THINK OF US

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

December 31, 2019
(With Summarized Comparative Information for the Year Ended December 31, 2018)

CHAN GROUP
Certified Public Accountants and Consultants

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Think of Us

We have audited the accompanying financial statements of Think of Us (the Organization), which comprise the statement of financial position as of December 31, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these 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 financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

HAN GROUP
Certified Public Accountants and Consultants

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Think of Us as of December 31, 2019, 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.

Emphasis of Matter

As discussed in Note 2 to the financial statements, Think of Us has adopted new accounting guidance, Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)* and ASU 2018-08 *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. Our opinion is not modified with respect to that matter.

Report on Summarized Comparative Information

We have previously audited Think of Us' 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 30, 2020, In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

HAN GROUP LLC

HAN GROUP LLC
Washington, DC
November 9, 2020

THINK OF US
Statement of Financial Position
December 31, 2019
(With Summarized Comparative Information for 2018)

	2019	2018
Assets		
Cash and cash equivalents	$ 8,528	$ 12,350
Contributions receivable	50,509	24,986
Prepaid expenses	1,101	574
Property and equipment, net	5,700	10,893
Total assets	$ 65,838	$ 48,803
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	$ 25,584	$ 19,015
Deferred revenue	6,088	40,000
Total liabilities	31,672	59,015
Net Assets (Deficit)		
Without donor restrictions	34,166	(10,212)
Total net assets	34,166	10,212
Total liabilities and net assets	$ 65,838	$ 48,803

See accompanying notes.

THINK OF US
Statement of Activities
Year Ended December 31, 2019
(With Summarized Comparative Information for 2018)

	2019			2018
	Without Donor Restrictions	With Donor Restrictions	Total	Total
Revenue and Support				
Contributions	$ 280,926	$ 50,000	$ 330,926	$ 604,574
License fees	64,352	-	64,352	101,055
Net assets released from restrictions:				
Satisfaction of purpose restrictions	50,000	(50,000)	-	-
Total revenue and support	395,278	-	395,278	705,629
Expenses				
Program services:	179,110	-	179,110	633,251
Supporting services:				
Management and general	85,934	-	85,934	309,960
Fundraising	85,856	-	85,856	44,980
Total supporting services	171,790	-	171,790	354,940
Total expenses	350,900	-	350,900	988,191
Change in Net Assets	44,378	-	44,378	(282,562)
Net (Deficit) Assets, beginning of year	(10,212)	-	(10,212)	272,350
Net Assets (Deficit), end of year	$ 34,166	$ -	$ 34,166	$ (10,212)

See accompanying notes.

THINK OF US
Statement of Functional Expenses
Year Ended December 31, 2019
(With Summarized Comparative Information for 2018)

	2019					2018
		Supporting Services				
	Program Services	Management and General	Fundraising	Total Supporting Services	Total	Total
Salaries and related expenses	$ 130,516	$ 37,913	$ 72,843	$ 110,756	$ 241,272	$ 776,287
Travel and meetings	18,173	4,452	9,619	14,071	32,244	102,784
Contract services	24,879	3,328	2,560	5,888	30,767	16,039
Accounting	-	27,500	-	27,500	27,500	34,763
Depreciation	-	6,297	-	6,297	6,297	6,354
Office expenses	4,169	793	366	1,159	5,328	18,564
Occupancy	-	665	-	665	665	23,750
Other expenses	1,373	4,986	468	5,454	6,827	9,650
Total Expenses	$ 179,110	$ 85,934	$ 85,856	$ 171,790	$ 350,900	$ 988,191

See accompanying notes.

THINK OF US
Statement of Cash Flows
Year Ended December 31, 2019
(With Summarized Comparative Information for 2018)

	2019	2018
Cash Flows from Operating Activities		
Change in net assets	$ 44,378	$ (282,562)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation and amortization	6,297	6,354
Contributions receivable	(25,523)	211,140
Prepaid expenses	(527)	(574)
Accounts payable and accrued expenses	6,569	4,167
Deferred revenue	(33,912)	27,500
Net cash used in operating activities	(2,718)	(33,975)
Cash Flows from Investing Activities		
Purchases of property and equipment	(1,104)	-
Net cash used in investing activities	(1,104)	-
Net Decrease in Cash and Cash Equivalents	(3,822)	(33,975)
Cash and Cash Equivalents, beginning of year	12,350	46,325
Cash and Cash Equivalents, end of year	$ 8,528	$ 12,350

See accompanying notes.

