



2018 Board of Directors

Mick McIntyre, President

Mick is the President of FMSG, Facilities Management Services Group. He was previously the President of Service Companies at Color Art Integrated Interiors.

Kyle Hubbard

Kyle is the Regional Manager of Business Development at American Express and a pastor/elder at The Gate Church in St. Louis.

Shane Johnston

Shane is the Chief Digital Officer at The New Business Sales Coach. He was previously the Sr. Director of Digital and eCommerce for Rawlings Sporting Gear.

Stephen Rhodes

Stephen is a Managing Principal at Signify Wealth. He is responsible for the visionary leadership and direction of the firm's sports division.

Stephanie Rich

Stephanie is a Consultant at BJC Healthcare. She was previously the Vice President of BJC Medical Group.

Brett Shelton

Brett Shelton is the Owner of Pro Pool Management & Service, Inc.

Lesa Steward

Lesa is a philanthropist and passionate advocate for St. Louis.

Josh Wilson

Josh is the Executive Director of Mission: St. Louis.

Mission: St. Louis

2018 Final Budget

<u>Revenue</u>	<u>2018 Plan</u>
Donations & Grants	\$1,003,000
Special Events	\$360,000
Earned Program Revenue	
Revive Thrift Store	\$219,101
Hire St. Louis	\$174,720
Other (AMP, Home Repair)	\$70,564
National Service	
Federal Contracts	\$394,354
CNCS (VISTA)	\$1,019,800
City Contracts (SLAAA & CDBG)	\$850,545
Other Revenue (Interest Income)	\$4,600
Total Income	\$4,096,684
<u>Expenses</u>	<u>2018 Plan</u>
Beyond Jobs	
<i>JLT</i>	\$374,317
<i>Revive</i>	\$262,083
<i>Hire St. Louis</i>	\$178,807
Beyond School	\$587,004
Beyond Charity	
<i>Home Repair</i>	\$910,038
<i>Seniors + Other</i>	\$45,060
National Service	\$1,072,365
Fundraising	\$312,487
General Management	\$303,709
Total	\$4,045,869
Net Income / (Loss)	\$50,815



MISSION: ST. LOUIS

**CONSOLIDATED FINANCIAL STATEMENTS,
UNIFORM GUIDANCE INFORMATION, ADDITIONAL
INFORMATION AND OTHER INFORMATION**

DECEMBER 31, 2017



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To the Board of Directors
Mission: St. Louis
St. Louis, Missouri

INDEPENDENT AUDITORS' REPORT

We have audited the accompanying consolidated financial statements of *Mission: St. Louis and Subsidiary* (A Missouri Non-Profit Organization and single member LLC), which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated 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 the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. 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 *Mission: St. Louis and Subsidiary* as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Uniform Guidance Information and Additional Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards and related notes, as required by Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards ("Uniform Guidance") on Pages 16-17, Uniform Guidance information on Pages 23-24, and consolidating schedules on Pages 27-29 are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Other Information

The corrective action plan has not been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 30, 2018, on our consideration of Mission: St. Louis' 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 Mission: St. Louis' internal control over financial reporting and compliance.

Mueller Prost LC

September 30, 2018
St. Louis, Missouri

Certified Public Accountants

MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2017

ASSETS

Current Assets		
Cash and cash equivalents	\$	278,760
Accounts receivable, net		309,710
Pledges receivable		13,300
Equity securities		56,253
Total Current Assets		<u>658,023</u>
Property and Equipment, Net		<u>28,234</u>
Other Assets		
Inventory		38,044
Security deposits asset		4,615
Total Other Assets		<u>42,659</u>
Total Assets	\$	<u>728,916</u>

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts payable	\$	79,536
Payroll liabilities		26,737
Other liabilities		5,701
Total Current Liabilities		<u>111,974</u>
Total Liabilities		<u>111,974</u>
Net Assets		
Unrestricted		285,492
Temporarily restricted		331,450
Total Net Assets		<u>616,942</u>
Total Liabilities and Net Assets	\$	<u>728,916</u>

MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Support and Revenue			
Donations and contributions, including in-kind	\$ 1,095,879	\$ 29,516	\$ 1,125,395
Program revenue	176,175	-	176,175
Special event revenue, including contributions	318,956	-	318,956
Less: direct benefit to donors	(55,793)	-	(55,793)
Grant revenue	833,449	465,460	1,298,909
Contract income	27,617	-	27,617
Contributions of inventory	177,970	-	177,970
Thrift store sales	210,370	-	210,370
Commission sales	5,026	-	5,026
Other income	3,856	-	3,856
Net assets released from restriction	<u>325,452</u>	<u>(325,452)</u>	<u>-</u>
Total Support and Revenue	<u>3,118,957</u>	<u>169,524</u>	<u>3,288,481</u>
Expenses			
Program	2,734,271	-	2,734,271
Management and general	284,940	-	284,940
Fundraising	<u>268,344</u>	<u>-</u>	<u>268,344</u>
Total Expenses	<u>3,287,555</u>	<u>-</u>	<u>3,287,555</u>
Change in Net Assets	<u>(168,598)</u>	<u>169,524</u>	<u>926</u>
Net Assets at Beginning of Year	<u>454,090</u>	<u>161,926</u>	<u>616,016</u>
Net Assets at End of Year	\$ <u>285,492</u>	\$ <u>331,450</u>	\$ <u>616,942</u>

The notes to consolidated financial statements are an integral part of these statements.

MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising Expenses</u>	<u>Total</u>
Salaries and Related Expenses				
Salaries and wages	\$ 767,602	\$ 122,342	\$ 158,423	\$ 1,048,367
Payroll taxes	74,367	11,853	14,195	100,415
Payroll processing	11,062	2,386	1,662	15,110
Total Salaries and Related Expenses	<u>853,031</u>	<u>136,581</u>	<u>174,280</u>	<u>1,163,892</u>
Other Expenses				
Auto	15,768	2,275	33	18,076
Bank and credit card fees	243	1,078	15,956	17,277
Contract services	44,197	12,255	-	56,452
Cost of goods sold	238,471	-	-	238,471
Depreciation	3,495	22,564	-	26,059
Dues and subscriptions	8,141	6,578	3,818	18,537
Equipment rental	670	29	-	699
Information technology	12,806	1,479	-	14,285
Insurance	102,740	5,405	5,133	113,278
Marketing and advertising	3,769	1,793	1,645	7,207
Miscellaneous	13,448	21,184	4,251	38,883
Penalties and fees	48	213	3,149	3,410
Printing and postage	5,508	10,392	6,995	22,895
Professional fees	53,782	47,925	690	102,397
Program events	84,460	-	-	84,460
Rent and utilities	151,415	8,412	8,412	168,239
Repairs and maintenance	11,369	484	-	11,853
Security	699	383	-	1,082
Special event fees	-	-	35,781	35,781
Staff training	3,791	788	525	5,104
Supplies	53,007	2,814	7,582	63,403
Telephone and communications	18,680	877	-	19,557
Travel and meeting	7,483	1,431	94	9,008
VISTA	1,047,250	-	-	1,047,250
Total Other Expenses	<u>1,881,240</u>	<u>148,359</u>	<u>94,064</u>	<u>2,123,663</u>
 Total Functional Expenses	 \$ <u>2,734,271</u>	 \$ <u>284,940</u>	 \$ <u>268,344</u>	 \$ <u>3,287,555</u>

The notes to consolidated financial statements are an integral part of these statements.

**MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2017**

Cash Flows From Operating Activities	
Increase in net assets	\$ 926
Adjustments to reconcile increase in net assets to net cash provided by operating activities	
Depreciation	26,059
Donated securities	155,976
Change in assets - (increase) decrease	
Accounts receivable	(66,963)
Pledges receivable	(13,300)
Inventory	32,400
Change in liabilities - increase (decrease)	
Accounts payable	69,869
Payroll liabilities	13,867
Other liabilities	5,701
Total Adjustments	<u>223,609</u>
Net Cash Provided by Operating Activities	224,535
Cash Flows From Investing Activity	
Sales of equity securities	<u>(176,171)</u>
Net Increase in Cash and Cash Equivalents	48,364
Cash and Cash Equivalents - Beginning of Year	<u>230,396</u>
Cash and Cash Equivalents - End of Year	\$ <u><u>278,760</u></u>

**MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies followed in the preparation of the consolidated financial statements.

Nature of the Organization

Mission: St. Louis and Revive Thrift Store, LLC (collectively the "Organization") were incorporated in May 2007 and June 2013, respectively in the state of Missouri and Mission: St. Louis is classified as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. Revive is a wholly-owned subsidiary of Mission: St. Louis. The Organization's mission is to empower people to transform neighborhoods and provides a faith-based program designed to give members of the community access to opportunities to succeed in all areas of their lives.

Description of Programs

The Organization is structured through three impact areas consisting of education, employment, and housing rehabilitation.

Beyond School

Youth born into under-resourced communities face an achievement/opportunity gap that becomes apparent in middle school and widens in high school. A majority of our students (82%) qualify for free or reduced lunch, indicating that students come from low-income households. In 2017, Beyond School ("BS") served 100 students in partner schools: SCP and TSS. At the beginning of the year, 76% of BS students were below grade level in reading and 87% were below grade level in math. Regularly attending students grew an average of 2.8 years in reading, 1.75 years in math and 2.25 years in science. Additionally, students completed a total of 2,265 books thereby increasing their literacy, vocabulary, and comprehension skills. We are confident that our 2017-2018 results will be similar. In addition, teachers have reported that they can see the differences in BS students' academic performance and behavior choices in the classroom. Because we believe it is critical to not only engage with school staff, we also engage with family weekly. BS parents are satisfied with the rate that their children are growing and appreciate the varied experiences students receive. Students have engaged in 25 diverse arts and cultural experiences so far including improv class, cooking class, drum circle, yoga, poetry/spoken word class, basketball, dance, piano and chess club. Students have also served with Project Linus, "Letters to Houston", Mary Ryder Nursing Home and other organizations to civically orient them. So far this year, students have engaged in 20 community service activities. These collaborative and interactive activities allow students to explore possibilities for future careers, constructive hobbies, and can encourage them to become a healthy part of the community.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Description of Programs (Continued)

