

WE DON'T WASTE, INC.

FINANCIAL STATEMENTS

December 31, 2019 and 2018

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JOHN CUTLER & ASSOCIATES

Board of Directors
We Don't Waste, Inc.
Denver, Colorado

Independent Auditors' Report

Report on the Financial Statements

We have audited the accompanying financial statements of We Don't Waste, Inc., which comprise the statement of financial position as of December 31, 2019 and 2018, and the related statements of activities, cash flows, and functional expenses 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 the 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 audit. We conducted our audits 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 auditor's 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 auditor considers 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the We Don't Waste, Inc. as of December 31, 2019 and 2018, and the changes in net assets, cash flows, and functional expenses for the year then ended in accordance with accounting principles generally accepted in the United States of America.

The appendices have not been subjected to the auditing procedures applied in the audit of the basic financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

John Cutler & Associates, LLC

April 27, 2020

WE DON'T WASTE, INC.

STATEMENT OF FINANCIAL POSITION

December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
ASSETS		
Current Assets		
Cash	\$ 1,224,694	\$ 834,032
Contributions Receivable	40,000	50,000
Prepaid Expenses	9,000	9,000
Total Current Assets	<u>1,273,694</u>	<u>893,032</u>
Property and Equipment		
Equipment	84,553	84,553
Leasehold Improvements	89,523	89,523
Vehicles	225,634	225,634
Less: Accumulated Depreciation	<u>(240,909)</u>	<u>(196,516)</u>
Total Property and Equipment, Net	<u>158,801</u>	<u>203,194</u>
TOTAL ASSETS	<u>\$ 1,432,495</u>	<u>\$ 1,096,226</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable	<u>\$ 13,459</u>	<u>\$ 13,468</u>
Total Current Liabilities	<u>13,459</u>	<u>13,468</u>
NET ASSETS		
Without Donor Restrictions	1,199,026	1,032,758
With Donor Restrictions	<u>220,010</u>	<u>50,000</u>
Total Net Assets	<u>1,419,036</u>	<u>1,082,758</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 1,432,495</u>	<u>\$ 1,096,226</u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

STATEMENT OF ACTIVITIES

Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS AND OTHER SUPPORT			
Grants and Contributions	\$ 925,740	\$ 220,010	\$ 1,145,750
In Kind - Food Contributions	12,542,175	-	12,542,175
In Kind - Non Food Contributions	73,500	-	73,500
Interest Income	8,818	-	8,818
Net Assets Released from Restrictions	50,000	(50,000)	-
	<u>13,600,233</u>	<u>170,010</u>	<u>13,770,243</u>
TOTAL REVENUES, GAINS AND OTHER SUPPORT			
EXPENSES			
Program Services	600,406	-	600,406
In Kind - Food Distribution	12,615,675	-	12,615,675
	<u>13,216,081</u>	<u>-</u>	<u>13,216,081</u>
Total Program Services			
Supporting Services			
General and Administrative	56,706	-	56,706
Fundraising	161,178	-	161,178
	<u>217,884</u>	<u>-</u>	<u>217,884</u>
Total Supporting Services			
TOTAL EXPENSES	<u>13,433,965</u>	<u>-</u>	<u>13,433,965</u>
CHANGE IN NET ASSETS	166,268	170,010	336,278
NET ASSETS, Beginning	<u>1,032,758</u>	<u>50,000</u>	<u>1,082,758</u>
NET ASSETS, Ending	<u>\$ 1,199,026</u>	<u>\$ 220,010</u>	<u>\$ 1,419,036</u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