1. Nature of Operations

Think of Us (the Organization), incorporated on April 10, 2017, is a not-for-profit organization whose mission is to leverage innovative technology to improve the lives of youth in foster care. The Organization's ultimate goal is for foster youth to successfully transition into a prosperous adulthood. The Organization sees this process as a communal endeavor that connects employment, education and abilities. The Organization envisions a future where communities are designed to maximize the development and wellness of maturing youth, so that they can transition into healthy, stable and thriving adults. The Organization's work-to-date demonstrated that it is possible to develop a collective impact, not only providing the tools, but also streamlining the systems that help young people utilize the resources at their disposal.

The Organization funds its program and supporting services primarily through contributions and license fees from individuals, corporations and foundations.

2. Summary of Significant Accounting Policies

Basis of Accounting

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). Consequently, revenue is recognized when earned and expenses are recognized when the obligation is incurred.

Cash and Cash Equivalents

Cash and cash equivalents include demand deposits, money market accounts and all highly liquid investments with initial maturities of three months or less.

Contributions Receivable

Contributions receivable represent amounts due from the Organization's various contributors and are recorded at their net present realizable value. The balance of contributions receivable at December 31, 2019 is expected by management to be fully collectible within one year. If an amount becomes uncollectible, it is expensed when that determination is made.

Property and Equipment

Property and equipment over $500 with a projected useful life exceeding one year is capitalized and recorded at cost, if purchased or at fair market value on the date of donation, if contributed. Depreciation is computed using the straight-line method over the estimated useful life of the related assets, ranging from three to five years.

2. Summary of Significant Accounting Policies (continued)

Classification of Net Assets

- *Net Assets Without Donor Restrictions* represent funds that are not subject to donor-imposed stipulations and are available for support of the Organization's general operations.

- *Net Assets With Donor Restrictions* represent funds that are subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. The Organization did not have any donor-imposed restrictions which are perpetual in nature at December 31, 2019.

Revenue Recognition

Contributions

Contributions without conditions are recognized upon notification of the award and are reported as support with donor restrictions if they are received with donor stipulations that limit the use of donated assets. Contributions with donor-imposed restrictions are reclassified to net assets without donor restrictions when those restrictions are met, only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and for the expiration of donor-imposed time restrictions. These reclassifications are reported on the accompanying statement of activities as net assets released from restrictions.

Conditional promises to give, that is, those with a measurable performance or other barrier and a right of return, are recognized in revenue once the conditions on which they depend have been met. Amounts received in advance of the conditions being met are recorded as refundable advances. There were no refundable advances or conditional promises for which the conditions were yet to be met at December 31, 2019.

License Fees

License fee revenue is recognized over time as the work is completed. License fees received ahead of work being performed are recorded in deferred revenue. Conversely, a receivable is recorded for work performed prior to payment being received. At December 31, 2019 there was $6,088 in deferred revenue related to license fees which is presented on the accompanying statement of financial position.

Functional Allocation of Expenses

The costs of providing program and supporting services have been summarized on a functional basis on the accompanying statement of activities. The statement of functional expenses presents expenses by function and natural classification. The Organization incurs expenses that directly relate to, and can be assigned to, a specific program or supporting activity. The Organization also conducts a number of activities which benefit both its program objectives as well as supporting services. These costs, which are not specifically attributable to a specific program or supporting activity, are allocated by management on a consistent basis among program and supporting services benefited based on the distribution of labor. Expenses allocated include salaries and related expenses.

2. Summary of Significant Accounting Policies (continued)

Changes in Accounting Principles

Effective January 1, 2019, the Organization adopted Accounting Standards Update (ASU) 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, which requires that an entity evaluate whether transactions should be accounted for as contributions or as exchange transactions and determining whether a contribution is conditional. The Organization adopted ASU 2018-08 using a modified prospective approach. The implementation of ASU 2018-08 did not have a material effect on the Organization's financial positions, results of operations, or cash flows. There was no cumulative effect of a change in accounting principle recorded related to the adoption of ASU 2018-08 on January 1, 2019.

Effective January 1, 2019, the Organization adopted ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, as amended. The core principle of ASU 2014-09 requires the recognition of revenue for exchange and partial exchange transactions when, or as goods or services are delivered, in the amount that reflects the consideration to which the organization is entitled in exchange for what has been delivered. The ASU requires that the Organization use the following five step process: 1) Identify exchange agreements or partial exchange agreements that create a contract; 2) Identify their performance obligations; 3) Determine the transaction price; 4) Allocate the transaction price among the performance obligations; 5) Recognize revenue at the point in time when, or over the time period during which, a performance obligation is recognized. The adoption of the ASU did not impact the change in net assets. The presentation and disclosures of revenue have been enhanced in accordance with the standards.

