OPERATION HOPE, INC. CONSOLIDATED FINANCIAL STATEMENTS DECEMBER 31, 2018 AND 2017

With Independent Auditor's Report Thereon



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Operation Hope, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of Operation Hope, Inc. (a California nonprofit organization), which comprise the consolidated statements of financial position as of December 31, 2018 and 2017, and the related consolidated 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 consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Operation Hope, Inc. as of December 31, 2018 and 2017, 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.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated February 11, 2020, on our consideration of Operation Hope, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Operation Hope, Inc.'s internal control over financial reporting and compliance.

Morrow, Georgia February 11, 2020

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OPERATION HOPE, INC. CONSOLIDATED STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2018 AND 2017

ASSETS

ASSE	.13	
	2018	2017
Current assets		
Cash and cash equivalents	\$ 1,698,763	\$ 2,588,303
Investments	40,424	21,825
Grants receivable	394,572 5,777,427	263,921 3,655,045
Promises to give Prepaid expenses	87,238	48,338
Donated facility use	98,366	110,780
Donated facility use		110,700
Total current assets	8,096,790	6,688,212
Promises to give – long-term	5,519,920	4,484,872
Property and equipment, net	2,061,678	244,908
Deposits	8,396	8,396
Donated facility use – long-term		99,484
Total assets	\$ <u>15,686,784</u>	\$ <u>11,525,872</u>
LIABILITIES ANI	D NET ASSETS	
Current liabilities		
Accounts payable and accrued expenses	\$ 1,012,457	\$ 838,177
Accrued payroll and other compensation	1,216,500	1,075,114
Due to related parties	20,533	10,000
Deferred revenue	66,544	·
Current portion of debt	362,579	
Total current liabilities	2,678,613	1,923,291
Long-term debt	4,216,585	3,458,133
Long-term debt	4,210,303	5,750,155
Total liabilities	6,895,198	5,381,424
Net (deficit) assets		
Without donor restrictions	(6,491,937)	(6,417,374)
With donor restrictions	15,283,523	12,561,822
Total net (deficit) assets	8,791,586	6,144,448
Total liabilities and net assets	\$ <u>15,686,784</u>	\$ <u>11,525,872</u>

OPERATION HOPE, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and support Contributions, grants, and sponsorship Contributed goods and services Other	\$ 5,634,163 4,906,079 5,020	\$ 13,098,092	\$ 18,732,255 4,906,079 5,020
Revenue and support	10,545,262	13,098,092	23,643,354
Net assets released from restrictions	_10,376,391	(10,376,391)	<u>=</u>
Total revenue and support	20,921,653	2,721,701	23,643,354
Expenses Program services	17,900,213	-	17,900,216
Supporting services General and administration Fundraising Total supporting services	2,486,548 609,455 3,096,003		2,486,548 609,455 3,096,003
Total expenses	20,996,216		20,996,216
Change in net assets	(74,563)	2,721,701	2,647,138
Net (deficit) assets at beginning of year	(6,417,374)	12,561,822	6,144,448
Net (deficit) assets at end of year	\$ (6,491,937)	\$ <u>15,283,523</u>	\$ <u>8,791,586</u>

OPERATION HOPE, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2017

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and support Contributions, grants, and sponsorship Contributed goods and services Other	\$ 7,144,829 1,549,247 25,849	\$ 9,237,029	\$ 16,381,858 1,549,247 25,849
Revenue and support	8,719,925	9,237,029	17,956,954
Net assets released from restrictions	7,239,035	(7,239,035)	-
Total revenue and support	15,958,960	1,997,994	17,956,954
Expenses Program services	15,302,167		15,302,167
Supporting services General and administration Fundraising Total supporting services	4,244,294 607,568 4,851,862		4,244,294 607,568 4,851,862
Total expenses	20,154,029		20,154,029
Change in net assets	(4,195,069)	1,997,994	(2,197,075)
Net (deficit) assets at beginning of year	(2,222,305)	10,563,828	8,341,523
Net (deficit) assets at end of year	\$ <u>(6,417,374)</u>	\$ <u>12,561,822</u>	\$ <u>6,144,448</u>

OPERATION HOPE, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2018

3	Program activities	Management and general	Fundraising	Totals
Personnel expenses	\$ 10,047,373	\$ 867,406	\$ 425,628	\$ 11,340,407
Client assistance	1,778,972		(1,778,972
Contract and professional fees	519,539	399,666	16,037	935,242
Conferences	848,381	:=:	:=:	848,381
Office	444,217	67,715	24,497	536,429
Travel and entertainment	264,592	42,061	122,061	428,714
Telecommunications	316,081	73,226	12,377	401,684
Occupancy	51,068	130,528	S.	181,596
Advertising and promotions	82,692	43,389	i.e.	126,081
Insurance	104,037	10,843	7,540	122,420
Total expenses before bad debt, in-ki	nd			
depreciation, and interest	14,456,952	1,634,834	608,140	16,699,926
In-kind	3,262,627	491,924		3,754,551
Interest expense	: - :	202,205	3 =	202,205
Depreciation	180,634	1,281	1,315	183,230
Other	<u> </u>	156,304	· · · · · · · · · · · · · · · · · · ·	156,304
Total expenses	\$17,900,213	\$2,486,548	\$609,455	\$20,996,216

