

UPLIFT SOLUTIONS, INC.
Financial Statements
December 31, 2021 and 2020
With Independent Auditor's Report



Uplift Solutions, Inc. Table of Contents December 31, 2021 and 2020

Independent Auditor's Report	1-2
Financial Statements	
Statements of Financial Position	3
Statements of Activities and Changes in Net Assets	4
Statements of Cash Flows	5
Statements of Functional Expenses	6
Notes to Financial Statements	7-14



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors, Uplift Solutions, Inc.:

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Uplift Solutions, Inc. (the "Company"), which comprise the statements of financial position as of December 31, 2021 and 2020, the related statements of activities and changes in net assets, cash flows and functional expenses for the years then ended and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Uplift Solutions, Inc., as of December 31, 2021 and 2020 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 ("GAAS"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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 financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the 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 GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or
 error, and design and perform audit procedures responsive to those risks. Such procedures include
 examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are
 appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of
 the Company'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 financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company'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 audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

February 25, 2022

Withem Smith + Brown, PC

Uplift Solutions, Inc. Statements of Financial Position December 31, 2021 and 2020

		2021		2020		
Assets						
Current assets						
Cash - unrestricted	\$	330,382	\$	142,743		
Cash - restricted		424,917		283,641		
Accounts receivable		176,250		81,550		
Prepaid expense		7,525		7,484		
Total current assets		939,074		515,418		
Non-current assets						
Investment		-		123,350		
Total non-current assets		-		123,350		
Property and equipment						
Equipment		93,231		91,706		
Less: Accumulated depreciation		71,821		65,773		
Total property and equipment		21,410		25,933		
Total assets	<u>\$</u>	960,484	\$	664,701		
Liabilities and Net Assets						
Current liabilities						
Accounts payable and accrued expenses	\$	92,758	\$	201,000		
Deferred revenue		91,250		18,309		
Total current liabilities		184,008		219,309		
Non-current liabilities						
Note payable		125,000		125,000		
Net assets						
Without donor restrictions		396,743		36,751		
With donor restrictions		254,733		283,641		
Total net assets		651,476		320,392		
Total liabilities and net assets	\$	960,484	\$	664,701		

The Notes to Financial Statements are an integral part of these statements.

Uplift Solutions, Inc.
Statements of Activities and Changes in Net Assets
Years Ended December 31, 2021 and 2020

		2021		2020				
	Without Donor Restrictions	With Dono		Without Donor Restrictions	With Donor Restrictions	Total		
Support and revenues								
Grants	\$ 1,120,286	\$ 320,25	0 \$ 1,440,536	\$ 1,163,657	\$ -	\$ 1,163,657		
Program service revenue	78,790	-	78,790	156,555	-	156,555		
Contributions	168,303	151,08	0 319,383	255,182	284,673	539,855		
Interest income	89	-	89	69	-	69		
In-kind contributions	45,000	-	45,000	45,000	-	45,000		
Other income	1,952		1,952	1,437		1,437		
Total support and revenues	1,414,420	471,33	0 1,885,750	1,621,900	284,673	1,906,573		
Net assets released from restrictions								
Satisfaction of purpose restriction	454,402	(454,40)	2) -	239,512	(239,512)	-		
Passage of time	45,836	(45,83	6) -	-	-	-		
Total support and revenues	1,914,658	(28,90	8) 1,885,750	1,861,412	45,161	1,906,573		
Expenses								
Program services	1,355,438	-	1,355,438	1,418,319	-	1,418,319		
Management and general	199,228		199,228	171,677		171,677		
Total expenses	1,554,666		1,554,666	1,589,996		1,589,996		
Change in net assets	359,992	(28,90	8) 331,084	271,416	45,161	316,577		
Net Assets (Deficit), Beginning of year	36,751	283,64	1 320,392	(234,665)	238,480	3,815		
Net Assets, End of year	\$ 396,743	\$ 254,73	<u>\$ 651,476</u>	\$ 36,751	\$ 283,641	\$ 320,392		

The Notes to Financial Statements are an integral part of these statements.