Beyond Jobs

Unemployment and under-employment contributes greatly to the generational cycle of poverty in St. Louis. To address this, Beyond Jobs is a multi-pronged approach to connecting people with employment. Overwhelmingly, we have found a majority of men within our community lack both the hard and soft skills to be job ready. To address this, Job & Leadership Training (JLT) provides job training, leadership development, relational accountability, and employment opportunities. In 2017, 60% of students did not graduate high school, all lived below the poverty level, 94% were African American, 70% were involved in the criminal justice system, and 83% were unemployed at the time of orientation. We encourage students to realize they have value so that they can also recognize the value of community and their ability to be positive influencers within it. Employment drastically decreases students' chances of recidivism and increases their access to healthcare, nutritious food, childcare, housing and transportation. Students move from survival mode to a stable and safe circumstance. JLT provides 14 months of support that begins with an 8-week intensive phase, focusing on job skills, financial literacy, Biblical manhood, purpose in life, and a professional internship. We partner with 16 employers who provide internship opportunities for on-the-job training to develop necessary skills. In 2017, 51 men completed internships and successfully graduated Job & Leadership Training. A total of 70 volunteers mentored and invested their time and energy with JLT men. Hire St. Louis placed 16 JLT graduates in living-wage positions.

Beyond Charity

While education and employment are critical factors in breaking the cycle of poverty, other neighborhood issues also contribute to the generational cycle of poverty in St. Louis. Older adults are important matriarchs and patriarchs of the community. Beyond Charity is comprised of programs that are responsive to needs in the community, including Senior Services, AMP (service trip opportunities), and community services (Affordable Christmas, Tax Prep, and VISTA). In 2017, we supported over 500 older adults by providing benefits and resources through Care Coordination and Care Management services. A sturdy neighborhood environment contributes to health and wellness of community members. Our AMP program mobilized 746 volunteers who completed 4,857 hours of service in our empowerment programs. Our community service outreach includes our annual Affordable Christmas store that we set up each December, and a tax return preparation program each spring. This past Christmas we served 1,108 youths with the support of 205 volunteers through our Affordable Christmas event. Finally, we work with the Corporation for National and Community Service as a intermediary agency for their AmeriCorps VISTA program. We sub-grant VISTA members to serve at nonprofits across Missouri to address issues of poverty. In 2017, 115 VISTA members served as full-time volunteers for year-long commitments, placed at 31 nonprofits.

The Organization receives donations and grants from private corporations, foundations, individuals, houses of worship, civic organizations, and governmental agencies to provide the aforementioned assistance and services.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Principles of Consolidated Financial Statements

The consolidated financial statements include the accounts of Mission: St. Louis and Revive Thrift Store (collectively, the “Organization”). All significant inter-company investments, transactions and account balances have been eliminated in the consolidation.

Basis of Accounting

The consolidated financial statements, prepared in accordance with U.S. generally accepted accounting principles, are presented on the accrual basis of accounting.

Consolidated Financial Statement Presentation

The Organization has adopted the provisions of the Financial Accounting Standards Board (“FASB”) in regard to consolidated financial statements of not-for-profit organizations as discussed under this topic of the ASC 958-210, *Consolidated Financial Statements of Not-For-Profit Organizations*. This provision requires the reporting of total assets, liabilities and net assets in a consolidated statement of financial position, and reporting the change in net assets in a consolidated statement of activities. This provision also requires that net assets, revenue, expenses, gains and losses be classified as unrestricted, temporarily restricted, or permanently restricted based on the existence or absence of donor-imposed restrictions.

The consolidated financial statements report amounts by classification of net assets, as follows:

Unrestricted Net Assets are those currently available for use by the Organization and its board.

Temporarily Restricted Net Assets are those received with donor stipulations that limit the use of the donated assets. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. When stipulated time restrictions expire or purpose restrictions are accomplished, these net assets are reclassified as unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions.

Permanently Restricted Net Assets are those contributed with donor stipulations that they be held in perpetuity with use of income for unrestricted or temporarily restricted purposes. The Organization did not have any permanently restricted net assets as of December 31, 2017.

Use of Estimates

The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of support, revenue and expenses during the reporting period including grant and contract revenue subject to review by applicable funding agencies. Accordingly, actual results could differ from those estimates.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Advertising

The Organization follows the policy of charging the costs of advertising and marketing to expense as incurred. Advertising and marketing expense was \$7,207 for the year ended December 31, 2017.

Functional Allocation of Expenses

The costs of providing the various programs and activities have been summarized on a functional basis in the consolidated statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Supporting services includes management and general of \$284,940, which is 9% of total expenses and fundraising of \$268,344, which is 8% of total expenses for the year ended December 31, 2017. Collectively, these expenses are 17% of total expenses.

Special Events

The gross revenue for special events includes contributions for the events and event ticket revenue, as presented on the consolidated statement of activities. Expenses for direct benefits provided to donors at the special events are presented as a reduction of the gross revenue.

Cash and Cash Equivalents

Cash and cash equivalents include funds that are unrestricted and temporarily restricted by donors and granting governmental agencies. Short-term investments with maturity dates less than 90 days from the purchase date are considered cash equivalents.

Concentration of Support and Revenue

For the year ended December 31, 2017, the percentage of support and revenue provided by federal, state, and local government agencies was approximately 32%.