OPERATION HOPE, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2017

	Program activities	Management and general	Fundraising	Totals
Personnel expenses	\$ 8,902,131	\$ 1,087,461	\$ 291,403	\$ 10,280,995
Client assistance	1,290,749	· · · · · · · · · · · · · · · · · · ·) (1,290,749
Contract and professional fees	524,881	303,159	20,855	848,895
Conferences	737,321	*	-	737,321
Office	484,845	61,564	45,324	591,733
Travel and entertainment	499,144	62,519	198,853	760,516
Telecommunications	344,900	89,825	13,928	448,653
Occupancy	326,068	255,579	28,134	609,781
Advertising and promotions	233,640	87,148		320,788
Insurance	177.658	16.234	7,119	201,011
Total expenses before bad debt, in	n-kind,			
depreciation, and interest	13,521,337	1,963,489	605,616	16,090,442
Bad debt	温》	1,939,704	<u></u>	1,939,704
In-kind	1,593,786	193,114	175	1,786,900
Interest expense	j e :	144,640		144,640
Depreciation	187,044	3,347	1,952	192,343
Total expenses	\$15.302.167	\$4.244,294	\$607,568	\$ <u>20,154,029</u>

OPERATION HOPE, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2018 AND 2017

		2018		2017
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to net	\$	2,647,138	\$	(2,197,075)
cash used in operating activities Depreciation Unrealized loss (gain) Contribution of software		183,230 2,198 (1,250,000)		192,343 (6,804)
Contribution of stock (Increase) Decrease in operating assets Grants receivable Promises to give		(19,185) (130,651) (3,157,430)		158,975 1,061,099
Prepaid expenses Donated facility usage Deposits		(38,900) 111,898		202,152 187,224 56,516
Increase in operating liabilities Accounts payable and accrued expenses Accrued payroll and other compensation Due from related parties Deferred revenue	-	174,280 141,386 10,533 66,544	-	55,361 181,879 10,000
NET CASH USED IN OPERATING ACTIVITIES		(1,258,959)		(98,330)
NET CASH FLOWS FROM INVESTING ACTIVITIES Purchase of property and equipment Purchase of investments	:=	(750,000) (1,612)	14	- (169)
NET CASH USED IN INVESTING ACTIVITIES		(751,612)		(169)
CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from line of credit Repayments of debt	n-	2,730,267 (1,609,236)	-	2,300,000 (823,494)
NET CASH PROVIDED BY FINANCING ACTIVITIES	_	1,121,031	17	1,476,506
NET CHANGE IN CASH AND CASH EQUIVALENTS		(889,540)		1,378,007
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEARS	75	2,588,303	3	1,210,296
CASH AND CASH EQUIVALENTS AT THE END OF THE YEARS	\$_	1,698,763	\$_	2,588,303
Supplemental disclosure Cash paid for interest	\$_	182,260	\$_	135,817

OPERATION HOPE, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018 AND 2017

1. ORGANIZATION

Operation Hope, Inc. (the "Organization"), headquartered in Atlanta, Georgia, is a nonprofit public benefit organization working to disrupt poverty and empower inclusion for low and moderate-income individuals throughout the U.S. The Organization was founded immediately following the civil unrest of April 29, 1992 in Los Angeles. Programs focus on financial literacy, credit counseling, small business technical assistance, home ownership and emergency financial counseling services for both youth and adults. The Organization's support comes primarily from individual donors' contributions, corporate and foundation gifts, and sponsorships for various program events.

Hope Advisors LLC, a wholly-owned subsidiary of Operation Hope, Inc., was formed in 2007 to provide consulting services to organizations regarding joint ventures. Hope Advisors, LLC had no operations during the years ended December 31, 2018 and 2017, and held no assets nor had any liabilities as of December 31, 2018 and 2017.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the significant accounting policies consistently applied in the preparation of the accompanying financial statements follows.

Principles of consolidation

The financial statements consolidate the accounts of Operation Hope, Inc. and Hope Advisors LLC (hereafter, collectively referred to as HOPE). Any interorganizational accounts and transactions have been eliminated in the consolidation.

Basis of accounting

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP").