Uplift Solutions, Inc. Statements of Cash Flows Years Ended December 31, 2021 and 2020

		2021		2020
Operating activities				
Change in net assets	\$	331,084	\$	316,577
Adjustments to reconcile change in net assets				
to net cash provided by operating activities				
Depreciation		6,748		9,850
Bad debt expense		11,000		65,026
Impairment of investment		123,350		-
Changes in assets and liabilities				
Contributions receivable		-		15,000
Accounts receivable		(105,700)		16,611
Prepaid expense		(41)		(6,131)
Accounts payable and accrued expenses		(108,242)		(207,866)
Deferred revenue		72,941		18,178
Net cash provided by operating activities		331,140		227,245
Investing activity				
Purchase of fixed assets		(2,225)		(2,690)
Net cash used in investing activity		(2,225)		(2,690)
Net change in cash and restricted cash		328,915		224,555
Cash and restricted cash				
Beginning of year		426,384		201,829
End of year	\$	755,299	\$	426,384
Supplemental disclosure of cash flow information				
Interest paid	<u>\$</u>	2,500	<u>\$</u>	2,500
Cash and restricted cash are reported within the statements of financial position as follows				
Unrestricted	\$	330,382	\$	142,743
Restricted		424,917		283,641
	\$	755,299	\$	426,384

Uplift Solutions, Inc. Statements of Functional Expenses Years Ended December 31, 2021 and 2020

		2021				 2020					
		Program Services		nagement and General	_	Total	Program Services		nagement and General		Total
Salaries and fringes	\$	702,644	\$	145,952	\$	848,596	\$ 750,599	\$	109,689	\$	860,288
Office expenses		13,393		11,408		24,801	4,829		15,821		20,650
Professional fees		2,163		22,493		24,656	9,005		15,021		24,026
Other contracted fees		761		570		1,331	881		641		1,522
Occupancy		58,502		-		58,502	85,033		10,427		95,460
Travel		22,918		4,026		26,944	47,475		3,298		50,773
Grants		313,326		-		313,326	260,955		-		260,955
Insurance		-		10,699		10,699	-		10,349		10,349
Supplies and promotion expense		15,513		3,361		18,874	18,030		1,845		19,875
Program service expense		52,525		-		52,525	57,145		-		57,145
Event expenses		33,314		-		33,314	114,077		-		114,077
Bad debt expense		11,000		-		11,000	65,026		-		65,026
Impairment		123,350				123,350					
Depreciation		6,029		719		6,748	 5,264		4,586		9,850
	<u>\$</u>	1,355,438	\$	199,228	\$	1,554,666	\$ 1,418,319	\$	171,677	\$	1,589,996

The Notes to Financial Statements are an integral part of these statements.

1. ORGANIZATION PURPOSE AND SUMMARY OF ACCOUNTING POLICIES

Uplift Solutions, Inc. (the "Company") was incorporated under New Jersey not-for-profit laws in 2009. The Company's mission is "Delivering entrepreneurial solutions that support underserved communities for the joy of a healthy life." The Company was purposed to support local governments, supermarket operators, and developers in the eradication of food deserts nationally. The Company's work led to identifying and addressing other issues to include access to food insecurity, healthcare and financial services access, nutrition education, and access to jobs. As the Company matured, it found its area of expertise in addressing the unique needs of individuals impacted by the criminal justice system.

In April 2017, the Company initiated a program to train formerly incarcerated individuals for entry into the grocery industry. The program combines classroom and experimental learning to provide hard and soft skills, preparing participants to enter the grocery industry. The objective of the re-entry program is to provide re-entering citizens job readiness skills, technical skills within the grocery industry and long-term permanent employment with a goal of reducing the likelihood of them recidivating, ultimately reducing long-term poverty.

In 2019, the Company ended its work with new supermarket developments. On July 1, 2021, the Company divested its Philly Food Rescue program to the Share Food Program. Today, the Company focuses exclusively on work with criminal justice impacted individuals.

Basis of Presentation

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America using the accrual basis of accounting. Accordingly, the Company distinguishes between net assets with donor restrictions and net assets without donor restrictions, 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 restrictions and may be expended for any purpose in performing the primary objectives of the Company. These net assets may be used at the discretion of the Company's management and the board of directors.

