



person**to**person

**Person-to-Person, Inc.
Financial Statements and Supplementary Information
(Together with Independent Auditors' Report**

For the Years Ended June 30, 2022 and 2021



PERSON-TO-PERSON, INC.
FINANCIAL STATEMENTS and Supplementary Information
(Together with Independent Auditors' Report
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

TABLE OF CONTENTS

	<u>Page</u>
Independent Auditors' Report.....	1-2
Statements of Financial Position.....	3
Statements of Activities and Change in Net Assets.....	4-5
Statements of Functional Expenses.....	6-7
Statements of Cash Flows.....	8
Notes to Financial Statements.....	9-19
 SUPPLEMENTARY INFORMATION	
Graphical Information.....	20-21



Mayer Hoffman McCann CPAs
The New York Practice of Mayer Hoffman McCann P.C., An Independent CPA Firm
4 Manhattanville Road, Suite 402 ■ Purchase, NY 10577
914.524.9000 ■ www.mhmcpa.com

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Person-to-Person, Inc.

Opinion

We have audited the financial statements of Person-to-Person, Inc. (a not for profit organization), (the "Organization"), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Person-to-Person, Inc. as of June 30, 2022, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Person-to-Person, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Report on 2021 Financial Statements

The financial statements of Person-to-Person, Inc. as of and for the year ended June 30, 2021, were audited by another auditor whose report dated January 13, 2022, expressed an unmodified opinion on those statements.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

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



Member of Kreston International — a global network of independent accounting firms

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

Related Party Support

As explained in Note 13 of the financial statements, Person-to-Person, Inc. is a separate not-for-profit organization founded by Saint Luke's Episcopal Church of Darien, Connecticut ("St. Luke's"). St. Luke's and Person-to-Person, Inc. are related parties under common control and share economic resources. Our opinion is not modified with respect to this matter.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 20-21 for the year ended June 30, 2022, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Mayer Hoffman McCann P.C.

Purchase, NY
January 18, 2023

PERSON-TO-PERSON, INC.
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2022 AND 2021

ASSETS

	2022	2021
Current Assets		
Cash and cash equivalents	\$ 3,452,529	\$ 1,546,326
Contributions receivable	38,000	68,175
Inventory	140,510	95,168
Prepaid expenses and other receivables	115,480	125,146
Total Current Assets	3,746,519	1,834,815
Property and equipment, net	671,109	782,670
Security deposit	10,587	10,587
Investments - Operating Reserve	-	2,201,319
Investments - Janet Evans Endowment Fund	2,966,724	3,678,924
TOTAL ASSETS	\$ 7,394,939	\$ 8,508,315

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts payable and accrued expenses	\$ 100,190	\$ 188,802
Deferred revenue	19,441	-
Agency liabilities	20,676	28,656
Total Current Liabilities	140,307	217,458
Net Assets		
Without donor restrictions:		
Available for operations	3,123,022	3,036,341
Board-designated - COVID relief fund	-	160,011
Net investment in property and equipment	671,109	782,670
Total without donor restrictions	3,794,131	3,979,022
With donor restrictions	3,460,501	4,311,835
Total Net Assets	7,254,632	8,290,857
TOTAL LIABILITIES AND NET ASSETS	\$ 7,394,939	\$ 8,508,315