HOPE classifies its net assets and revenues and expenses, gains and losses based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of HOPE and changes therein are classified and reported as follows:

<u>Net assets without donor restrictions</u> – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objective of the organization. These net assets may be used at the discretion of HOPE's management and the board of directors.

<u>Net assets with donor restrictions</u> – Net assets subject to stipulations imposed by donors and grantors. Those restrictions will be met by actions of HOPE or by the passage of time.

Contributions received are recorded as increases in net assets without donor restrictions unless the use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. When a 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 in the statement of activities as net assets released from restrictions.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Unconditional promises to give are recognized as revenues or gains in the period received and as assets or decreases of liabilities, depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Cash and cash equivalents

HOPE considers cash on deposit, temporary investment and all highly liquid financial instruments with original maturities of three months or less to be cash equivalents.

Grants receivables

HOPE receives numerous grants from federal agencies that are not considered contributions under accounting principles generally accepted in the United States of America. HOPE recognizes income from these grants as revenue and support only to the extent that expenditures incurred qualify for reimbursements under the terms and conditions of the grant agreements.

Promises to give

Unconditional promises to give involve fair value measurement only upon initial recognition. Unconditional promises to give, which are expected to be received in future years, are recorded at the present value of their estimated future cash flows using discount rates approximating the rate of return on U.S. government securities with similar maturities. Amortization of the discount is included in contribution revenue. HOPE provides for an allowance for doubtful receivables based on donor reputation and past giving history.

Property and equipment

Property, leasehold improvements and equipment are carried at cost if purchased, or if donated, at fair value on the date of donation. Property and equipment are capitalized if the cost of an asset is greater than or equal to \$2,500 and the useful life is greater than one year. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the assets as follows:

Leasehold improvements 5 to 10 years (or lease term if shorter)

Furniture and fixtures 7 years Computer and office equipment 3 to 5 years

Renewals and betterments that materially extend the life of an assets are capitalized. Expenditures for maintenance and repairs are charged against operations. When property is sold, retired, or otherwise disposed of, the cost and the related accumulated depreciation and amortization are eliminated from the accounts and any resulting gains or loss is included in current operations.

Accounting for impairment of long-lived assets

HOPE reviews property and equipment for impairment whenever events or changes in circumstances indicate that the carrying value of the property and equipment may not be recoverable. Recoverability is measured by a comparison of the carrying amount of the asset to future net cash flows, undiscounted and without interest, expected to be generated by the asset. If such asset is considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the asset exceeds fair value of the asset. During the years ended

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

December 31, 2018 and 2017, there were no events or changes in circumstances indicating that the carrying amount of property and equipment may not be recoverable.

Deferred Revenue

Grant revenue paid to HOPE in advance is recorded as deferred revenue. Such revenue will be recognized in the period expenditures are incurred.

Contributed Goods and Services

The value of significant donated goods and services and free use of long-lived assets and facilities is reflected as contributions in the accompanying consolidated financial statements at the estimated fair value of such goods and services at the date of contribution.

Contributed services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

During the years ended December 31, 2018 and 2017, HOPE received contributed goods that included the use of property and advertising. HOPE also received contributed legal services. Total in-kind contributed goods and services received and included in the accompanying consolidated statements of activities amounted to \$4,906,079 and \$1,549,247 for the years ended December 31, 2018 and 2017, respectively. Total in-kind expenses for the years ended December 31, 2018 and 2017 totaled \$3,754,551 and \$1,786,900, respectively.

Advertising and Promotion Costs

Advertising and promotion costs are expensed as incurred. Total advertising and promotion costs amounted to \$126,081 and \$441,167 for the years ended December 31, 2018 and 2017, respectively. Of these amounts, \$0 and \$120,379 of advertising and promotion costs were form in-kind contributions for the years ended December 31, 2018 and 2017, respectively.

Functional Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of HOPE. Those expenses including salaries and wages, payroll taxes, office expenses, accounting fees, postage, insurance and depreciation, which are allocated on the basis of estimates of time and effort.

Income taxes

HOPE is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the "IRC") whereby only unrelated business income, as defined by Section 512(a)(1) of the IRC is subject to federal income tax. HOPE had no unrelated business income in and no provision for income taxes had been made as of December 31, 2018 and 2017..

HOPE's application of ASC 740 regarding uncertain tax positions had no effect on its financial position as management believes HOPE has no material unrecognized income tax benefits, including any potential risk of loss of its not-for-profit status. HOPE would account for any potential interest or penalties related to possible future liabilities for unrecognized income tax benefits as income tax expense. HOPE is no longer subject to examination by federal, state or local tax authorities for periods before 2016.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Estimates in the financial statements

Management of HOPE makes estimates and assumptions related to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities to prepare the financial statements in conformity with GAAP. Actual results could differ from these estimates.