Accounts Receivable

Accounts receivable are stated at net realizable amounts from various reimbursable grant contracts.

Management has elected to record bad debts using the direct write-off method. Generally accepted accounting principles require that the allowance method be used to reflect bad debts. However, the effect of the use of the direct write-off method is not materially different from the results that would have been obtained had the allowance method been followed. The Organization had no bad debt expense for the year ended December 31, 2017.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Inventories

The Organization obtains most of its inventory from public donations and sells the donated merchandise in its retail sales activity. Inventories are carried at the approximate fair value of the items and mostly consist of donated clothing, furniture, and other household items. At times, the Organization may purchase items to sell at the store. These items are valued at the purchase price. The Organization has not established a reserve for slow-moving inventory as all items are evaluated periodically for additional discounting to expedite sales.

Property and Equipment

Purchased property and equipment are recorded at cost. Major additions and improvements with costs exceeding \$2,500 and having a useful life of at least 1 year are capitalized to the property accounts, while repairs and maintenance items, which do not improve or extend the useful life of the respective assets, are expensed as incurred. Donated property and equipment are recorded at the estimated fair market value at time of donation. Depreciation of property and equipment is provided by the straight-line method over the following estimated useful lives:

	<u>Years</u>
Building and Leasehold Improvements	5
Software and Equipment	3-6
Vehicles	7

Donated Services and Materials

Various services and materials are donated to the Organization. Donated materials and donated services that meet the criteria for recognition under the provisions of accounting for contributions received and contributions made in regard to consolidated financial statements of not-for-profit organizations as discussed under this topic of the FASB Accounting Standards Codification, have been recorded at fair value at the date of donation. Donated materials amounted to \$286,972 for the year ended December 31, 2017.

A substantial number of volunteers have donated significant amounts of their time to the Organization. However, the value of these donated services is not reflected in the accompanying consolidated financial statements since there is no objective basis available by which to measure the value of such services.

Commitments and Contingencies

In the normal course of operations, the Organization participates in a number of federal and state-assisted grant programs. These programs are subject to audit by the grantors or their representatives. Such audits could lead to requests for reimbursement to the grantor agency for expenditures disallowed under the terms of the grant. Presently, the Organization has no such request pending, and in the opinion of management, any such amounts would not be considered material.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Taxes

The Organization is a qualified not-for-profit organization under Section 509(a) of the Internal Revenue Code, and therefore, exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code ("IRC").

The Organization follows "FASB ASC 740-10, Income Taxes – Overall". The Organization has assessed its federal and state tax positions and determined that there were no unrelated business income taxes and no uncertainties or possible related effects that need to be recorded for the year ended December 31, 2017. The returns of the Organization for 2016 (when filed), 2015, 2014, and 2013 are subject to examination by the respective taxing authorities generally for three years after they were filed.

New Accounting Pronouncements

In May 2014, the FASB issued Accounting Standards Update ("ASU") No. 2014-09, Revenue from Contracts with Customers, which is effective for fiscal years beginning after December 15, 2018 for entities other than public business entities and outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts and customers. ASU 2014-09 supersedes most current revenue recognition guidance, including industry-specific guidance, and outlines a five-step process for revenue recognition that focuses on transfer of control, as opposed to transfer of risk and reward. Major provisions include determining which goods and services are distinct and represent separate performance obligations, how variable consideration (which may include change orders and claims) is recognized, whether revenue should be recognized at a point in time or over time, and ensuring the time value of money is considered in the transaction price. ASU 2014-09 can be applied either retrospectively to each prior period presented or as a cumulative-effect adjustment as of the date of adoption. Management is currently evaluating the impact of adopting ASU 2014-09 on the Organization's consolidated financial statements and related disclosures.

In February 2016, the FASB issued ASU 2016-02, Leases: Amendments to the FASB Accounting Standards Codification, which amends the existing guidance on accounting for leases, and is effective for fiscal years beginning after December 15, 2019 for entities other than public business entities. This ASU requires the recognition of lease assets and liabilities on the consolidated statement of financial position and the disclosure of key information about leasing arrangements. Early adoption is permitted and modified retrospective application is required for leases that exist or are entered into after the beginning of the earliest comparative period in the consolidated financial statements. Management is currently evaluating the impact of adopting ASU 2016-02 on the Organization's consolidated financial statements and related disclosures.

In August 2016, the FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities, which makes several changes to the current reporting model for nonprofit entities, including the number of net asset classifications, the classification and disclosure of underwater endowments, functional expense disclosures, and other changes. The standard is effective for fiscal years beginning after December 15, 2017, and early adoption is permitted. Management is currently evaluating the impact of adopting ASU 2016-14 on the Organization's consolidated financial statements and related disclosures.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

New Accounting Pronouncements (continued)

On June 21, 2018, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update No. 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. This standard is intended to address questions stemming from FASB ASU No. 2014-09, Revenue from Contracts with Customers, regarding its implications on the grants and contracts of not-for-profit organizations. Entities should apply the amendments for transactions in which the entity serves as the resource recipient to annual periods beginning after December 15, 2018, and interim periods within annual periods beginning after December 15, 2019. For nonreciprocal transactions (contributions), the next point to consider for both parties is whether conditions have been placed on the resources provided. The presence of conditions affects the timing of revenue and expense recognition by the resource recipient and resource provider, respectively.