PERSON-TO-PERSON, INC.
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT AND REVENUE			
PUBLIC SUPPORT			
Contributions - cash	\$ 2,129,240	\$ 1,760,224	\$ 3,889,464
Contributed non-financial assets - goods	8,209,550	-	8,209,550
Contributed non-financial assets - service	125,614	-	125,614
Government grants	382,514	-	382,514
Investment loss	<u>(24,137)</u>	<u>(535,458)</u>	<u>(559,595)</u>
Total Public Support	<u>10,822,781</u>	<u>1,224,766</u>	<u>12,047,547</u>
Special events income	699,669	-	699,669
Less: Costs of direct benefit to donors	<u>(166,222)</u>	<u>-</u>	<u>(166,222)</u>
Net revenues from special events	533,447	-	533,447
REVENUE			
OPUS dues	11,257	-	11,257
Other revenue	2,907	-	2,907
Net assets released from restrictions:			
Satisfaction of program and purpose restrictions	<u>2,076,100</u>	<u>(2,076,100)</u>	<u>-</u>
Total Revenue	<u>2,090,264</u>	<u>(2,076,100)</u>	<u>14,164</u>
 Total Public Support and Revenue	 <u>13,446,492</u>	 <u>(851,334)</u>	 <u>12,595,158</u>
EXPENSES			
Program Services			
Critical needs	11,940,137	-	11,940,137
Scholarships	313,343	-	313,343
Camperships	<u>230,333</u>	<u>-</u>	<u>230,333</u>
Total Program Services	<u>12,483,813</u>	<u>-</u>	<u>12,483,813</u>
Supporting Services			
Management and general	367,231	-	367,231
Fund development	<u>780,339</u>	<u>-</u>	<u>780,339</u>
Total Supporting Services	<u>1,147,570</u>	<u>-</u>	<u>1,147,570</u>
 Total Expenses	 <u>13,631,383</u>	 <u>-</u>	 <u>13,631,383</u>
 CHANGE IN NET ASSETS	 (184,891)	 (851,334)	 (1,036,225)
Net assets - beginning of year	<u>3,979,022</u>	<u>4,311,835</u>	<u>8,290,857</u>
 Net assets - end of year	 <u>\$ 3,794,131</u>	 <u>\$ 3,460,501</u>	 <u>\$ 7,254,632</u>

PERSON-TO-PERSON, INC.
STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT AND REVENUE			
PUBLIC SUPPORT			
Contributions - cash	\$ 2,268,741	\$ 2,409,012	\$ 4,677,753
Contributed non-financial assets - goods	9,145,244	-	9,145,244
Contributed non-financial assets - service	82,808	-	82,808
Government grants	396,312	-	396,312
Investment return (loss)	7,712	831,699	839,411
Total Public Support	11,900,817	3,240,711	15,141,528
Special events income	199,124	-	199,124
Less: Costs of direct benefit to donors	(62,331)	-	(62,331)
Net revenues from special events	136,793	-	136,793
REVENUE			
OPUS dues	13,745	-	13,745
Other revenue	2,672	-	2,672
Gain on extinguishment of debt (PPP loan)	365,200	-	365,200
Loss on disposal of asset	(6,952)	-	(6,952)
Net assets released from restrictions:			
Satisfaction of program restrictions	3,242,576	(3,242,576)	-
Total Revenue	3,617,241	(3,242,576)	374,665
Total Public Support and Revenue	15,654,851	(1,865)	15,652,986
EXPENSES			
Program Services			
Critical needs	12,479,211	-	12,479,211
Scholarships	359,202	-	359,202
Camperships	163,442	-	163,442
Total Program Services	13,001,855	-	13,001,855
Supporting Services			
Management and general	320,774	-	320,774
Fund development	686,354	-	686,354
Total Supporting Services	1,007,128	-	1,007,128
Total Expenses	14,008,983	-	14,008,983
CHANGE IN NET ASSETS	1,645,868	(1,865)	1,644,003
Net assets - beginning of year	2,333,154	4,313,700	6,646,854
Net assets - end of year	\$ 3,979,022	\$ 4,311,835	\$ 8,290,857

See accompanying notes to financial statements.

