4,817,043	4,817,043	-	4,050,080	4,050,080	-
Expenses						
Program operating expenses						
Health care	796,176	796,176	-	741,960	741,960	-
Family and community development	1,541,163	1,541,163	-	1,302,642	1,302,642	-
Housing improvement	442,314	442,314	-	288,115	288,115	-
Education	1,794,586	1,794,586	-	1,620,415	1,620,415	-
General and administrative	702,241	702,241	-	660,233	660,233	-
Fundraising	381,222	381,222	-	246,491	246,491	-
Total expenses	5,657,702	5,657,702	-	4,859,856	4,859,856	-
Change in Net Assets	(840,659)	(840,659)	-	(809,776)	(809,776)	-
Net Assets - Beginning of year	7,189,887	7,189,887	-	7,999,663	7,999,663	-
Net Assets - End of year	\$ 6,349,228	\$ 6,349,228	\$ -	\$ 7,189,887	\$ 7,189,887	\$ -

Notes to Consolidated Financial Statements are an integral part of these Statements.

COMMON HOPE AND AFFILIATE

Consolidated Statements of Cash Flows

For the Years Ended December 31,	2023	2022
Cash Flows from Operating Activities		
Change in net assets	\$ (840,659)	\$ (809,776)
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation	176,876	184,136
Donated stock	(28,369)	(62,313)
Unrealized and realized (gain) loss on investments	(301,466)	608,267
Change in assets and liabilities:		
Pledges receivable	(124,641)	46,334
Prepaid expenses	(8,881)	(1,835)
Other current assets	(4,643)	435
Accounts payable and accrued liabilities	225,173	75,988
Operating lease right-of-use assets and lease liabilities, net	(467)	-
Deferred revenue	(80,715)	17,012
Net cash from (used for) operating activities	<u>(987,792)</u>	<u>58,248</u>
Cash Flows from Investing Activities		
Proceeds from sale of investments	514,347	239,916
Purchase of investments	(2,851)	(1,060,576)
Purchase of property and equipment	(6,410)	(234,665)
Net cash from (used for) investing activities	<u>505,086</u>	<u>(1,055,325)</u>
Net Decrease in Cash and Cash Equivalents	(482,706)	(997,077)
Cash and Cash Equivalents - Beginning of Year	1,792,722	2,789,799
Cash and Cash Equivalents - End of Year	\$ 1,310,016	\$ 1,792,722
Supplementary Disclosure of Noncash Investing and Financing Activities		
Donated stock	<u>\$ 28,369</u>	<u>\$ 62,313</u>

Notes to Consolidated Financial Statements are an integral part of these Statements.

COMMON HOPE AND AFFILIATE

Consolidated Statements of Functional Expenses

	Year Ended December 31, 2023						
	Program Operating Expenses					Supporting Services	
	Total	Health Care	Family & Community Development	Housing Improvement	Education	General and Administrative	Fundraising
Specific assistance	\$ 1,107,741	\$ 220,619	\$ 147,258	\$ 77,611	\$ 658,000	\$ 4,253	\$ -
Salaries, taxes, and benefits	2,856,333	381,255	941,050	198,008	861,451	275,322	199,247
Occupancy, utilities, and maintenance	328,734	32,864	223,091	28,007	6,556	18,185	20,031
Meetings and travel	112,957	15,398	32,312	4,764	20,307	38,738	1,438
Office expenses	266,726	11,583	47,986	3,578	48,993	112,500	42,086
Printing, copies, and postage	40,447	1,367	8,611	374	5,081	3,963	21,051
Professional fees and business insurance	704,491	112,759	128,849	83,348	98,533	188,414	92,588
Credit card and banking fees	53,470	-	-	-	-	53,456	14
Miscellaneous expense	9,927	1,205	531	723	3,861	234	3,373
Depreciation expense	176,876	19,126	11,475	45,901	91,804	7,176	1,394
Total expenses	<u>\$ 5,657,702</u>	<u>\$ 796,176</u>	<u>\$ 1,541,163</u>	<u>\$ 442,314</u>	<u>\$ 1,794,586</u>	<u>\$ 702,241</u>	<u>\$ 381,222</u>