New accounting pronouncement

On August 18, 2016, FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. HOPE has adjusted the presentation of these statements accordingly. The ASU has been applied retrospectively to all periods presented.

Subsequent events

HOPE has evaluated subsequent events through February 11, 2020, the date which the financial statements were available to be issued.

3. AVAILABILITY AND LIQUIDITY

The following represents HOPE's financial assets at December 31, 2018 and 2017, reduced by amounts not available for expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year.

		2018		2017
Financial assets: Cash Investments Grants and promises to give receivable	\$	1,698,763 40,424 6,171,999	\$	2,588,303 21,825 3,918,966
Financial assets, at year-end	_	7,911,186	-	6,529,094
Less amounts unavailable to be used within one year: Net assets with time restrictions	-	(5,562,500)	-	(4,737,351)
Financial assets available to meet general expenditures over the next year	\$	2,348,686	\$	1,791,743

HOPE's goal is generally to maintain financial assets to meet 6 months of operating expenses. As part of its liquidity plan, HOPE keeps a portion of cash reserves in a savings account.

4. DONATED FACILITY USE

HOPE receives donated office space from one of its partners. There is one year remaining on the commitment. HOPE pays \$1 annually for the space. The balance on the lease as of December 31, 2018 and 2017 was \$98,366 and \$210,264, respectively.

5. PROMISES TO GIVE

Promises to give at December 31:

	2018	2017
Within one year	\$ 5,777,427	\$ 3,655,045
Within two to five years	5,730,500	4,674,550
Less discount to reflect contributions		
receivable at present value	(210,580)	(189,678)
	\$_11,297,347	\$ 8,139,917

The effective interest rates used to discount the promises to give was 3.5% and 2.5% for years ended December 31, 2018 and 2017, respectively.

6. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at December 31:

	2018	2017
Computers and software	\$ 1,119,407	\$ 1,119,407
Leasehold improvements	808,898	808,898
Furniture and fixtures	42,584	42,584
Software in development	2,000,000	
,	3,970,889	1,970,889
Less accumulated depreciation	(1,909,211)	(1,725,981)
	\$ <u>2,061,678</u>	\$ 244,908

Depreciation expense for the years ended December 31, 2018 and 2017, amounted to \$183,230 and \$192,343, respectively.

7. DEBT

HOPE had a line of credit agreement with a bank. The agreement provided for maximum borrowings up to \$2,500,000. The line carried a variable interest rate at the bank's reference rate plus 1% (6.50% at December 31, 2018 and 4.25% at December 31, 2017). Interest was payable on a monthly basis. The line of credit matured on June 4, 2019. The outstanding balance was \$1,954,386 and \$2,458,135 as of December 31, 2018 and 2017, respectively. Interest expense on the line of credit was \$118,756 and \$118,515 for the years ended December 31, 2018 and 2017, respectively. All borrowings under the agreement were collateralized by all the property and assets of HOPE.

On December 9, 2016, HOPE entered into a revolving line of credit agreement with a bank. The agreement provided for maximum borrowings up to \$1,000,000. The line of credit carried a variable interest rate at the bank's reference rate (4.25% at December 31, 2018 and 4.25% at December 31, 2017). Interest was payable on a monthly basis. The revolving line of credit matured on June 4, 2019. The outstanding balance was \$1,499,842 and \$999,998 at December 31, 2018 and 2017. Interest expense on the line of credit was \$56,845 and \$26,125 for the years ended December 31, 2018 and 2017. The borrowings under the agreement were unsecured.

7. DEBT (Continued)

On July 6, 2018, HOPE entered into a revolving line of credit agreement with a bank. The agreement provided for maximum borrowings up to \$1,000,000, which was increased to \$1,250,000 on December 18, 2018. The line of credit carried a variable interest rate at the bank's reference rate (5.25% at December 31, 2018). Interest was payable on a monthly basis. The revolving line of credit matured on June 4, 2019. The outstanding balance was \$1,124,936 at December 31, 2018. Interest expense on the line of credit was \$7,526 for the year ended December 31, 2018. The borrowings under the agreement were unsecured. This line of credit was personally guaranteed by the Founder, Chairman, and CEO.

Subsequent to December 31, 2018, all lines of credit matured on June 4, 2019 and were consolidated into a 7-year term loan at an annual interest rate of 5%. A monthly payment of \$84,803 is due through the maturity date of June 1, 2026. At the time of the consolidation, the Founder, Chairman, and CEO was released as guarantor on the line of credit.

Aggregate maturities of the loan are as follows:

December 31,	,F	Principal	-	Interest
2019	\$	362,579	\$	146,241
2020		752,868		264,773
2021		791,386		226,255
2022		831,875		185,766
2023		874,436		143,206
Thereafter	_	2,386,856		157,249
Total	\$	6,000,000	\$	1,123,490

In a letter dated January 31, 2020, the administrative agent of the loan informed HOPE of its reservation of rights in response to HOPE's default under the loan agreement for failure to provide lenders with evidence of HOPE's financial condition as required by the loan agreement. As of the date of the letter, there was no demand for payment or any attempt to collect any such obligation.