PERSON-TO-PERSON, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2022

	PROGRAM SERVICES				SUPPORTING SERVICES			TOTAL FUNCTIONAL EXPENSES
	CRITICAL NEEDS	SCHOLAR- SHIPS	CAMPER- SHIPS	TOTAL	MANAGEMENT AND GENERAL	FUND DEVELOPMENT	TOTAL	
Salaries	\$ 1,208,740	\$ 39,217	\$ 29,955	\$ 1,277,912	\$ 227,763	\$ 450,683	\$ 678,446	\$ 1,956,358
Payroll taxes	85,610	2,778	2,122	90,510	16,132	31,920	48,052	138,562
Benefits	183,608	5,957	4,550	194,115	34,597	68,459	103,056	297,171
Payroll and Related Expenditures	1,477,958	47,952	36,627	1,562,537	278,492	551,062	829,554	2,392,091
Clothing and food distributed	8,164,208	-	-	8,164,208	-	-	-	8,164,208
Grants and assistance	1,076,155	259,138	189,320	1,524,613	-	-	-	1,524,613
Food and supplies	394,962	-	-	394,962	-	150,390	150,390	545,352
Program supplies	53,130	-	-	53,130	-	13,320	13,320	66,450
Donated services	125,614	-	-	125,614	-	-	-	125,614
Occupancy	220,489	601	601	221,691	3,004	13,210	16,214	237,905
Office expenses	31,829	1,046	351	33,226	4,233	57,016	61,249	94,475
Insurance	-	-	-	-	39,865	-	39,865	39,865
Postage	2,067	65	28	2,160	168	16,316	16,484	18,644
Equipment maintenance and support	93,379	1,553	665	95,597	3,802	23,699	27,501	123,098
Computer supplies and software	3,215	447	403	4,065	261	739	1,000	5,065
Telephone	26,218	208	208	26,634	1,042	2,502	3,544	30,178
Vehicle expense	31,638	-	-	31,638	-	-	-	31,638
Volunteers and training	9,438	116	58	9,612	349	3,488	3,837	13,449
Audit	-	-	-	-	24,000	-	24,000	24,000
Communications	-	-	-	-	-	63,111	63,111	63,111
Consulting	62,417	450	150	63,017	6,715	4,550	11,265	74,282
Project consulting	1,850	50	25	1,925	150	26,059	26,209	28,134
Other	18,667	66	246	18,979	198	11,195	11,393	30,372
Depreciation and amortization	146,903	1,651	1,651	150,205	4,952	9,904	14,856	165,061
Total Expenses	11,940,137	313,343	230,333	12,483,813	367,231	946,561	1,313,792	13,797,605
Less: direct benefits to donors recorded on statement of activities and changes in net assets	-	-	-	-	-	(166,222)	(166,222)	(166,222)
Total Functional Expenses	<u>\$ 11,940,137</u>	<u>\$ 313,343</u>	<u>\$ 230,333</u>	<u>\$ 12,483,813</u>	<u>\$ 367,231</u>	<u>\$ 780,339</u>	<u>\$ 1,147,570</u>	<u>\$ 13,631,383</u>

See accompanying notes to financial statements.

PERSON-TO-PERSON, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2021

	PROGRAM SERVICES				SUPPORTING SERVICES			TOTAL FUNCTIONAL EXPENSES
	CRITICAL NEEDS	SCHOLAR- SHIPS	CAMPER- SHIPS	TOTAL	MANAGEMENT AND GENERAL	FUND DEVELOPMENT	TOTAL	
Salaries	\$ 1,091,948	\$ 26,856	\$ 20,034	\$ 1,138,838	\$ 205,898	\$ 411,261	\$ 617,159	\$ 1,755,997
Payroll taxes	78,311	1,940	1,447	81,698	14,995	28,948	43,943	125,641
Benefits	155,528	2,868	2,124	160,520	19,259	45,744	65,003	225,523
Payroll and Related Expenditures	1,325,787	31,664	23,605	1,381,056	240,152	485,953	726,105	2,107,161
Clothing and food distributed	9,118,844	-	-	9,118,844	-	-	-	9,118,844
Grants and assistance	1,097,269	323,121	135,553	1,555,943	-	-	-	1,555,943
Food and supplies	243,576	-	-	243,576	-	14,373	14,373	257,949
Program supplies	28,751	-	-	28,751	-	13,298	13,298	42,049
Donated services	82,808	-	-	82,808	-	-	-	82,808
Occupancy	212,921	590	590	214,101	2,951	53,575	56,526	270,627
Office expenses	23,404	578	291	24,273	2,446	63,707	66,153	90,426
Insurance	-	-	-	-	36,700	-	36,700	36,700
Postage	2,682	27	27	2,736	214	9,080	9,294	12,030
Equipment maintenance and support	96,150	710	710	97,570	5,090	21,957	27,047	124,617
Computer supplies and software	1,414	350	350	2,114	155	329	484	2,598
Telephone	27,186	162	162	27,510	809	1,941	2,750	30,260
Vehicle expense	32,098	-	-	32,098	-	-	-	32,098
Volunteers and training	11,516	61	61	11,638	484	1,296	1,780	13,418
Audit	-	-	-	-	22,000	-	22,000	22,000
Communications	2,331	24	143	2,498	192	37,158	37,350	39,848
Consulting	18,975	175	175	19,325	3,550	25,118	28,668	47,993
Project consulting	10,239	140	140	10,519	1,122	2,384	3,506	14,025
Other	2,730	21	56	2,807	172	9,042	9,214	12,021
Depreciation and amortization	140,530	1,579	1,579	143,688	4,737	9,474	14,211	157,899
Total Expenses	12,479,211	359,202	163,442	13,001,855	320,774	748,685	1,069,459	14,071,314
Less: direct benefits to donors recorded on statement of activities and changes in net assets	-	-	-	-	-	(62,331)	(62,331)	(62,331)
Total Functional Expenses	\$ 12,479,211	\$ 359,202	\$ 163,442	\$ 13,001,855	\$ 320,774	\$ 686,354	\$ 1,007,128	\$ 14,008,983