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 Company or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. There were no net assets that were perpetual in nature at December 31, 2021 and 2020.

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 statements of activities and changes in net assets.

Revenue and Support Recognition

Contributions are recognized as revenues when they are received or unconditionally pledged. The Company reports gifts of cash, other assets, and grants as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and changes in net assets as net assets released from restrictions. However, the receipt of restricted contributions whose restrictions expire or are otherwise satisfied within the period of receipt are reported as revenues without donor restrictions in the statements of activities and changes in net assets.

Program service fees are recognized under fee-for-service contracts based on the level of service provided (the performance obligation) multiplied by the contracted reimbursement rate for a unit of service. The Company's ability to collect revenues from contracts with customers is affected by a variety of factors including general economic conditions and each customer's financial capability. Program service revenue primarily relates to consulting services to outside company programs, along with management fees for fiscal sponsorship. For the consulting, services are billed monthly. Revenues are recognized over time as the services are provided to customers.

Expense Allocation

The cost of providing the various programs and activities has been summarized on a functional basis in the statements of activities and changes in net assets. Expenses are directly charged to the program activities other than those that benefit multiple functions. The financial statements report certain categories of expenses that are attributable to one or more program or supporting service of Uplift Solutions, Inc. Those expenses are for the Executive Director and CFO compensation, including salary, payroll taxes and benefits, allocated on the basis of time and effort percentages. Expenses for occupancy, telephone and insurance are charged to management.

In-Kind Services

In-kind costs are reflected upon receipt or use and are recorded at cost or estimated cost, where practicable, as expenses for program services and management and general expenses. For each of the years ended December 31, 2021 and 2020, in-kind costs were \$45,000.

Cash-restricted

Restricted cash is cash to be used at the Company's golf outing, and also includes FACT, ACS and Knight Foundation monies to be spent in the future.

Accounts Receivable

The Company provides an allowance for bad debts using the allowance method, which is based on management's judgment considering historical information. Accounts receivable are unsecured. Accounts past due are individually analyzed for collectability. In addition, an allowance is provided for other accounts when a significant pattern of un-collectability has occurred. When all collection efforts have been exhausted, the accounts are written off. At December 31, 2021 and 2020, an allowance was not warranted as management deemed all accounts receivable to be fully collectible.

Contributions Receivable

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value, which is measured as the present value of their future cash flows. The discounts on those amounts are computed using the federal market prime rate. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. At December 31, 2021 and 2020, all contributions receivable were due in one year. At December 31, 2021 and 2020, an allowance was not warranted as management deemed all contributions receivable to be fully collectible.

Concentration of Credit Risk

Financial instruments which potentially subject the Company to concentration of credit risk consist of cash, grants and contract revenue from the federal government and other non-profit organizations and accounts receivable.

The Company places its cash in high credit quality financial institutions, and at times, the amounts may exceed the insurance protection limits provided by the Federal Deposit Insurance Corporation. The Company does not believe any significant credit risk exists with respect to these investments.

Grants from non-profit organizations accounted for 76% and 61% of total revenue and support for the years ended December 31, 2021 and 2020, respectively. Grants from non-profit organizations are for set periods of time and subject to renewal.

Accounts receivable consists of grants receivable and program service receivable. 82% of the accounts receivable balance was due from two grantors at December 31, 2021. 61% of the accounts receivable balance was due from one grantor at December 31, 2020.

Property, Equipment and Depreciation

Property and equipment are recorded at cost, except for donated items which are recorded at fair value on the date of donation. Depreciation is provided over the estimated useful lives of the assets, which range from 3 to 5 years using the straight-line method. Depreciation expense charged to operations amounted to \$6,748 and \$9,850 for the years ended December 31, 2021 and 2020, respectively.

Investment

The Company had an investment in an equity security of a nonpublic third party for business and strategic purposes. Investments in equity securities of nonpublic entities without readily determinable fair values are carried at cost minus impairment, if any, plus or minus changes resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer. During 2021, the Company determined that the investment was fully impaired and recorded an impairment of \$123,350. The Company reviews its equity securities without readily determinable fair values on a regular basis to determine if the investment is impaired. For purposes of this assessment, the Company considers the investee's cash position, earnings and revenue outlook, liquidity and management ownership, among other factors, in its review. If management's assessment indicates that an impairment exists, the Company estimates the fair value of the equity investment and recognizes in current earnings an impairment loss that is equal to the difference between the fair value of the equity investment and its carrying value.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

2. INCOME TAXES

The Company is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision or liability for income taxes has been recorded in the financial statements.