	Year Ended December 31, 2022						
	Program Operating Expenses					Supporting Services	
	Total	Health Care	Family & Community Development	Housing Improvement	Education	General and Administrative	Fundraising
Specific assistance	\$ 1,085,688	\$ 311,539	\$ 100,518	\$ 80,827	\$ 592,555	\$ 249	\$ -
Salaries, taxes, and benefits	2,440,876	306,420	886,247	117,927	771,131	210,342	148,809
Occupancy, utilities, and maintenance	188,495	19,920	76,214	18,199	53,090	2,450	18,622
Meetings and travel	102,825	16,049	25,774	10,697	27,771	14,863	7,671
Office expenses	358,119	20,439	110,393	4,277	45,849	145,633	31,528
Printing, copies, and postage	43,416	1,426	8,791	423	4,825	2,529	25,422
Professional fees and business insurance	393,502	43,696	80,311	7,329	24,399	224,844	12,923
Credit card and banking fees	48,865	7	50	3	17	48,763	25
Miscellaneous expense	13,934	2,481	2,356	478	4,868	3,751	-
Depreciation expense	184,136	19,983	11,988	47,955	95,910	6,809	1,491
Total expenses	<u>\$ 4,859,856</u>	<u>\$ 741,960</u>	<u>\$ 1,302,642</u>	<u>\$ 288,115</u>	<u>\$ 1,620,415</u>	<u>\$ 660,233</u>	<u>\$ 246,491</u>

Notes to Consolidated Financial Statements are an integral part of these Statements.

COMMON HOPE AND AFFILIATE

Notes to Consolidated Financial Statements

December 31, 2023 and 2022

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Activity

Common Hope and its affiliate, Fundación Familias de Esperanza (Fundación) (collectively, the "Organization"), are nonprofit organizations devoted to aiding the poor of Guatemala living in and around Antigua, the outskirts of Guatemala City, and the village of San Rafael. The Organization promotes hope and opportunity in Guatemala, partnering with children, families, and communities who want to participate in a process of development to improve their lives through education, health care, family and community, and housing. The programs presently conducted by the Organization include the following:

Education - The Organization helped provide pre-primary, primary, secondary, and university education for approximately 2,600 and 3,200 children during 2023 and 2022, respectively, supporting tuition and fees, books and supplies, shoes, and uniforms. Other programs include tutoring, summer school, occupational therapy, special education, access to libraries and computer labs, youth groups, and teacher training. The Organization operates a school for pre-primary and primary students at New Hope Village.

Health Care - The Organization's medical staff and volunteers provide preventative and curative care for families in the Antigua clinic. The Organization partners with other clinics to provide health and dental care at San Rafael, San Miguel Milpas Altas, and New Hope. Care provided includes examinations, lab tests, medications, and dentistry. When necessary, patients are referred for x-rays and outside lab services, specialists, surgery, or other treatments not available within the Organization's clinics. Patients may receive transportation, accompaniment, and cost coverage as needed. Clinic staff provides treatment and education for specific health issues endemic to the area, including diabetes, upper respiratory issues, and hypertension.

Family and Community Development - Through long-term relationships with the Organization's social workers, families are able to identify goals and obstacles to create their own unique development plan. In support of these development plans, the Organization partners with families to provide resources and tools to improve their lives. Programs include parenting and self-esteem trainings, legal services, emergency relief, and support groups for parents and alcoholism.

Housing Improvement - The Organization constructs new homes, roofs, stoves, and floors as well as installs plumbing and electrical services in existing homes. This work is done in partnership with families who perform community service hours to earn the materials and construction support. The Organization also built and currently operates the infrastructure for New Hope Village, including running water, electricity, and sewer, to help families who have relocated from marginal housing in Guatemala City.

Basis of Presentation

The consolidated financial statements include the accounts of Common Hope, a nonprofit organization incorporated in Minnesota, and its affiliate, a related nonprofit organization incorporated in Guatemala, Central America, under the name of Fundación Familias de Esperanza (Fundación). Fundación is the entity that carries out the mission of Common Hope in Guatemala. All significant intercompany balances and transactions are eliminated in consolidation.