NOTE 2 PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31, 2017:

Furniture and Equipment	\$	47,005
Vehicles		42,887
Building Improvements		39,354
Leasehold Improvements		33,705
Subtotal		<u>162,951</u>
Less: Accumulated Depreciation		<u>(134,717)</u>
	\$	<u>28,234</u>

Depreciation amounted to \$26,059 for the year ended December 31, 2017.

NOTE 3 LINE-OF-CREDIT

During the year ended December 31, 2017, Revive Thrift Store, LLC had a working capital line-of-credit available through BMO Harris Bank totaling \$2,500. The line bears interest at 12.25%. The line is renewed annually. There were no borrowings against the line at December 31, 2017.

NOTE 4 LETTER-OF-CREDIT

During the year ended December 31, 2017, Mission: St. Louis had a working capital letter-of-credit available through FCB Banks totaling \$8,616. The letter decreases in value at the end of every year through year 5 and expires in 2019. The letter is callable at any time before the expiration date.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 5 OPERATING LEASE AGREEMENTS

The Organization leases property under operating leases expiring in various years through 2020. Total lease expense, including related utilities, for the year ended December 31, 2017 was \$168,239.

The following table reports the minimum future rental payments under non-cancelable operating leases having remaining terms in excess of one year as of December 31:

2018	\$	127,956
2019		72,000
2020		<u>18,000</u>
Total Minimum Future Rental Payments	\$	<u><u>217,956</u></u>

NOTE 6 FAIR VALUE MEASUREMENTS

“FASB Accounting Standards Codification 820-10, Fair Value Measurements and Disclosures” establishes a framework for measuring fair value and establishes a fair value hierarchy based on the inputs used to measure fair value and enhances disclosure requirements for fair value measurements. The standard maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability based on market data obtained from independent sources. Unobservable inputs reflect management’s assumptions that market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. This hierarchy consists of three broad levels:

Level I – Quoted prices (unadjusted) in active markets for identical assets or liabilities that the Company has the ability to access at the measurement date.

Level II – Inputs other than quoted prices included within Level I that are observable for the asset or liability, either directly or indirectly. Level II inputs include: quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; inputs other than quoted prices that are observable for the asset or liability; and inputs that are derived principally from or corroborated by observable market data by correlation or other means.

Level III – Unobservable inputs for the asset or liability for which there is little, if any, market activity for the asset or liability at the measurement date. Unobservable inputs reflect the Organization’s own assumptions about what market participants would use to price the asset or liability. These inputs may include internally developed pricing models, discounted cash flow methodologies, as well as instruments for which the fair value determination requires significant management judgment.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2017.

Equity securities – foreign and domestic: Valued at the closing price reported in the active market on which the individual securities are traded.

MISSION: ST. LOUIS AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 6 FAIR VALUE MEASUREMENTS (CONTINUED)

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair value. Furthermore, while *Mission: St. Louis and Subsidiary* believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, *Mission St. Louis and Subsidiary's* investment assets at fair value as of December 31, 2017:

	<u>Level I</u>	<u>Level II</u>	<u>Level III</u>	<u>Total</u>
Equity securities	56,253	-	-	56,253
	<u>\$ 56,253</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 56,253</u>

NOTE 7 RELATED PARTY TRANSACTIONS

Donations in the amount of \$28,693 were received from the *Mission: St. Louis and Subsidiary's* board members during the year ended December 31, 2017.

NOTE 8 DONOR CONCENTRATIONS

For the year ended December 31, 2017, consolidated revenue from one grant amounted to 20% of total consolidated revenue and support.

NOTE 9 SUBSEQUENT EVENTS

Management has evaluated subsequent events through the date of the independent auditors' report, the date the consolidated financial statements were available to be issued.

Management elected to close and discontinue all operations of Revive Thrift Store effective October 6, 2018. In closing the store, a lease termination fee of \$20,000 will be paid along with the 2018 rents, and is included in the future payments schedule in Note 5.

Management has entered into a partnership with a for-profit entity to roast and distribute coffee beans on the premises rented by the Organization. The individuals roasting coffee will be a part of the Beyond Jobs program described in Note 1. The coffee roasting, packaging, and deliveries is expected to start in October of 2018.

MISSION: ST. LOUIS
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
FOR THE YEAR ENDED DECEMBER 31, 2017

Federal Grantor/Pass-Through Grantor/Program Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Passed Through to Recipients	Federal Expenditures
Corporation for National And Community Service				
Americorps VISTA	94.013		\$ 673,241	\$ 673,241
Americorps State	94.013		<u>75,217</u>	<u>75,217</u>
Total CFDA Number 94.013			<u>748,458</u>	<u>748,458</u>
Department of Health and Human Services				
Special Programs for the Aging - Title III, Part B	93.044		<u>-</u>	<u>45,695</u>
Total CFDA Number 94.044			<u>-</u>	<u>45,695</u>
Department of Housing and Urban Development				
Community Development Block Grant Pass- Through from City of St. Louis, Missouri	14.218	17-11-62	<u>-</u>	<u>25,000</u>
Total CFDA Number 14.218			<u>-</u>	<u>25,000</u>
Department of Education				
21st Century Learning Centers Program	84.287C		<u>-</u>	<u>173,745</u>
Total CFDA Number 84.287C			<u>-</u>	<u>173,745</u>
Total Expenditures of Federal Awards			\$ <u>748,458</u>	\$ <u>992,898</u>

MISSION: ST. LOUIS
NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

NOTE 1 GENERAL

The accompanying Schedule of Expenditures of Federal Awards (the "Schedule") presents the activity of all federal financial assistance programs of *Mission: St. Louis* ("Mission"). The information in this Schedule is presented in accordance with the 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). The schedule presents only a select portion of the activities of Mission and it is not intended to and does not present the financial position, changes in net assets, or cash flows of Mission.