See accompanying notes to financial statements.

PERSON-TO-PERSON, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ (1,036,225)	\$ 1,644,003
Adjustments to Reconcile Change in Net Assets to Net Cash (Used in) Provided by Operating Activities:		
Realized and unrealized losses (gains) on investments, net	773,600	(733,136)
Depreciation and amortization	165,061	157,899
Gain on extinguishment of debt (PPP loan)	-	(365,200)
Changes in Operating Assets and Liabilities:		
Government grants receivable	-	7,285
Contributions receivable	30,175	23,964
Inventory	(45,342)	(26,400)
Prepaid expenses and other receivables	9,666	(54,607)
Accounts payable and accrued expenses	(88,612)	(5,269)
Agency liabilities	(7,980)	1,372
Deferred revenue	19,441	-
Total Adjustments	856,009	(994,092)
Net Cash (Used in) Provided by Operating Activities	(180,216)	649,911
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of investments	2,704,002	135,967
Purchase of investments	(564,083)	(2,272,677)
Purchase of property and equipment	(53,500)	(178,277)
Net Cash Provided by (Used in) Investing Activities	2,086,419	(2,314,987)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,906,203	(1,665,076)
Cash and cash equivalents - beginning of year	1,546,326	3,211,402
Cash and cash equivalents - end of year	\$ 3,452,529	\$ 1,546,326

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 1 – ORGANIZATION AND NATURE OF ACTIVITIES

Person-to-Person, Inc. (“Person-to-Person” or the “Organization”), a not-for-profit human services organization, was established in 1968 by Saint Luke’s Episcopal Church in Darien, Connecticut (“St. Luke’s”). Person-to-Person was incorporated under the Connecticut Nonstock Corporation Act as a separate organization in 1994. St. Luke’s is the sole member of the Organization.

Person-to-Person is a volunteer-driven, community-supported agency which, through the sharing of goods and talents, responds to individuals and families who lack the basic necessities or resources to achieve economic stability in their lives. The Organization provides rapid response assistance to client emergencies, as well as access to interconnected services that support its clients' journeys toward self-sufficiency. Person-to-Person offers assistance through three key programs: critical needs, camperships and scholarships. The critical needs program provides food, clothing, financial assistance, including eviction mediation, and crisis counseling to residents of Lower Fairfield County, Connecticut. More than 307 children attended summer day camps in 2022 through the campership program. The scholarship program provides financial assistance for local students from low-income households.

In 2018, Person-to-Person launched the P2P on Wheels program. The purpose of the program is to take food and financial assistance into low-income neighborhoods. In late 2017, Person-to-Person purchased and took possession of a 32' truck for P2P On Wheels, and in early 2018 launched its new program.

In April 2020, P2P implemented a new home delivery system, Door2Door to provide accessible grocery options for low-income people affected by the pandemic. The program was created in response to the large increase in demand for food assistance and to ensure that at-risk clients received the essentials they needed to survive the pandemic and has grown to become an essential aspect of the food program. Groceries are pre-packed by volunteers and delivered to the door of a person or family in need of food.