COMMON HOPE AND AFFILIATE

Notes to Consolidated Financial Statements

December 31, 2023 and 2022

The accompanying consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (US GAAP). The Organization reports its financial position and activities according to two classes of net assets based upon the existence or absence of donor-imposed restrictions, as follows:

- Net assets without donor restrictions - net assets that are not subject to donor-imposed stipulations.
- Net assets with donor restrictions - net assets subject to donor-imposed restrictions. Donor restrictions are temporary in nature, such as those that can be fulfilled by actions of the Organization pursuant to those stipulations or that expire by the passage of time.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the consolidated statements of activities.

Accounting Estimates

Management uses estimates and assumptions in preparing these consolidated financial statements in accordance with US GAAP. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from the estimates and the difference could be material. Significant items subject to such estimates and assumptions include the value of in-kind donations, depreciable lives of property and equipment, the Guatemalan severance liabilities, and the allocation of the functional expenses. It is at least reasonably possible that these estimates could change in the near term.

Foreign Currency Translation

The functional currency used by Fundación is the U.S. Dollar. As funds are transferred from Common Hope to Fundación, they are converted to Guatemalan Quetzals and expended for the programs in Guatemala.

There are no material translation adjustments or material exchange rate differences in these consolidated financial statements. The difference in the exchange rates between the statement of financial position date and the date of the audit report would not materially affect these consolidated financial statements.

Cash and Cash Equivalents

The Organization considers certain money market funds and certificates of deposit with initial maturities of three months or less to be cash equivalents. At times throughout the year, the Organization's cash and cash equivalents deposited in financial institutions in the United States of America may exceed amounts insured by the Federal Deposit Insurance Corporation (FDIC). Money market funds totaled approximately \$986,000 and \$1,477,000 at December 31, 2023 and 2022, respectively, and were classified within cash and cash equivalents.

COMMON HOPE AND AFFILIATE

Notes to Consolidated Financial Statements

December 31, 2023 and 2022

Investments

Investments in money market funds and marketable equity securities are stated at fair market value, based on quoted values. Donated investments are initially recorded at fair market value on the date of donation and thereafter, reported in accordance with the Organization's aforementioned investment valuation policy. Realized and unrealized gains and losses on investments are recorded in the consolidated statement of activities. Investment income is generally absent donor restriction and is therefore unrestricted.

Certificates of deposit are recognized at cost plus accrued interest, which approximates fair value, and are included in short-term investments when their original maturity date exceeds three months and their remaining maturity is one year or less. Certificates of deposit with a remaining maturity date greater than one year are included in long-term investments. Certificates of deposit totaled approximately \$518,000 and \$503,000 at December 31, 2023 and 2022, respectively.

Long-Lived Assets

Long-lived assets, such as property, plant, and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If circumstances require a long-lived asset be tested for possible impairment, the Organization first compares undiscounted cash flows expected to be generated by an asset to the carrying value of the asset. If the carrying value of the long-lived asset is not recoverable on an undiscounted cash flow basis, impairment is recognized to the extent that the carrying value exceeds its fair value. Fair value is determined through various valuation techniques including, but not limited to, discounted cash flow models, quoted market values, and third-party independent appraisals.

Property, Plant, and Equipment

Property, plant, and equipment, which are primarily located in Guatemala, are stated at cost. Donated property, plant, and equipment are stated at estimated fair value on the date of contribution. Depreciation is recognized over the estimated useful lives of the assets by use of the straight-line and accelerated methods as follows:

Description	Estimated Useful Lives (Years)
Land improvements	5 – 20
Buildings	10 – 40
Equipment	3 – 10
Vehicles	5 – 10

Maintenance and repairs are expensed as incurred; major improvements and betterments are capitalized. Common Hope holds title to substantially all property, plant, and equipment located in Guatemala, except the New Hope Village land and land improvements and the vehicles, which are owned by Common Hope's affiliate, Fundación.