Pending Accounting Pronouncements

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842).* The core principles of ASU 2016-02 change the way organizations will account for their leases by recognizing lease assets and related liabilities on the statement of financial position and disclosing key information about leasing arrangements. ASU 2016-02 is effective for non-public entities for fiscal years beginning after December 15, 2021.

In September 2020, the FASB issued ASU 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets.* The core principles of ASU 2020-07 address the measurement of nonfinancial contributions and increase the transparency of contributed nonfinancial assets through enhancements to presentation and disclosure. The amendments in the update are to be applied on a retrospective basis. ASU 2020-07 is effective for non-public entities for fiscal years beginning after June 15, 2021.

Use of Estimates

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

2. Summary of Significant Accounting Policies (continued)

Summarized Comparative Information

The accompanying financial statements are presented with certain prior year summarized comparative information. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2019 from which the summarized information was derived.

Reclassifications

Certain 2018 amounts were reclassified to conform to the 2019 financial statement presentation.

3. Concentrations

The Organization maintains cash deposits with major financial institutions which from time to time may exceed federally insured limits. Management periodically assesses the financial condition of the institutions and believes that the risk of any loss is minimal.

Contributions from three entities accounted for approximately 58% of the Organization's revenue and support for the year ended December 31, 2019. In addition, 100% of the Organization's contributions receivable was due from one entity.

4. Property and Equipment

The Organization held the following property and equipment at December 31, 2019:

Office equipment	$	19,497
Less: accumulated depreciation and amortization		(13,797)
Property and equipment, net	$	5,700

5. Contributions Receivable

Contributions receivable represent amounts due from the Organization's various donors and totaled $50,509 at December 31, 2019, as presented on the accompanying statement of financial position. The Organization has not recorded an allowance for uncollectible accounts, as management believes all amounts are fully collectible within one year. If an amount becomes uncollectible, it is expensed when that determination is made.

6. Liquidity and Availability of Resources

The following schedule reflects the Organization's financial assets as of December 31, 2019, reduced by amounts not available for general use within one year. All financial assets listed below are considered to be convertible to cash within one year:

Cash	$	8,528
Contributions receivable		50,509
Total financial assets		59,037
Less those unavailable for general expenditures within one year due to donor-imposed restrictions:		-
Financial assets available to meet cash needs for general expenditures within one year	$	59,037

The Organization's policy is to structure its financial assets to become available as general expenditures, liabilities and other obligations become due, operating within a prudent range of financial soundness and stability while maintaining and monitoring reserves to provide reasonable assurance that long-term program goals will continue to be met.

7. Net Assets With Donor Restrictions

There were no net assets with donor restrictions at December 31, 2019.

Releases from net assets with donor restriction were for the following at December 31, 2019:

Satisfaction of expenditures for specific purposes:		
Identity Theft Awareness	$	25,000
Product Discovery Sprint		25,000
Total net assets released from restrictions	$	50,000

8. Income Taxes

Under Section 501(c)(3) of the Internal Revenue Code, the Organization is a nonprofit organization and is exempt from federal taxes on income other than net unrelated business income. No provision for federal or state income taxes is required for the year ended December 31, 2019, as the Organization had no taxable net unrelated business income.

8. Income Taxes (continued)

The Organization follows the authoritative guidance relating to accounting for uncertainty in income taxes included in Accounting Standards Codification Topic 740-10, *Income Taxes*. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and derecognition of tax positions taken or expected to be taken in a tax return. It is the Organization's policy to recognize interest and/or penalties related to uncertain tax positions, if any, in income tax expenses.

The Organization performed an evaluation of uncertain tax positions for the year ended December 31, 2019 and determined that there were no matters that would require recognition in the financial statements or that may have any effect on its tax-exempt status. The statute of limitations generally remains open for three tax years with the U. S. federal jurisdiction or the various states and local jurisdictions in which the Organization files tax returns.

9. Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through November 9, 2020, the date the financial statements were available to be issued. There were no subsequent events that require recognition of, or disclosure in, the financial statements, other than as noted in the paragraphs below.

The COVID-19 pandemic has caused disruption for nonprofit organizations and other businesses and has resulted in significant volatility in the financial markets. There have been mandated and voluntary closings of businesses including cancellations of events and meetings. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of restrictions on gatherings and potential economic impacts. At this time, the potential related financial impact and duration cannot be reasonably estimated.

The Organization received a Paycheck Protection Program (PPP) loan of $47,400. The loan carries an interest rate of 1% and a repayment term of 2 years, with a deferment of up to 10 months. All or a portion of the PPP loan has the potential to be forgiven under the provisions of the Coronavirus Aid, Relief, and Economic Security Act.