NOTE 2 BASIS OF ACCOUNTING

The accompanying Schedule of Expenditures of Federal Awards is presented using the accrual basis of accounting. Such expenditures are recognized following cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

NOTE 3 SUBRECIPIENTS

Of the federal expenditures presented in the Schedule, Mission did provide federal awards to subrecipients in the form of the use of VISTA and AmeriCorps volunteers.

NOTE 4 NON-CASH ASSISTANCE

Of the federal expenditures presented in the Schedule, Mission did not expend federal awards in the form of non-cash assistance.

NOTE 5 INDIRECT COST RATE

Mission does not utilize an indirect cost rate.

To the Board of Directors
Mission: St. Louis
St. Louis, Missouri

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

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 *Mission: St. Louis* (a non-profit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated September 30, 2018.

Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered *Mission: St. Louis'* 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 consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of *Mission: St. Louis'* internal control. Accordingly, we do not express an opinion on the effectiveness of *Mission: St. Louis'* 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 consolidated 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 were not 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 that we consider to be a significant deficiency (2017-001).

Compliance and Other Matters

As part of obtaining reasonable assurance about whether *Mission: St. Louis'* consolidated 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 consolidated 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 an instance of noncompliance or other matters that are required to be reported under *Government Auditing Standards* and which are described in the accompanying schedule of findings and questioned costs as item 2017-001.

Mission: St. Louis' Response to Findings

Mission: St. Louis' responses to the findings identified in our audit are described in the accompanying schedule of findings and questioned costs. *Mission: St. Louis'* responses were not subjected to the auditing procedures applied in the audit of the consolidated 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.

Mueller Probst LC

September 30, 2018
St. Louis, Missouri

Certified Public Accountants

To the Board of Directors
Mission: St. Louis
St. Louis, Missouri

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

Report on Compliance for Each Major Federal Program

We have audited *Mission: St. Louis'* compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have direct and material effect on each of *Mission: St. Louis'* major federal programs for the year ended December 31, 2017. *Mission: St. Louis'* major federal program is identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance 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 *Mission: St. Louis'* 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 *Mission: St. Louis'* 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 qualified opinion on compliance for the major federal program. However, our audit does not provide a legal determination of *Mission: St. Louis'* compliance.

Basis for Qualified Opinion

As described in the accompanying schedule of findings and questioned costs, *Mission: St. Louis* did not comply with the requirements regarding CFDA 91.013 Americorps as described in finding 2017-001 for special provisions. Compliance with such requirements is necessary, in our opinion, for *Mission: St. Louis* to comply with the requirements applicable to that program.

Qualified Opinion

In our opinion, except for the noncompliance described in the Basis for Qualified Opinion paragraph, *Mission: St. Louis* complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended December 31, 2017.

Other Matters

Mission: St. Louis' responses to the non-compliance findings identified in our audit are described in the accompanying schedule of findings and questioned costs. *Mission: St. Louis'* response was not subjected to the auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the responses.

Report on Internal Control over Compliance

Management of *Mission: St. Louis* 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 *Mission: St. Louis'* 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 *Mission: St. Louis'* internal control over compliance.

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 and therefore, material weaknesses or significant deficiencies may exist that were not identified. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, as discussed below, we identified certain deficiencies in internal control over compliance, that we consider to be significant deficiencies.

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.

A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance. We consider the deficiency in internal control over compliance described in the accompanying schedule of findings and questioned costs as item 2017-001 be a significant deficiency.

Mission: St. Louis' responses to the internal control over compliance findings identified in our audit are described in the accompanying schedule of findings and questioned costs. *Mission: St. Louis'* response was not subjected to the auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the responses.

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.

Mueller Probst LC

September 30, 2018
St. Louis, Missouri

Certified Public Accountants

MISSION: ST. LOUIS
SUMMARY SCHEDULE OF FINDINGS AND QUESTIONED COSTS
FOR THE YEAR ENDED DECEMBER 31, 2017

SUMMARY OF AUDIT RESULTS

1. The auditors' report expresses an unmodified opinion on the consolidated financial statements of *Mission: St. Louis and Subsidiary*.
2. No material weaknesses were disclosed during the audit of the financial statements of *Mission: St. Louis*, and reported in the Independent Auditors' 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*. Significant deficiencies over compliance were noted.
3. One instance of non-compliance material to the consolidated financial statements of *Mission: St. Louis and Subsidiary*, were disclosed during the audit as noted in the schedule of findings and questioned costs.
4. No material weaknesses were identified during the audit of the major federal award programs.
5. The auditors' report on compliance for the major federal award program for *Mission: St. Louis* expresses a modified opinion on the major federal program.
6. The audit disclosed one audit findings that are required to be reported in accordance with section 510(a) of the *OMB Uniform Guidance*.
7. The programs tested as major programs included:

	<u>CFDA Number</u>
Corporation for National and Community Service:	
Americorps VISTA Program	94.013
8. The threshold for distinguishing Type A and Type B programs was \$750,000.
9. *Mission: St. Louis* was determined to be a high-risk auditee.