On March 15, 2009, the Organization was successful in completing an association in New Hope Village as a separate legal entity, subsequently donating the land currently functioning as community green space and roadways to the new association. No lots were sold by the Organization during 2023 and 2022. The Organization will continue to own the offices, school, community building, and wastewater treatment facility at New Hope Village. The Organization continues to own approximately 132,000 square meters of partially developed land with a book value of approximately \$254,000 at December 31, 2023 and 2022, of which a portion may be available to New Hope residents in future years.

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Notes to Consolidated Financial Statements

December 31, 2023 and 2022

Leases

The Organization determines if an arrangement is a lease at inception. A contract is or contains a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. The right to control the use of an asset includes the right to obtain substantially all of the economic benefits of the underlying asset and the right to direct how and for what purpose the asset is used.

Right-of-use (ROU) assets represent the Organization's right to use an underlying asset for the lease term and lease liabilities represent the Organization's obligation to make lease payments arising from the lease. Operating lease ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. The Organization uses the implicit rate when readily determinable. The Organization has elected to use a risk-free rate in determining the present value of lease payments for all asset classes. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. The Organization's lease terms include options to extend or terminate the lease when it is reasonably certain that the Organization will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. For lease agreements that contain both lease and non-lease components, the Organization has elected to account for the lease and non-lease components as a single lease component. The Organization has elected to not apply the requirements of ASC 842 for short-term leases. Short-term leases are defined as leases that, at the commencement date, have lease terms of twelve months or less.

Rent expense, including the effects of lease incentives, is recognized on a straight-line basis over the term of the lease.

Long-Term Liability - Severance

The Organization has a universal severance policy for all Guatemalan employees who have been working for at least one year. Each Guatemalan employee, upon termination of employment, either voluntary or involuntary, will receive one month of additional pay for each year of employment. This policy complies with the Labor Code of the Congress of the Republic of Guatemala. At December 31, 2023 and 2022, the severance liability totaled approximately \$955,000 and \$825,000, respectively.

Fair Value of Financial Instruments

The Organization's accounting for fair value measurements of assets and liabilities that are recognized or disclosed at fair value in the consolidated financial statements on a recurring or nonrecurring basis adheres to the Financial Accounting Standards Board (FASB) 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 measurements involving significant unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are as follows:

- Level 1 Inputs: Unadjusted quoted prices in active markets for identical assets or liabilities accessible to the Organization at the measurement date.
- Level 2 Inputs: Other than quoted prices included in Level 1 inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the asset or liability.
- Level 3 Inputs: Unobservable inputs for the asset or liability used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset or liability at measurement date.

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Notes to Consolidated Financial Statements

December 31, 2023 and 2022

The level in the fair value hierarchy within which a fair measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety. The Organization's assets that are recorded at fair value are classified in their respective hierarchy as shown in Note 7.

The carrying value of pledges receivable, accounts payable and accrued liabilities, deferred revenue, and other financial working capital items approximate fair value, due to the short-term nature of these items.

Contributions

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. With regard to gifts of property, plant, and equipment or gifts of cash to be used to acquire such assets, absent specific donor stipulations, the Organization reports such gifts as net assets released from restrictions when the donated or acquired long-lived assets are placed in service.

Donated Services

Various medical and other professionals also contribute their services to the Organization and goods to support programs, the estimated value of which is approximately \$73,000 and \$102,000 for the years ended December 31, 2023 and 2022, respectively. In addition, an insignificant portion of the Organization's functions are conducted by unpaid volunteers, the value of which is not recorded in the consolidated financial statements.

Deferred Revenue

Deferred revenue is recorded for any amounts the Organization has received but for which the service has not yet been provided. The service relates to visits to Antigua for individual travelers to witness the programs and engage with staff, volunteers, and the students and families served. The opening balance of deferred revenue was approximately \$117,000 as of January 1, 2022.

Pledges Receivable

Unconditional promises to give that are expected to be collected within one year are recorded as pledges receivable at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. Conditional promises to give are not included as support until the conditions are substantially met.