The Organization receives most of its support from the general public through cash and in-kind contributions. OPUS, a fundraising arm of Person-to-Person, was established to raise funds and public awareness for Person-to-Person. OPUS has dues-paying members who engage primarily in special event fundraising on behalf of Person-to-Person. OPUS is not a separate legal entity, but rather a part of Person-to-Person.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Basis

Person-to-Person’s financial statements have been prepared on the accrual basis of accounting and presented in accordance with Financial Accounting Standards Board (“FASB”) guidance for not-for-profit organizations. Under that guidance, the Organization is required to report information regarding its net assets and revenues, gains, and losses based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified and reported as follows:

- Without donor restrictions – Net assets that are not subject to explicit donor-imposed stipulations, including board designated funds functioning as endowment.
- With donor restrictions – Net assets subject to donor-imposed stipulations, including stipulations that will be met either by actions of the Organization or the passage of time, stipulations that they be held in perpetuity by the Organization, and net assets from endowments not yet appropriated for spending. When time and purpose restrictions expire, net assets with donor restrictions are reclassified to net assets without donor restrictions.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition

Contributions: Person-to-Person reports gifts of cash and other assets as with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and change in net assets as net assets released from restrictions.

Promises to Give: Unconditional promises to give are recognized as revenue in the period received and recorded as assets. Conditional promises to give are recognized when the conditions on which they depend are *substantially met*.

Government and foundation grants and contracts are nonexchange transactions and accounted for under Accounting Standards Update (“ASU”) 2018-08, *Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made* (Topic 958). Grants and contracts are recognized as revenue when barriers within the contract are overcome, and there is no right of return. Grants and contracts amounted to \$1,454,749 and \$1,688,166 for the years ended June 30, 2022 and 2021, respectively, and are included in the statements of activities.

As of June 30, 2022, the Organization received conditional grants from government agencies in the aggregate amounts of \$19,144. There were no conditional grants in 2021. Such grants have not been recognized in the accompanying financial statements as they are for future periods and will be recognized when contract barriers are overcome. Such barriers include expending these funds in accordance with their agreements. If such services are not provided, the entities are not obligated to expend the funds allotted under the grants and contracts and the Organization may be required to return the funds already remitted.

Contributed non-financial assets: The Organization receives a substantial amount of volunteer services in carrying out its programs and activities. Volunteers perform various administrative and fundraising functions. However, only certain amounts have been reflected in the financial statements for those services meeting the criteria for recognition. Contributed services are not recognized unless the donated services create or enhance non-financial assets or require specialized skills that would typically be purchased if not donated. In-kind contributions are measured at the fair value of the assets transferred to Person-to-Person or the liabilities cancelled or settled. The Organization received and recognized contributed services from specialized professionals for its critical needs programs and administrative functions of \$125,614 and \$82,808 during the years ended June 30, 2022 and 2021, respectively. The programs run by the Organization require the dedication and resources of over 2,500 volunteers who provided approximately 42,000 hours of service assisting clients, stocking the food pantry, sorting clothing, packing bags and boxes for clients and other tasks. During 2022 and 2021, Person-to-Person recognized donated clothing, food and supplies of \$8,209,550 and \$9,145,244, respectively, for use in Person-to-Person’s programs.

Government Grants and Contributions Receivable

Management reviews the balances of government grants and contributions receivable on a regular basis and expects all amounts to be fully collectible; therefore, there is no allowance for doubtful accounts.

Inventory

Inventory consists of clothing, food, household items and supplies. Items are valued based on unit values published by The Salvation Army, Feeding America, Second Harvest, and other available data.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments

Person-to-Person follows FASB guidance on fair value, which, among other things, defines fair value, establishes a hierarchical framework for measuring fair value, and expands disclosure about fair value measurements. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value hierarchy is organized into three levels based upon the assumptions (referred to as “inputs”) used in pricing the asset or liability, as follows:

Level 1: Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2: Inputs are other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, with fair value being determined through the use of models or other valuation methodologies.

Level 3: Inputs are unobservable for the asset or liability and are used to the extent that observable inputs do not exist. Level 3 inputs require significant management judgment and estimation. Factors considered include the purchase cost, prices of recent private placements of the same issuer, liquidity of the investment, changes in financial condition of the issuer, and valuations of similar companies.