MISSION: ST. LOUIS
SUMMARY SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)
FOR THE YEAR ENDED DECEMBER 31, 2017

Finding 2017-001

Population Size: 26

Items Tested: 1

Items Not in Compliance: 8

CFDA Title and number: Corporation for National and Community Service CFDA No. 94.013 Americorps VISTA Program

Questioned costs: \$47,751.

Information on universe and population size: Controls over monitoring the Organization's VISTA draw down reports are pervasive to the consolidated financial statements as a whole. 26 bi-weekly draw down reports to CNCS.

Sample size information: Error was not discovered as a result of a sampling procedure.

Non-compliance information: Lack of controls over monitoring the Organization's VISTA billing reconciliation caused eight quantifiable instances of noncompliance.

Statement of Condition: The Organization did not have a clear understanding of the VISTA Grant Award Terms and conditions, which includes the reimbursement requests process as it pertained to the reimbursable expenses for the year ending December 31, 2017. The approved amounts for cost share were not being used in calculation of the reimbursable portion from VISTA. Organization's accounting policies are in draft status and need to be written and finalized to include approval, forms and due dates.

Criteria: The VISTA program requires that reimbursements be based upon actual allowable expenditures incurred and reimbursement requests are to be adjusted by the cost share. The statements are required to be reconciled monthly to ensure that accounts are properly balance and reporting is consistent from month to month.

Effect or Possible Effect: The Organization miscalculated reimbursable expenses by including cost share expenses as part of their regular draw down process. The Organization has over-requested amounts for reimbursement per the terms of this agreement. A projected spending plan throughout the year will avoid a large balance toward the end of the year.

Identification of a repeat finding: This is not a repeat finding from the immediate previous audit.

Cause: The accounting responsibilities turned over again in 2017, cost share amounts changed in 2017, and the Organization mistakenly miscalculated reimbursable expenses by including cost share expenses as part of their process.

Recommendation: Mueller Prost LC recommends that the Organization review and discuss calculation processes with the granting agency to ensure proper understanding of how costs are to be reimbursed developing a standard operating procedure document to provide the needed information for the fiscal operations of the VISTA program. The reviews should include a comparison to the most recent cost sharing agreement. If a new cost sharing agreement is signed, draw down reports should immediately be updated.

Reporting views of responsible officials: Management agrees with this finding and they feel that their ability to comply with this requirement through the year was impacted by staff turnover. The error was corrected and the money was paid back to the Corporation for National and Community Service as soon as the error was identified. Additional controls have been instituted to avoid this oversight in the future. The over billed amount was repaid over three months, with the final check dated December 5, 2017.

MISSION: ST. LOUIS
SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS
FOR THE YEAR ENDED DECEMBER 31, 2017

Finding 2016-001 – Corporation for National and Community Service CFDA No. 94.013 Americorps VISTA Program

Condition – Controls over monitoring of the Organization’s VISTA draw down reports as a whole were not adequately designed and implemented during the year ending December 31, 2016. The reports were not fully reconciled to the general ledger and amounts were also miscoded on the general ledger.

Recommendation – Mueller Prost LC recommends that the Organization implement more thorough reviews to be completed before requests for reimbursement are submitted. The reviews should include reconciliation to the general ledger and recalculation of the amounts in the draw down reports.

Current Status – Cleared.

Finding 2016-002 – Corporation for National and Community Service CFDA No. 94.013 Americorps VISTA Program

Condition – The Organization was not able to file audited consolidated financial statements with OMB Circular Audit Clearinghouse (“Clearinghouse”) by the required due date.

Recommendation – Mueller Prost LC recommends that the Organization file the audited consolidated financial statements with the Clearinghouse as soon as possible.

Current Status – Cleared.

**MISSION: ST. LOUIS
CORRECTIVE ACTION PLAN - UNAUDITED
FOR THE YEAR ENDED DECEMBER 31, 2017**

Name of Audit Firm: Mueller Prost LC

Corrective Action Plan prepared by:

Name: Andrew Hansen

Position: Senior V.P. of Operations & Finance

Telephone Number: 314-534-1188

Finding 2017-001

Comments on Finding and each Recommendation: *Mission: St. Louis* agrees with the finding.

Actions Taken or Planned: *Mission: St. Louis* continues to hire and train accounting staff and change responsibilities and has implemented periodic monitoring of *Mission: St. Louis'* VISTA billing to assure the reports are reviewed and compared to cost sharing agreements prior to submitting.

MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
DECEMBER 31, 2017

	<u>Mission</u> <u>St. Louis</u>	<u>Revive</u> <u>Thrift Store</u>	<u>Eliminations</u>	<u>Total</u>
<u>ASSETS</u>				
Current Assets				
Cash and cash equivalents	\$ 274,789	\$ 3,971	\$ -	\$ 278,760
Accounts receivable, net	309,710	-	-	309,710
Pledges receivable	13,300	-	-	13,300
Accounts receivable - intercompany	145,442	-	(145,442)	-
Equity securities	<u>56,253</u>	<u>-</u>	<u>-</u>	<u>56,253</u>
Total Current Assets	<u>799,494</u>	<u>3,971</u>	<u>(145,442)</u>	<u>658,023</u>
Property and Equipment, Net	<u>19,306</u>	<u>8,928</u>	<u>-</u>	<u>28,234</u>
Other Assets				
Inventory	-	38,044	-	38,044
Security deposits asset	<u>800</u>	<u>3,815</u>	<u>-</u>	<u>4,615</u>
Total Other Assets	<u>800</u>	<u>41,859</u>	<u>-</u>	<u>42,659</u>
Total Assets	\$ <u>819,600</u>	\$ <u>54,758</u>	\$ <u>(145,442)</u>	\$ <u>728,916</u>
<u>LIABILITIES AND NET ASSETS</u>				
Current Liabilities				
Accounts payable	\$ 67,856	\$ 11,680	\$ -	\$ 79,536
Payroll liabilities	26,737	-	-	26,737
Other liabilities	5,701	-	-	5,701
Due to Mission: St. Louis	<u>-</u>	<u>145,442</u>	<u>(145,442)</u>	<u>-</u>
Total Current Liabilities	<u>100,294</u>	<u>157,122</u>	<u>(145,442)</u>	<u>111,974</u>
Total Liabilities	<u>100,294</u>	<u>157,122</u>	<u>(145,442)</u>	<u>111,974</u>
Net Assets				
Unrestricted	387,856	(102,364)	-	285,492
Temporarily restricted	<u>331,450</u>	<u>-</u>	<u>-</u>	<u>331,450</u>
Total Net Assets	<u>719,306</u>	<u>(102,364)</u>	<u>-</u>	<u>616,942</u>
Total Liabilities and Net Assets	\$ <u>819,600</u>	\$ <u>54,758</u>	\$ <u>(145,442)</u>	\$ <u>728,916</u>

**MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATING SCHEDULE OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2017**

	<u>Mission</u> <u>St. Louis</u>	<u>Revive</u> <u>Thrift Store</u>	<u>Total</u>
Support and Revenue			
Donations and contributions, including in-kind	\$ 1,125,395	\$ -	\$ 1,125,395
Program revenue	176,175	-	176,175
Special event revenue, including contributions	318,956	-	318,956
Less: direct benefit to donors	(55,793)	-	(55,793)
Grant revenue	1,298,909	-	1,298,909
Contract income	27,617	-	27,617
Contributions of inventory	-	177,970	177,970
Thrift store sales	-	210,370	210,370
Commission sales	-	5,026	5,026
Other income	3,856	-	3,856
Total Support and Revenue	<u>2,895,115</u>	<u>393,366</u>	<u>3,288,481</u>
 Total Expenses	 <u>2,746,124</u>	 <u>541,431</u>	 <u>3,287,555</u>
 Change in Net Assets	 <u>148,991</u>	 <u>(148,065)</u>	 <u>926</u>
 Net Assets at Beginning of Year	 <u>570,315</u>	 <u>45,701</u>	 <u>616,016</u>
 Net Assets at End of Year	 \$ <u>719,306</u>	 \$ <u>(102,364)</u>	 \$ <u>616,942</u>

MISSION: ST. LOUIS AND SUBSIDIARY
CONSOLIDATING SCHEDULE OF EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2017

Expenses	Mission <u>St. Louis</u>	Revive <u>Thrift Store</u>	<u>Total</u>
Salaries and wages	\$ 905,092	\$ 143,275	\$ 1,048,367
Payroll taxes	90,572	9,843	100,415
Payroll processing	14,198	912	15,110
Cost of goods sold	-	238,471	238,471
VISTA	1,047,250	-	1,047,250
Professional fees	91,743	10,654	102,397
Depreciation	16,685	9,374	26,059
Travel and meeting	5,566	3,442	9,008
Marketing and advertising	4,546	2,661	7,207
Contract services	52,494	3,958	56,452
Auto	10,140	7,936	18,076
Repairs and maintenance	10,941	912	11,853
Insurance	104,830	8,448	113,278
Staff training	5,104	-	5,104
Penalties and fees	3,134	276	3,410
Equipment rental	699	-	699
Dues and subscriptions	17,247	1,290	18,537
Printing and postage	19,580	3,315	22,895
Supplies	51,850	11,553	63,403
Telephone and communications	16,463	3,094	19,557
Security	-	1,082	1,082
Bank and credit card fees	11,222	6,055	17,277
Rent and utilities	96,176	72,063	168,239
Information technology	13,734	551	14,285
Program events	84,053	407	84,460
Travel and meeting	35,781	-	35,781
Miscellaneous	37,024	1,859	38,883
Total Expenses	\$ <u>2,746,124</u>	\$ <u>541,431</u>	\$ <u>3,287,555</u>