The Company adopted the accounting pronouncement dealing with uncertain tax positions as of January 26, 2010. Upon adoption of this accounting pronouncement, the Company had no unrecognized tax benefits. Furthermore, the Company had no unrecognized tax benefits at December 31, 2021 and 2020. In addition, the Company has no income tax related penalties or interest for the periods reported in these financial statements.

3. DEFERRED REVENUE

The Company operates its programs via funding from various grants. At December 31, 2021 and 2020, the Company received funds in excess of expenditures on certain grants, which resulted in deferred revenue. For the years ended December 31, 2021 and 2020, deferred revenue totaled \$91,250 and \$18,309, respectively.

4. LEASES

The Company entered into a non-cancelable license agreement with ShopRite of Fox Street, which is operated by Brown's Super Stores, Inc. for the operation of a clinic. The Company has entered into an agreement with Resources for Human Development, Inc. to operate a clinic in this space. Rent expense charged to operations was \$12,302 and \$24,150 for the years ended December 31, 2021 and 2020, respectively. This lease ended in June 2021.

5. RELATED PARTY TRANSACTIONS

The Company reimburses Brown's Super Stores, Inc. ("BSS") for various expenditures that benefit the Company during the year. All fees and salaries are at cost and approved by the Board annually. The Chairman of the Board of the Company is also the Chief Executive Officer of BSS. Support from BSS ended in September 2021.

The following is a summary of transactions with BSS for the years ended December 31:

	2021		 2020		
Payroll and fringes	\$	646,473	\$ 860,288		
Donated items reimbursement		188,577	91,964		
Office rent		1,905	14,238		
Fit-out loan		-	71,801		
Health clinic rent		10,396	32,322		
Program support		1,400	11,852		
Telephone		1,686	2,790		
Meals		10,567	9,616		
Miscellaneous		1,204	 11,716		
	\$	862,208	\$ 1,106,587		

6. NET ASSETS

Components of net assets at December 31, were as follows:

	 2021		2020
Net assets without donor restrictions			
available for general operations	\$ 396,743	\$	36,751
Net assets with donor restrictions are restricted for			
the following purposes or periods:			
Subject to expenditure for specified purpose			
Future Program Support - Komen	-		8,306
Future Program Support - Brown's Golf Outing	1,611		182,026
Future Program Support - Payroll	-		75,000
Future Program Support - Fathers And Children Together	21,809		18,309
Future Program Support - McLean	25,000		-
Future Program Support - American Cancer Society	2,149		-
Subject to passage of time - no purpose limitations			
Future Program Support - William Penn	108,331		-
Future Program Support - Spring Point Partners	95,833		-
Total net assets with donor restrictions	 254,733		283,641
Total net assets	\$ 651,476	<u>\$</u>	320,392

For the above net assets with time restrictions, the time restriction is for periods starting after December 31, 2021.

Components of net assets with donor restrictions released from restriction at December 31, 2021 and 2020, consisted of the following:

	2	021	 2020		
Program support	\$	500,238	\$ 239,512		

7. NOTE PAYABLE

The Company's obligations under note payable consist of the following:

	 2021	 2020
Note payable to Lynmar Builders dated June 30, 2016, of \$125,000 with interest only on the unpaid principal balance from the date of the Promissory Note at the rate of 2% per annum. Interest shall be payable quarterly for interest accrued during the previous quarter.		
The unpaid principal amount and the accrued but unpaid interest of		
this Note, if not sooner paid, shall be due and payable on June 30,		
2023 (the "Maturity Date").	\$ 125,000	\$ 125,000
Less: Current portion	 	
Note payable, net of current portion	\$ 125,000	\$ 125,000

8. NEW ACCOUNTING PRONOUNCEMENT ISSUED NOT YET EFFECTIVE

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2016-02, *Leases* (Topic 842), which requires the recognition of a "right to use" asset and a lease liability, initially measured at the present value of the lease payments, on the statement of financial position for all of the Company's lease obligations which have a term greater than 1 year. This standard is effective for fiscal years beginning after December 15, 2021. The Company is currently evaluating the impact these changes will have on its future financial statements.