The Organization maintains an allowance for expected credit losses on pledges receivable, which is recorded as an offset to pledges receivable. Change in the allowance for credit losses are included as a component of general and administrative expenses on the statements of activities. The Organization assesses credit losses on a collective basis where similar risk characteristics exist. Risk characteristics considered by the Organization include donor type, event, and age of the receivable. Receivables that do not share risk characteristics with other receivables, or where known collectability issues exist, are evaluated on an individual basis. In determining the allowance for credit losses, the Organization considers historical collection rates, adjusted for current market conditions, and reasonable and supportable forecasts of future economic conditions, when applicable. Accounts considered to be uncollectible are written off against the allowance for credit losses. The Organization is on the belief that such receivables will be collectible in all material respects and thus, an allowance is not necessary at December 31, 2023 and 2022.

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Notes to Consolidated Financial Statements

December 31, 2023 and 2022

Basis of Allocating Functional Expenses

Allocations are generally made as follows:

- Salaries by time spent on principal activities of each employee
- Employee benefits and payroll taxes according to the percentage used to allocate salaries
- All other expenses are directly allocable or allocated in a manner as considered practicable

Income Taxes

Common Hope is tax-exempt under Section 501(c)(3) of the Internal Revenue Code. Due to its exempt status, the Organization does not have any significant tax uncertainties that would require recognition or disclosure. However, income from activities not directly related to the Organization's tax-exempt purpose may be subject to taxation as unrelated business income. The Organization is no longer subject to income tax examinations for years before 2020.

Fundación is a foundation operating under Guatemalan laws and is generally exempt from taxes based on income.

Recently Adopted Accounting Pronouncements

Effective January 1, 2023, the Organization adopted the FASB issued Accounting Standards Update (ASU) No. 2016-13, *Financial Instruments – Credit Losses (Topic 326)*. This guidance changes the methodology to be used to measure credit losses for certain financial instruments and financial instruments, including trade receivables and investments in debt securities. The new methodology requires the recognition of an allowance that reflects the current estimate of credit losses expected to be incurred over the life of the financial asset. The adoption of the guidance did not have a material impact on the Organization's consolidated financial statements.

Subsequent Events

The Organization has evaluated subsequent events through June 27, 2024, the date which the consolidated financial statements were available to be issued.

2. PLEDGES RECEIVABLE

Pledges receivable consist of the following at December 31:

	<u>2023</u>	<u>2022</u>
Pledges	<u>\$ 124,841</u>	<u>\$ 200</u>
Amounts are due in:		
Less than one year	<u>\$ 124,841</u>	<u>\$ 200</u>

The pledges receivable balance at January 1, 2022 was approximately \$47,000.

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Notes to Consolidated Financial Statements

December 31, 2023 and 2022

3. INVESTMENTS

Investments consist of the following instruments at December 31, 2023:

	Aggregate cost basis	Gross unrealized holdings gains	Gross unrealized holdings (losses)	Aggregate fair value
Short-term investments:				
Certificates of deposit	\$ 518,450	\$ -	\$ -	\$ 518,450
Total short-term investments	518,450	-	-	518,450
Long-term investments:				
Mutual funds	3,120,985	-	(178,051)	2,942,934
Total long-term investments	3,120,985	-	(178,051)	2,942,934
Total investments	\$ 3,639,435	\$ -	\$ (178,051)	\$ 3,461,384

Investments consist of the following instruments at December 31, 2022:

	Aggregate cost basis	Gross unrealized holdings gains	Gross unrealized holdings (losses)	Aggregate fair value
Short-term investments:				
Certificates of deposit	\$ 502,578	\$ -	\$ -	\$ 502,578
Donated stock	21,311	-	-	21,311
Total short-term investments	523,889	-	-	523,889
Long-term investments:				
Mutual funds	3,708,773	-	(589,617)	3,119,156
Total long-term investments	3,708,773	-	(589,617)	3,119,156
Total investments	\$ 4,232,662	\$ -	\$ (589,617)	\$ 3,643,045

For the year ended December 31, 2023, the Organization recorded unrealized and realized net gains on its investments of approximately \$301,000, which are recognized in net assets without donor restrictions. For the year ended December 31, 2022, the Organization recorded unrealized and realized net losses on its investments of approximately \$608,000, which are recognized in net assets without donor restrictions.