STATEMENT OF ACTIVITIES

Year Ended December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS AND OTHER SUPPORT			
Grants and Contributions	\$ 756,720	\$ -	\$ 756,720
In Kind - Food Contributions	17,275,083	-	17,275,083
In Kind - Non Food Contributions	295,659	-	295,659
Interest Income	600	-	600
Net Assets Released from Restriction	80,000	(80,000)	-
	<u>18,408,062</u>	<u>(80,000)</u>	<u>18,328,062</u>
TOTAL REVENUES, GAINS AND OTHER SUPPORT	<u>18,408,062</u>	<u>(80,000)</u>	<u>18,328,062</u>
EXPENSES			
Program Services	519,377	-	519,377
In Kind - Food Distribution	17,537,742	-	17,537,742
	<u>18,057,119</u>	<u>-</u>	<u>18,057,119</u>
Total Program Services	<u>18,057,119</u>	<u>-</u>	<u>18,057,119</u>
Supporting Services			
General and Administrative	54,964	-	54,964
Fundraising	140,747	-	140,747
	<u>195,711</u>	<u>-</u>	<u>195,711</u>
Total Supporting Services	<u>195,711</u>	<u>-</u>	<u>195,711</u>
TOTAL EXPENSES	<u>18,252,830</u>	<u>-</u>	<u>18,252,830</u>
CHANGE IN NET ASSETS	155,232	(80,000)	75,232
NET ASSETS, Beginning	<u>877,526</u>	<u>130,000</u>	<u>1,007,526</u>
NET ASSETS, Ending	<u>\$ 1,032,758</u>	<u>\$ 50,000</u>	<u>\$ 1,082,758</u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

STATEMENT OF CASH FLOWS
Year Ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 336,278	\$ 75,232
Adjustments to Reconcile Changes in Net Assets to Net Cash Provided by Operating Activities		
Decrease in Accounts Receivable	10,000	50,000
Increase (Decrease) in Accounts Payable	(9)	(56,524)
Depreciation	<u>44,393</u>	<u>44,609</u>
Net Cash Provided by Operating Activities	<u>390,662</u>	<u>113,317</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of Property	<u>-</u>	<u>(75,541)</u>
NET INCREASE (DECREASE) IN CASH	390,662	37,776
CASH, Beginning	<u>834,032</u>	<u>796,256</u>
CASH, Ending	<u><u>\$ 1,224,694</u></u>	<u><u>\$ 834,032</u></u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2019

	Program Services		Support Services		Totals
	Program Expenses	Food Distribution	Management and General	Fundraising	
Board Expense	\$ -	\$ -	\$ 361	\$ -	\$ 361
Depreciation and Amortization	44,393	-	-	-	44,393
Dues and Subscriptions	-	-	-	937	937
Food	-	12,615,675	-	-	12,615,675
Insurance	19,756	-	6,388	-	26,144
License and Fees	2,158	-	490	-	2,648
Office Expenses	1,703	-	-	919	2,622
Other Expenses	3,702	-	1,205	434	5,341
Postage and Delivery	-	-	-	2,149	2,149
Printing and Reproduction	70	-	140	120	330
Professional Services	4,838	-	11,169	-	16,007
Facilities	118,996	-	5,467	2,542	127,005
Repairs and Maintenance	41,026	-	467	-	41,493
Salaries and Wages	362,039	-	31,019	122,602	515,660
Training and Travel	1,725	-	-	2,104	3,829
Fundraising and Development	-	-	-	29,371	29,371
	<u>\$ 600,406</u>	<u>\$ 12,615,675</u>	<u>\$ 56,706</u>	<u>\$ 161,178</u>	<u>\$ 13,433,965</u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2018

	Program Services		Support Services		Totals
	Program Expenses	Food Distribution	Management and General	Fundraising	
Board Expense	\$ -	\$ -	\$ 2,234	\$ -	\$ 2,234
Depreciation and Amortization	44,609	-	-	-	44,609
Food	-	17,537,742	-	-	17,537,742
Insurance	14,131	-	2,894	-	17,025
License and Fees	-	-	10	-	10
Office Expenses	1,787	-	3,573	596	5,956
Data Management	720	-	45	135	900
Bank/Payroll/Merchant Fees	7,337	-	1,958	489	9,784
Printing and Reproduction	143	-	287	48	478
Professional Services	-	-	9,800	-	9,800
Facilities	114,172	-	6,138	2,455	122,765
Auto Maintenance and Fuel	21,440	-	-	-	21,440
Salaries and Wages	312,609	-	26,795	107,180	446,584
Training and Travel	1,538	-	1,230	308	3,076
Fundraising and Development	891	-	-	29,536	30,427
	<u>\$ 519,377</u>	<u>\$ 17,537,742</u>	<u>\$ 54,964</u>	<u>\$ 140,747</u>	<u>\$ 18,252,830</u>

The accompanying notes are an integral part of the financial statements.