8. CONCENTRATION OF CREDIT RISK

Concentration of Cash Balances

HOPE maintains its funds with a financial institution that insures cash balances up to \$250,000 as of December 31, 2018 and 2017, through the Federal Deposit Insurance Corporation. HOPE maintains cash balances that may exceed insured limits as of December 31, 2018 and 2017. HOPE performs on-going evaluations of the financial institution to limit its concentration of credit risk exposure. HOPE has not experienced any losses in such accounts and management believes HOPE is not exposed to any significant credit risk related to cash.

Concentration of Grants Receivable

The financial instruments which potentially subject HOPE to credit risk are primarily grants receivables. The primary grants receivable balance outstanding at December 31, 2018 and 2017 consists of government contracts receivable due from other nonprofit, state and federal granting agencies. Concentration of credit risks with respect to these receivables is limited, as the majority of HOPE's receivable consist of earned fees from contract programs granted by governmental agencies.

8. CONCENTRATION OF CREDIT RISK (Continued)

Major Donors

For the years ended December 31, 2018 and 2017, HOPE received \$8,352,110 and \$8,105,750, respectively, from three donors, which represented approximately 35% and 45%, respectively, of total revenue and support. Promises to give included \$9,231,660 and \$4,907,000 from these donors at December 31, 2018 and 2017, respectively.

9. COMMITMENTS

HOPE has entered into noncancelable operating lease agreements through March 2022. The leases entered into require HOPE to pay its pro rata share of operating expenses, insurance and property taxes. It also requires the annual rent to be adjusted according to the change in the Consumer Price Index.

Future minimum rental payments for all operating leases are as follows:

Year		Amount
2019	\$	107,445
2020		110,678
2021		113,979
2022	_	29,202
	\$	361,304

Rent expense for the years ended December 31, 2018 and 2017, amounted to \$181,596 and \$606,477, respectively.

10. EMPLOYEE BENEFIT PLAN

HOPE has a 401k plan (the "Plan") which covers substantially all employees except for those who are members of a collective bargaining unit and non-resident aliens. Eligible employees must have completed 90 days of service. Employees may elect to make salary deferrals subject to the annual contribution limitation set by Internal Revenue Code. HOPE makes matching contributions of 50% up to the first 6% of employees' salary deferrals. HOPE may also make additional discretionary contributions to the Plan on an annual basis. HOPE made contributions in the amounts of \$72,523 and \$59,004 to the Plan during the years ended December 31, 2018 and 2017, respectively.

11. CONTINGENCIES

Federal Grants

Certain federal grants which HOPE administers and for which it receives reimbursements are subject to audit and final acceptance by federal granting agencies. Current and prior year costs of such grants are subject to adjustment upon audit. The amount of expenditures that may be disallowed by the grantor, if any, cannot be determined at this time, although HOPE expects such amounts, if any, would not have a significant impact of the financial position of HOPE.

11. CONTINGENCIES (Continued)

Litigation

In the normal course of business, HOPE may periodically be involved in litigation. Management believes that the resolution of these matters will not have a material effect on HOPE's financial position or results of operations.

12. FAIR VALUE MEASUREMENT

HOPE has adopted the provisions of Accounting Standards Codifications 820 ("ASC 820"), Fair Value Measurements, for financial assets and liabilities. Under ASC 820, fair value is based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In order to increase consistency and comparability in fair value measurements, ASC 820 establishes a fair value hierarchy that prioritizes observable and unobservable inputs used to measure fair value into three broad levels. These levels, in order of highest priority to lowest priority, are described as follows:

Level 1: Quoted prices in active markets for identical assets or liabilities.

Level 2: Unobservable prices that are based on inputs not quoted on active markets, but corroborated by market data.

Level 3: Inputs are unobservable inputs for the asset that are supported by little or no market activity and that are significant to the fair value of the underlying asset.

HOPE's financial instruments measure at fair value on a recurring basis in accordance with ASC 820 as of December 31, 2018 and 2017, and are deemed as Level 1.

13. RELATED PARTY TRANSACTIONS

HOPE acted as a fiscal agent for Bryant Group Motorsports Academy ("BGMA") collecting donations of \$30,000 and \$40,533 in 2018 and 2017, respectively. HOPE remitted \$20,000 and \$30,000 to BGMA in 2018 and 2017, respectively. The Founder, Chairman & CEO of HOPE founded BGMA. HOPE had a due to balance of \$20,533 and \$10,000 to BGMA for contributions that were sent to HOPE on behalf of BGCA for the years ended December 31, 2018 and 2017, respectively. These funds were sent to BGMA in the subsequent periods.