9. MEMBERSHIP INTEREST IN LIMITED LIABILITY COMPANY

On March 13, 2017, the Company entered into a membership interest assignment from an unrelated party effective January 1, 2017. The membership interest the Company received is a 51% interest in a limited liability company located in Delaware. The limited liability company will never have any equity and therefore has not been reflected in these financial statements as an asset or liability to the Company. In exchange for entering into this transaction, the 49% owner made a contribution to the Company.

10. FINANCIAL ASSETS AND LIQUIDITY RESOURCES

The following table reflects the Company's financial assets and liquidity resources as of December 31, 2021 and 2020, reduced by the amounts that are not available to meet general expenditures within one year of the statement of financial position date because of contractual restrictions, donor restrictions or internal board designations. Amounts not available include \$195,753 and \$283,641 of cash restricted by donor stipulations at December 31, 2021 and 2020, respectively. In addition to financial assets available to meet general expenditures over the next 12 months, the Company operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources.

	2021		2020		
Financial assets					
Cash	\$	330,382	\$	142,743	
Cash restricted		424,917		283,641	
Accounts receivable		176,250		81,550	
Total financial assets		931,549		507,934	
Less: Amounts not available to be used within one year					
Net assets with donor restrictions		254,733		283,641	
Total amounts not available to be used within one year		254,733		283,641	
Financial assets available to meet general expenditures					
over the next 12 months	\$	676,816	\$	224,293	

11. PAYCHECK PROTECTION PROGRAM

During May 2020, the Company received a loan from a financial institution authorized through the Paycheck Protection Program ("PPP") authorized by the Coronavirus Aid, Relief and Economic Security Act ("CARES Act") in the amount of \$181,300. The loan may be forgiven upon a review by the financial institution of the Company's use of the loan proceeds in accordance with the CARES Act. If the financial institution determines that the criteria for forgiveness has not been met, the loans mature 2 years from the date of the loan and interest accrues at 1% per year.

The American Institute of Certified Public Accountants ("AICPA") released a technical memo addressing the accounting considerations for the forgivable loan received in accordance with the PPP. Based on the AICPA's technical memo, a not-for-profit may account for the PPP loan in accordance with either FASB ASC 958-605 or FASB ASC 470.

The Company has elected to account for the forgivable loan received under the PPP in accordance with FASB ASC 958-605. The Company believes the PPP loan, in substance, is similar in characteristic to a government grant. The funding was provided to support the Company, and if conditions are met, the grant will be forgiven. Based on the Company's understanding of the funding, the bank or the Small Business Administration ("SBA") cannot deny forgiveness if they meet the criteria; therefore, they believe this funding is more similar to a government grant.

The conditional contribution is recognized as grant income at a point in time once the conditions of release have been substantially met or explicitly waived; or over a period of time as it incurs qualifying PPP expenses. As discussed above, the Company believes that it is probable that it will meet the terms of forgiveness, as it began utilizing the PPP proceeds for eligible expenses in the current year, and expects to fully utilize the PPP proceeds. Accordingly, the Company recognized PPP grant income of \$181,300 in the accompanying statements of activities and changes in net assets for the year ended December 31, 2020.

The Company submitted the PPP loan forgiveness application prior to yearend. Although the Company believes it is probable that the PPP loan will be forgiven, the Company's application must be evaluated by the lender and SBA before forgiveness is formally granted. Therefore, there is no guarantee that any portion of the PPP loan proceeds will be forgiven; and the Company is legally obligated to repay the PPP loan until such time as legal release is received.

The PPP loan was forgiven in full on January 6, 2021.

12. SUBSEQUENT EVENTS

The Company has evaluated subsequent events occurring after the statement of financial position date through the date of February 25, 2022, which is the date the financial statements were available to be issued. Based on this evaluation, the Company has determined that no subsequent events have occurred which require disclosure in the financial statements.