WE DON'T WASTE, INC.

NOTES TO THE FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization – We Don't Waste, Inc. (the "Organization") is a Colorado nonprofit corporation which was incorporated in July 2009. The Organization's mission is to resource surplus food from venues, events, caterers, restaurants, and other major food distributors and deliver the products to community-based non-profit agencies serving vulnerable populations to increase food security within those populations. The Organization enables community agencies to feed the needy, serving as the link between food sources and the underserved. We support the community and the environment by reclaiming and redistributing quality food to those in need. The Organization resources surplus food from venues, events, caterers, restaurants, and other major food distributors and deliver the products to community-based non-profit agencies serving vulnerable populations to increase food security within those populations, while reducing the amount of food destined for landfills.

Basis of Presentation –The financial statements of We Don't Waste, Inc. have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Cash and Cash Equivalents – For financial statement purposes, the Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

WE DON'T WASTE, INC.

NOTES TO THE FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES(Continued)

Contributions – Contributions received are recognized in the period received. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for specific purposes are reported as net assets with donor restrictions. Support that is restricted by the donor is reported as net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. Net assets with donor restrictions are reclassified to net assets without donor restrictions when the donor restriction is satisfied. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Fair value measurements – Fair value is defined as the price that would be received to sell an asset in the principal or most advantageous market for the asset in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset. US GAAP establishes a fair value hierarchy that prioritizes investments based on those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). The Organization groups assets at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

- Level 1 Unadjusted quoted market prices for identical assets or liabilities in active markets as of the measurement date.

- Level 2 Other observable inputs, either directly or indirectly, including:
 - Quoted prices for similar assets/liabilities in active markets;
 - Quoted prices for identical or similar assets in non-active markets;
 - Inputs other than quoted prices that are observable for the asset/liability; and,
 - Inputs that are derived principally from or corroborated by other observable market data.

- Level 3 Unobservable inputs that cannot be corroborated by observable market data.

The Organization has investments are valued using Level 2 inputs.

Revenue Recognition – All revenues are recognized as earned.

WE DON'T WASTE, INC.

NOTES TO THE FINANCIAL STATEMENTS

December 31, 2019 and 2018

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Functional Allocation of Expenses – The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the program and supporting services. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

Board Expense	Time and Effort
Depreciation and Amortization	Square Footage
Dues and Subscriptions	Time and Effort
Events	Time and Effort
Food	Time and Effort
Insurance	Full Time Equivalent
License and Fees	Full Time Equivalent
Office Expenses	Full Time Equivalent
Other Expenses	Time and Effort
Payroll Fees	Full Time Equivalent
Postage and Delivery	Full Time Equivalent
Printing and Reproduction	Full Time Equivalent
Professional Services	Full Time Equivalent
Facilities	Time and Effort
Repairs and Maintenance	Time and Effort
Salaries and Wages	Time and Effort
Training and Travel	Time and Effort
Fundraising and Development	Time and Effort

Income Tax Status – The Organization is incorporated and registered as a Colorado Non-profit corporation. They received their 501(c)(3) designation from the Internal Revenue Service in May of 2011.

Subsequent Events – Potential subsequent events were considered through April 27, 2020.

Reclassifications – Certain prior year amounts have been reclassified to conform to the current year presentation.

WE DON'T WASTE, INC.

NOTES TO THE FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 2: IN-KIND DONATIONS

During the year the Organization received donated food, property and other supplies and services. For the years ended December 31, 2019 and 2018, the amount of in-kind donations totaled \$12,615,675 (\$12,542,175 food value, 19,109,322 food servings) and \$17,537,742 (\$17,275,083 food value, 32,138,512 food servings), respectively. These amounts are recorded as contribution revenue and expense in the financial statements.

A number of volunteers have donated time in connection with Organization's activities. No amounts have been reflected in the financial statements for these donated services as they do not meet the criteria for recognition under SFAS No. 116.

NOTE 3: AVAILABILITY AND LIQUIDITY

As of December 31, 2019, the Organization has a working capital of \$1,260,235 and average days (based on normal expenditures) cash on hand of 546.