HOPE received \$25,000 in membership from The Promise Homes Company ("TPHC") in both 2018 and 2017. As a member, TPHC provided their residents with access to HOPE's financial coaching services. The Founder, Chairman and CEO of Operations for HOPE served in a similar capacity with TPHC, which is an owner of single-family residential properties for working class and middle-class communities. He along with two other employees of HOPE are also employees of THPC and receive compensation from TPHC. There is also an individual that serves on both boards.

HOPE provided \$10,000 and \$0 in 2018 and 2017, respectively, to Global Dignity to support the mission of uniting everyone with the belief that we all deserve to live a life of dignity. The Founder, Chairman, and CEO of HOPE is a co-founder of Global Dignity.

13. RELATED PARTY TRANSACTIONS (Continued)

HOPE's board members include representatives from the banks where the lines of credit are held.

Many of HOPE's board members are representatives from the banks where HOPE's programs are offered. As part of the program, HOPE has office space at these bank locations. In addition, the banks make annual donations to HOPE for these programs.

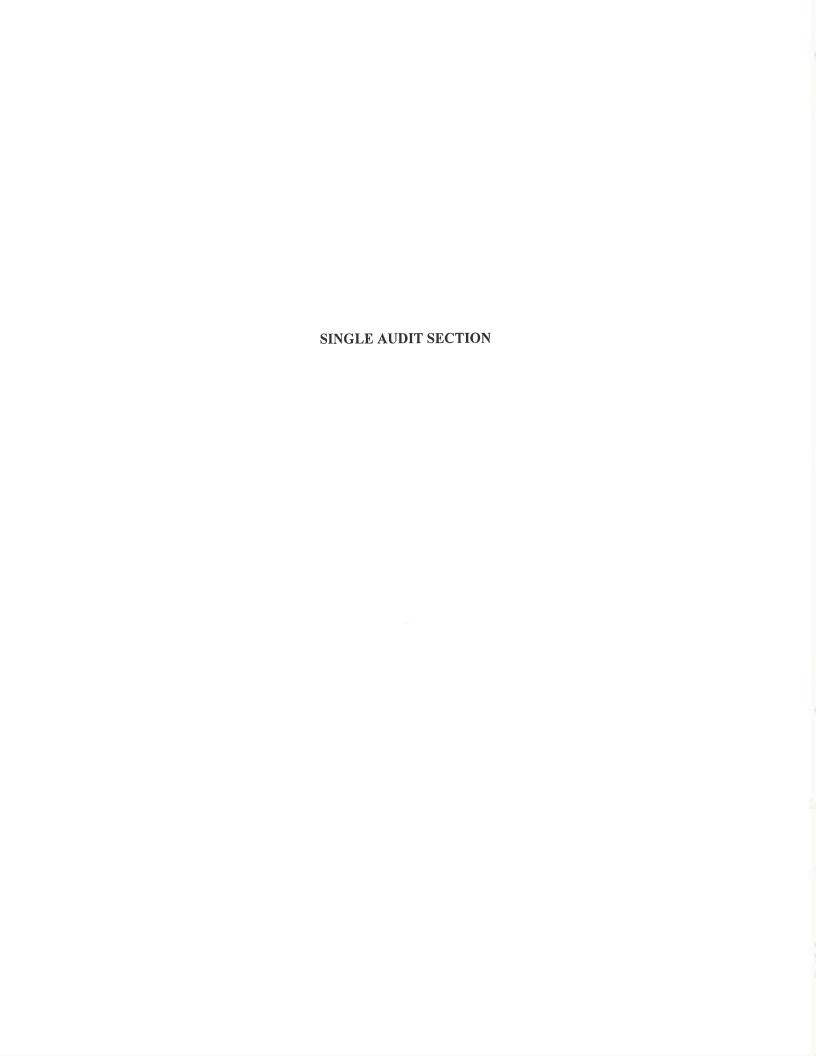
14. NET ASSETS

Net assets with donor restrictions were as follows for the years ended December 31, 2018 and 2017:

	2018	2017
Subject to the passage of time	\$ 10,525,660	\$ 6,573,929
Subject to expenditures for specific purpose:		
Adult and youth programs	3,877,647	5,473,861
Disaster programs	418,630	104,928
Facility use	98,367	210,266
Operational support	363,219	198,838
Sub-total purpose	4,757,863	5,987,893
Total net assets with donor restrictions	\$ <u>15,283,523</u>	\$ <u>12,561,822</u>

Net assets with donor restrictions released from restrictions were as follows for the years ended December 31, 2018 and 2017:

	2018	2017
Subject to the passage of time	\$ 1,836,578	\$ 1,523,678
Satisfaction of purpose restrictions: Adult and youth programs Disaster programs Facility use Operational support Total net assets released from restrictions	7,382,111 743,910 111,899 301,893 \$_10,376,391	5,178,572 325,353 27,663 183,769 \$_7,239,035



OPERATION HOPE, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED DECEMBER 31, 2018

Federal Grantor / Program Title	Grant ID No.	CFDA Number	Passed through to Subrecipients	Revenue/ <u>Expenditures</u>
Economic Development Cluster -				
U.S. Department of Commerce Direct Federal Investments for Public Works and Economic Development Facilities Economic Adjustment Assistance Total U.S. Department of Commerce Total Economic Development Clust	04-79-07227 04-69-07160	11.300 11.307	\$ - 	\$ 306,780 189,592 496,372
•	Ci			470.572
Other Programs -				
Appalachian Regional Commission Direct Federal Appalachian Regional Development Total Appalachian Regional Commission	AL-18080-C1-16	23.001		12,104 12,104
U.S. Department of Justice Direct Federal Juvenile Mentoring Program Total H.S. Department of Justice	2014-JU-FX-0032	16.726		143,391 143,391
Total U.S. Department of Justice			·	175.571

OPERATION HOPE, INC. SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS FOR THE YEAR ENDED DECEMBER 31, 2018

Federal Grantor / Program Title	Grant ID No.	CFDA Number_	Passed through to Subrecipients	Revenue/ Expenditures
Other Programs (Continued) -				
U.S. Department of Housing and Urban Development Direct Federal				
Housing Counseling Assistance Program	HC170931001	14.169	-	75,550
Housing Counseling Assistance Program	HC180431001	14.169		258.943
Total U.S. Department of Housing and	Urban Development			334,493
U.S. Department of Homeland Security Direct Federal				
Disaster Assistance Projects	FEMA-DR-4339	97.088		101.890
Total Delta Regional Authority				101,890
Total Other Programs				591,878
TOTAL EXPENDITURES OF FEDERAL AWARDS			\$	\$1,088,250

OPERATION HOPE, INC. NOTE TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS DECEMBER 31, 2018

Note 1 - Basis of Presentation

The accompanying Schedule of Expenditures of Federal Awards (the "Schedule") includes the federal grant activity of Operation Hope, Inc. under programs of the federal government for the year ended December 31, 2018. The information in this schedule is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in the preparation of, the basic financial statements.

Note 2 - Summary of Significant Accounting Policies

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized, as applicable, by following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

Note 3 - Indirect Costs

Operation Hope, Inc. has elected not to use the 10-percent de minimis indirect cost rate as allowed under the Uniform Guidance.

Note 4 - Subrecipients

No federal grant awards were passed through to subrecipients during the year ended December 31, 2018.

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

To the Board of Directors and Officers of Operation Hope, Inc.

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Operation Hope, Inc. (the "Organization") (a nonprofit organization), which comprise the statement of financial position as of December 31, 2018, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated February 11, 2020.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Organization's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. We did identify certain deficiencies in internal control, described in the accompanying schedule of findings and questioned costs as items 2018-001 that we consider to be significant deficiencies.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Organization's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on

compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Operation Hope, Inc.'s Response to Findings

The Organization's response to the findings identified in our audit is described in the accompanying schedule of findings and questioned costs. The Organization's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Morrow, Georgia February 11, 2020

For Myluc



INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE

To the Board of Directors and Officers of Operation Hope, Inc.

Report on Compliance for Each Major Federal Program

We have audited Operation Hope, Inc.'s (the "Organization") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Organization's major federal programs for the year ended December 31, 2018. Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Organization's compliance.

Opinion on Each Major Federal Program

In our opinion, Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2018.

Report on Internal Control over Compliance

Management of Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Organization's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Organization's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Morrow, Georgia February 11, 2020

to Myluc

OPERATION HOPE, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS DECEMBER 31, 2018

Financial Statements

Ty	pe of auditor's report issued: Unmodified			
Int	ernal control over financial reporting:			
		Yes	No	None Reported
•	Material weakness(es) identified?	0	X	
•	Significant deficiencies identified that are not considered to be material weaknesses?	X		
	ncompliance material to financial statements ted?) 	X	
Fe	deral Awards			
Int	ernal control over major programs:			
•	Material weakness(es) identified?	Ŷ 	X	
•	Significant deficiencies identified that are not considered to be material weaknesses?	1		X
	pe of auditor's report issued on compliance for ajor programs: Unmodified			
be	y audit findings disclosed that are required to reported in accordance with 2 CFR section 200.516(a) the Uniform Guidance?		X	

OPERATION HOPE, INC. SCHEDULE OF FINDINGS AND QUESTIONED COSTS DECEMBER 31, 2018

Identification of Major Programs:

CFDA Number(s)	Name of Federal Program or Cluster
11.300 and 11.307	Economic Development Cluster
Dollar threshold used to distinguish between type A and type B programs:	\$750,000
	Yes No
Auditee qualified as low-risk auditee?	X

Section II - Financial Statement Findings

Finding: 2018-001 Timely Submission of Single Audit Report

SIGNIFICANT DEFICIENCY

Condition: Under the Uniform Guidance, single audits are due nine months after the

end of the organization's fiscal year.