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Notes to Consolidated Financial Statements

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4. LEASE COMMITMENTS

The Organization leases its office location in St. Paul, Minnesota under a noncancellable operating lease through October 2029. The Organization is obligated to pay costs of insurance, repairs, and maintenance pursuant to the terms of the lease, which are considered non-lease expenses. The Organization recorded non-lease expenses of approximately \$44,000 and \$41,000 for 2023 and 2022, respectively.

At December 31, 2023, the Organization had the following minimum commitments for payments under leases which at inception had a noncancellable term of more than one year:

	Operating Leases
2024	\$ 33,663
2025	34,336
2026	35,023
2027	35,723
2028	36,438
Thereafter	30,942
Total lease payments	206,125
Less amount representing interest	(9,023)
Total lease liabilities	\$ 197,102

The Organization recorded operating lease costs of approximately \$33,000 for 2023 and 2022 through general and administrative expenses on the consolidated statement of activities. Cash paid for operating leases during 2023 and 2022 was approximately \$33,000 and \$32,000, respectively.

The weighted average remaining lease term (years) at December 31, 2023 and 2022 was 5.83 and 6.83 years, respectively. The weighted average discount rate at December 31, 2023 and 2022 was 1.59%.

5. NET ASSETS

Total net assets released from donor restrictions because the restricted purposes and occurrence of other events as specified by donors were satisfied are as follows for the years ended December 31:

	2023	2022
Family and community development	\$ 1,727,815	\$ 1,897,728
Housing improvement programs	65,454	46,428
Health care programs	27,698	27,585
Education programs	53,530	41,524
Surgical support	13,058	40,514
Total net assets released from restrictions	\$ 1,887,555	\$ 2,053,779

There were no net assets with donor restrictions at December 31, 2023 and 2022.

6. RETIREMENT BENEFITS

The Organization has a SIMPLE IRA plan which is offered to all U.S. full-time employees and part-time employees based on a minimum compensation threshold. The Organization matched employee contributions to a maximum of 3% of each covered employee's contribution to the plan as of December 31, 2023 and 2022. The Organization's matching contribution totaled approximately \$26,000 for the years ended December 31, 2023 and 2022.

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7. FAIR VALUE

The following tables provide information on those assets that are measured at fair value on a recurring basis.

	December 31, 2023			
	Fair Value & Carrying Amount	Fair Value Measurement Using		
		Level 1	Level 2	Level 3
<u>Assets:</u>				
Money market funds, classified as:				
Cash and cash equivalents	\$ 173,685	\$ 173,685	\$ -	\$ -
Long-term investments:				
U.S. equity securities – Lifestrategy funds	2,942,934	2,942,934	-	-
Total	<u>\$ 3,116,619</u>	<u>\$ 3,116,619</u>	<u>\$ -</u>	<u>\$ -</u>

	December 31, 2022			
	Fair Value & Carrying Amount	Fair Value Measurement Using		
		Level 1	Level 2	Level 3
<u>Assets:</u>				
Money market funds, classified as:				
Cash and cash equivalents	\$ 675,510	\$ 675,510	\$ -	\$ -
Short-term investments:				
U.S. equity securities	21,311	21,311	-	-
Long-term investments:				
U.S. equity securities – Lifestrategy funds	3,119,156	3,119,156	-	-
Total	<u>\$ 3,815,977</u>	<u>\$ 3,815,977</u>	<u>\$ -</u>	<u>\$ -</u>

The fair value of the money market funds, mutual funds, and U.S. and international equity securities is based on quoted market prices in an active market. Certificates of deposit of approximately \$518,000 and \$503,000 at December 31, 2023 and 2022, respectively, are not included above, as they are carried at cost plus accrued interest, which approximates fair value.

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Notes to Consolidated Financial Statements

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8. WITHOUT DONOR RESTRICTIONS – BOARD DESIGNATED

Board Designated – Endowment Funds

The Organization has established an endowment fund that consists of board designated funds for the purpose of a sponsorship legacy to provide long-term financial support to the Organization. As required by U.S. generally accepted accounting principles, net assets associated with reserve funds are classified and reported based on the existence or absence of donor-imposed restrictions. Since the Organization's reserve fund currently consists of board designated funds rather than donor restricted amounts, such funds are classified as net assets without donor restrictions. The board-designated endowment reserve is supported by the investments as disclosed in Note 3.