Financial assets available for general expenditure within one year of the balance sheet date, consist of the following:

	<u>2019</u>	<u>2018</u>
Cash and Cash Equivalents	\$ 1,224,694	\$ 834,032
Accounts Receivable, Net	<u>40,000</u>	<u>50,000</u>
Total Financial Assets	<u>1,264,694</u>	<u>884,032</u>
Less amounts not available to be used within a year:		
Net Assets with donor restrictions	220,010	50,000
Less net assets with purpose restrictions to be met in than a year	<u>(220,010)</u>	<u>(50,000)</u>
Financial Assets available to meet general expenditures over the next twelve months	<u>\$ 1,264,694</u>	<u>\$ 884,032</u>

There were no board restricted funds for the years ending 2019 and 2018.

As part of the Organization's liquidity management plan, cash in excess of daily requirements are invested in money market funds.

The Organization's goal is generally to maintain financial assets to meet 90 days of operating expenses (approximately \$165,000). As part of its liquidity plan, excess cash is invested in short-term investments, including money market accounts.

WE DON'T WASTE, INC.

NOTES TO THE FINANCIAL STATEMENTS
December 31, 2019 and 2018

NOTE 4: NET ASSETS

Net assets with donor restrictions were as follows for the years ended December 31, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Specific Purpose:		
Leasehold Improvements	\$ 170,010	\$ -
Passage of Time		
Contributions Receivable	<u>50,000</u>	<u>5012,000</u>
Total	<u>\$ 220,010</u>	<u>\$ 50,000</u>

Net assets without donor restrictions for the years ended December 31, 2019 and 2018 were \$1,199,026 and \$1,032,7858 respectively.

Net assets released from net assets with donor restrictions are as follows:

	<u>2019</u>	<u>2018</u>
Satisfaction of Purpose Restrictions		
Satisfaction of Purpose	\$ -	\$ 30,000
Passage of Time	<u>50,000</u>	<u>50,000</u>
Total	<u>\$ 50,000</u>	<u>\$ 80,000</u>

2019APPENDIX

APPENDIX A - NONPROFIT REPORT

History

We Don't Waste, founded in 2009, concluded its tenth year of operation, the first three under the fiscal umbrella of an established 501(c)(3). In 2011, We Don't Waste secured its 501(c)(3) and has operated successfully ever since as its own independent entity.

Servings of Food and Valuation

By the end of 2018, We Don't Waste's productivity increased to recovering just over 32 million servings or over 10.7 million meals. The value of the food recovered was over \$16.2M. We Don't Waste provided the food to 58 nonprofits (plus an additional 130 agencies through partner distribution) throughout the Metro Denver area at a cost of \$.067 per meal. With the recovery of 32 million servings, We Don't Waste diverted over 12.4 million pounds of greenhouse gases (CO₂e), equal to removing 1,225 cars from the road for an entire year.

By the end of 2019, We Don't Waste had recovered over 19 million servings of food, valued at over \$12.5M, from 167 food donors. As a result of carry-over inventory from 2018, We Don't Waste distributed almost 26.3 million servings of food in 2019, equal to nearly 9 million meals. This food was distributed through We Don't Waste's Mobile Food Markets and to 71 agencies (plus an additional 130 agencies through partner distribution) throughout the Metro Denver area at a cost of \$.09 per meal. With the recovery of 19 million servings, We Don't Waste diverted over 10 million pounds of greenhouse gases (CO₂e), equal to removing 991 cars from the road for an entire year.

It is noted We Don't Waste provides monthly reports to food donors that highlight the impact of their donations in reducing food waste entering area landfills. Based on this information, several donors made internal changes to reduce the amount of food produced in an effort to eliminate potential food waste. We Don't Waste congratulates our donors on these changes, even though it did result in a drop from them in food donations in 2019 but fulfilled our mission of reducing food waste entering landfills.

Financial Position

The We Don't Waste net position increased by \$336,278 for the year ended 12/31/2019. In the view of management, the entity is in a solid financial condition with no long-term debt.

The value of the service of We Don't Waste to community-based agencies allows each agency to provide more nutritious food to their clients as almost 50% of the food distributed is comprised of fresh fruit, vegetables, lean protein and dairy, while at the same time saving agencies substantial sums of money from their food budgets for use in expanding other programming.