Criteria: Controls should be established to ensure that Operation Hope, Inc. can

complete the required audit and reporting in a reasonable time to allow for

timely filing.

Cause: Inadequate controls to ensure compliance with annual federal awards

reporting requirements resulted in delayed submission of single audit reports

for the year ended December 31, 2018.

Effect: Delayed submission of single audit report for the year ended December 31,

2018.

Recommendation: Operation Hope, Inc. needs to improve internal controls to ensure timely

resolution of accounting issues and timely completion of financial

statements.

Views of

responsible officials and corrective

actions:

Operation Hope, Inc. agrees with this finding. Please refer to the corrective

action plan on page S-11.

Section III - Federal Award Findings and Questioned Costs

No matters were reported.



Operation Hope, Inc. Summary Schedule of Prior Audit Findings Year Ended December 31, 2018

Finding: 2017-001 Timely Submission of Single Audit Report

Condition: Under the Uniform Guidance, single audits are due nine months after the end of the

organization's fiscal year.

Criteria: Controls should be established to ensure that Operation Hope, Inc. can complete the

required audit and reporting in a reasonable time to allow for timely filing.

Cause: Inadequate controls to ensure compliance with annual federal awards reporting

requirements resulted in delayed submission of single audit reports for the year ended

December 31, 2016.

Effect: Delayed submission of single audit report for the year ended December 31, 2016.

Recommendation: Operation Hope, Inc. needs to improve internal controls to ensure timely resolution of

accounting issues and timely completion of financial statements.

Current Status: The organization hired a full time CFO with non-profit experience in November 2018

to ensure timely resolution of accounting issues and timely completion of financial statements. The accounting function was relocated to Atlanta in the first quarter of

2019 to improve communication.

Finding: 2016-001 Timely Submission of Single Audit Report

Condition: Under the Uniform Guidance, single audits are due nine months after the end of the

organization's fiscal year.

Criteria: Controls should be established to ensure that Operation Hope, Inc. can complete the

required audit and reporting in a reasonable time to allow for timely filing.

Cause: Inadequate controls to ensure compliance with annual federal awards reporting

requirements resulted in delayed submission of single audit reports for the year ended

December 31, 2015.

Effect: Delayed submission of single audit report for the year ended December 31, 2015.

Recommendation: Operation Hope, Inc. needs to improve internal controls to ensure timely resolution of

accounting issues and timely completion of financial statements.

Current Status: The organization hired a full time CFO with non-profit experience in November 2018

to ensure timely resolution of accounting issues and timely completion of financial statements. The accounting function was relocated to Atlanta in the first quarter of

2019 to improve communication.



Operation Hope, Inc. Corrective Action Plan Year Ended December 31, 2018

Section II - Federal Statement Findings

Finding: 2018-001 Timely Submission of Single Audit Report

Correction action: Operation Hope, Inc. has reorganized its management team including the finance

and accounting functions. The accounting department was relocated the accounting department from Los Angeles to Atlanta to improve communications with Executive Management. In addition, HOPE has hired a certified public accountant with extensive non-profit accounting experience to assist in preparing for the audit and in collecting outstanding supporting documentation. We fully

expect to complete in the allotted time period.

Proposed completion date: Completed.

Finding: 2017-001 Timely Submission of Single Audit Report

Correction action: Operation Hope, Inc. has reorganized its management team including the finance

and accounting functions. The accounting department was relocated the accounting department from Los Angeles to Atlanta to improve communications with Executive Management. In addition, HOPE has hired a certified public accountant with extensive non-profit accounting experience to assist in preparing for the audit and in collecting outstanding supporting documentation. We fully

expect to complete in the allotted time period.

Proposed completion date: Completed.

Finding: 2016-001 Timely Submission of Single Audit Report

Correction action: Operation Hope, Inc. has reorganized its management team including the finance

and accounting functions. The accounting department was relocated the accounting department from Los Angeles to Atlanta to improve communications with Executive Management. In addition, HOPE has hired a certified public accountant with extensive non-profit accounting experience to assist in preparing for the audit and in collecting outstanding supporting documentation. We fully

expect to complete in the allotted time period.

Proposed completion date: Completed.

Operation Hope, Inc. Contact Person: Brian Betts, CFO February 11, 2020