The Organization values all of its investments using Level 1 inputs. For equity funds and fixed income funds, the inputs are valued at the closing price reported on the active market on which the individual securities are traded. For mutual funds, the inputs are valued at the net asset value of shares held at year end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future values. Furthermore, while the Organization 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 Organization reports investment income and gains and losses as increases or decreases in net assets without donor restrictions in the statements of activities and change in net assets unless a donor or law restricts their use.

Property and Equipment

Property and equipment are carried at cost, if purchased, or at fair values on dates donated, if contributed, less accumulated depreciation and amortization. Person-to-Person reports gifts of property and equipment as net assets without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used are reported as net assets with donor restrictions. Purchases over \$500 with a useful life greater than one year are capitalized. Repairs and maintenance of existing assets are expensed as incurred.

Depreciation and amortization is determined by use of the straight-line method over the following estimated useful lives or lease term:

Leasehold improvements	5 - 20 years
Equipment and furnishings	3 - 15 years
Vehicles	5 - 7 years
Amortization (computers and software)	3 - 5 years

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Uncertainty in Income Taxes

The Organization evaluates all significant tax positions as required by accounting principles generally accepted in the United States of America. As of June 30, 2022, the Organization does not believe that it has taken any positions that would require recording of any additional tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next year.

Advertising

Person-to-Person expenses the cost of advertising when the advertising takes place.

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The Organization regularly assesses these estimates and, while actual results may differ from these estimates, management believes that material changes will not occur in the near term.

Cash Equivalents

For financial statement purposes, the Organization considers all highly liquid investments with an initial maturity of less than three months when acquired to be cash equivalents.

Functional Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the accompanying statements of activities and change in net assets and functional expenses. The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy, depreciation, and amortization, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology, interest, insurance, and other, which are allocated on the basis of estimates of time and effort. The direct costs of special events include expenses for the benefit of the donors.

NOTE 3 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization regularly monitors liquidity required to meet its operating needs, while also striving to maximize the investment of its available funds. The Organization has various sources of liquidity at its disposal, including cash and cash equivalents, and marketable equity securities. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities of critical needs, campership, and scholarship as well as services undertaken to support those activities to be general expenditures. In addition to financial assets available to meet general expenditures over the next 12 months, the Organization anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 3 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS (Continued)

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statements of financial position date comprise the following:

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 3,452,529	\$ 1,546,326
Investments	2,966,724	5,880,243
Contributions receivable	38,000	68,175
Miscellaneous receivables	<u>2,576</u>	<u>8,165</u>
Subtotal financial assets at year end	6,459,829	7,502,909
Less: amounts with limits on usage		
Board designated assets	-	(160,011)
Spendable net assets with donor restrictions	(483,776)	(639,600)
Endowed investments	<u>(2,823,801)</u>	<u>(3,528,924)</u>
Total financial assets available for general use within one year	<u>\$ 3,152,252</u>	<u>\$ 3,174,374</u>

As part of the Organization’s liquidity management plan, the Organization invests cash in excess of daily requirements in short-term investments and money market funds. The increase in cash and cash equivalents in 2022 resulted from the Organization liquidating its investment in short-term bond mutual funds and investing such proceeds in money market funds.

NOTE 4 – CONTRIBUTIONS RECEIVABLE

Contributions receivable totaling \$38,000 and \$68,175 are due in less than one year and expected to be fully collectible as of June 30, 2022 and 2021, respectively.

NOTE 5 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30:

	<u>2022</u>	<u>2021</u>
Equipment and software	\$ 303,722	\$ 312,496
Furniture and fixtures	149,086	143,944
Leasehold improvements	1,057,031	1,054,477
Vehicles	335,119	352,304
Construction in progress	<u>-</u>	<u>12,000</u>
	1,844,958	1,875,221
Less: accumulated depreciation and amortization	<u>(1,173,849)</u>	<u>(1,092,551)</u>
Total Property and Equipment, net	<u>\$ 671,109</u>	<u>\$ 782,670</u>

Depreciation and amortization expense was \$165,061 and \$157,899 for the years ended June 30, 2022 and 2021, respectively.