Return Objectives and Risk Parameters

The reserves are managed according to the Board of Directors' investment policies. These policies attempt to provide a consistent return on assets and preserve capital and the purchasing power of the reserve assets while providing a predictable funding stream to support programs.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization's policy requires targeting diversified asset allocations that seek to achieve its long-term return objectives within prudent risk constraints. The Organization targets a diversified asset allocation that places emphasis on equity and fixed income-based investments to achieve its long-term objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

As approved by the Finance Committee and Chief Executive Officer, the Organization determines the amounts appropriated for expenditure from the investment funds. The Organization may draw up to 4% of the reserve in any fiscal year for the purpose of supporting the sponsorship program.

These spending policies are consistent with the Organization's objective to maintain the purchasing power of endowment assets held in perpetuity, to provide a consistent and predictable funding stream to support the endowment purposes specified, and to provide additional growth through investment return.

Board Designated – Strategic Initiatives Fund

The Organization established a strategic initiatives fund that consists of board designated funds for the purpose of covering costs associated with the Organization's long-term strategic plans.

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Notes to Consolidated Financial Statements

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8. WITHOUT DONOR RESTRICTIONS – BOARD DESIGNATED (CONTINUED)

Changes in Board-Designated Reserves and Net Assets with Donor Restrictions

	Year Ended December 31, 2023			
	Without Donor Restrictions – Designated Endowment	Without Donor Restrictions – Designated Strategic Initiatives	With Donor Restrictions	Total
Net assets, beginning of year	\$ 289,323	\$ -	\$ -	\$ 289,323
Investment income, net depreciation (realized and unrealized)	150,923	-	-	150,923
Net assets, end of year	<u>\$ 440,246</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 440,246</u>
	Year Ended December 31, 2022			
	Without Donor Restrictions – Board Designated Endowment	Without Donor Restrictions – Board Designated Strategic Initiatives	With Donor Restrictions	Total
Net assets, beginning of year	\$ 344,420	\$ 247,829	\$ -	\$ 592,249
Investment loss, net appreciation (realized and unrealized)	(55,097)	-	-	(55,097)
Satisfaction of Board designations	-	(247,829)	-	(247,829)
Net assets, end of year	<u>\$ 289,323</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 289,323</u>

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Notes to Consolidated Financial Statements

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9. DONATED GOODS AND SERVICES

Donated goods and services were as follows for the years ended December 31:

	<u>2023</u>	<u>2022</u>
Dental teams	\$ 39,000	\$ 36,500
Video production	-	25,000
Accounting services	25,000	25,000
Donated goods	8,900	11,000
Professional services	-	4,500
	<u> </u>	<u> </u>
Total donated goods and services	<u>\$ 72,900</u>	<u>\$ 102,000</u>

10. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure within one year of the financial position date are as follows at December 31:

	<u>2023</u>	<u>2022</u>
Financial Assets at December 31:		
Cash and cash equivalents	\$ 1,310,016	\$ 1,792,722
Investments, short term	518,450	523,889
Investments, readily convertible into cash, net of board designated	<u>2,502,688</u>	<u>2,829,833</u>
	<u> </u>	<u> </u>
Total financial assets available within one year	<u>\$ 4,331,154</u>	<u>\$ 5,146,444</u>

The Organization's working capital and cash flow varies throughout the year. The Organization receives over 50 percent of its annual revenue in the fourth quarter of the calendar year. The Organization aspires to maintain recurring revenue, such as sponsorship and partnership revenue, at 42 percent or more of total revenue.

The Organization has policies in place to manage cash flow, liquidity, and risk. Board designated appropriations are approved annually during the standard budget process. Cash in excess of daily requirements is invested in short-term and money market funds. Other reserves are maintained in long-term investment funds that are readily convertible into cash for the stability and future viability of the Organization.