The Organization wrote down and disposed of assets consisting of vehicles, buildings and improvements. The value of the assets disposed of was \$83,763 and \$86,204 for the years ended June 30, 2022 and 2021, respectively.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 6 – INVESTMENTS

The following table sets forth, within Level 1 of the fair value hierarchy, the Organization’s assets at fair value at June 30:

	<u>2022</u>	<u>2021</u>
Equity funds	\$ 2,364,179	\$ 2,630,618
Fixed income funds	<u>602,545</u>	<u>3,249,625</u>
Total Investments, at Fair Value	<u>\$ 2,966,724</u>	<u>\$ 5,880,243</u>

Investment activity, including interest earned on cash accounts, is summarized as follows for the years ended June 30:

	<u>2022</u>	<u>2021</u>
Interest and dividend income	\$ 227,822	\$ 119,447
Realized (losses) gains	(6,779)	138,076
Unrealized (losses) gains	(766,821)	595,060
Investment fees	<u>(13,817)</u>	<u>(13,172)</u>
Total Investment (Losses) Gains	<u>\$ (559,595)</u>	<u>\$ 839,411</u>

Investments are managed in accordance with board-approved policies and consist of investment in the Janet Evans Endowment Fund and operating reserves. In 2022, the Janet Evans endowment Fund had a net asset depreciation of \$759,355 (inclusive of fees) which impacted net assets accordingly. The policies, which also permit a portion of the Janet Evans Endowment Fund (see Note 9) to be spent annually, are designed to diversify the assets in the portfolio and manage them in a prudent manner, to preserve the value of the portfolio in real terms (after inflation), and to generate a reliable flow of earnings annually for support.

NOTE 7 – GAIN ON EXTINGUISHMENT OF DEBT

On April 16, 2020, the Organization qualified for and received a loan pursuant to the Paycheck Protection Program (“PPP”), a program implemented by the U.S. Small Business Administration under the Coronavirus Aid, Relief, and Economic Security Act, from a qualified lender (the “PPP Lender”), for an aggregate principal amount of \$365,200 (the “PPP Loan”). The principal and interest amount of the PPP Loan is subject to forgiveness under the Paycheck Protection Program upon the Organization’s request to the extent that the PPP Loan proceeds are used to pay expenses permitted by the Paycheck Protection Program, including payroll costs, covered rent and mortgage obligations, and covered utility payments incurred by the Organization.

The forgiveness amount will be reduced if the borrower terminates employees or reduces salaries during the covered period. Any unforgiven portion of a PPP loan is payable over two or five years at an interest rate of 1%, with a deferral of payments for ten months after the end of the covered period.

The Organization met all of the conditions for forgiveness of the PPP Loan as of June 30, 2021 and recognized gain on extinguishment of debt amounting to \$365,200. On November 4, 2020, the Organization was legally released from its PPP Loan obligation.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 8 – RESTRICTIONS AND DESIGNATIONS OF NET ASSETS

Net assets with donor restrictions were available for the following purposes at June 30:

	<u>2022</u>	<u>2021</u>
Janet Evans Endowment Fund	\$ 2,976,725	\$ 3,678,924
Food programs	6,435	31,871
Critical needs programs	29,258	143,007
Capital campaign	28,036	42,166
Campership	185,161	203,975
Scholarship programs	145,771	171,340
Holiday toy store	27,345	14,801
Equipment	35,036	-
Logo and website	-	10,000
Professional development	10,800	800
Other programs and projects	<u>15,934</u>	<u>14,951</u>
 Total Net Assets with Donor Restrictions	 <u>\$ 3,460,501</u>	 <u>\$ 4,311,835</u>

Net assets released from donor restrictions and disbursed during the years ended June 30 were as follows:

	<u>2022</u>	<u>2021</u>
Janet Evans Endowment Fund appropriations	\$ 166,741	\$ 163,172
Food programs	241,546	777,279
Critical needs programs	1,069,982	1,636,332
Technology, strategic planning, and training	-	20,116
Capital improvements	-	56,781
Capital campaign	14,130	10,145
Camperships programs	189,320	135,553
Scholarship programs	245,592	284,097
Baby Basics	7,395	5,000
Holiday toy store	48,008	57,582
Logo and website	-	10,000
Professional development	5,300	6,700
Other programs and projects	<u>88,086</u>	<u>79,819</u>
 Total Net Assets Released from Restrictions	 <u>\$ 2,076,100</u>	 <u>\$ 3,242,576</u>

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 9 – JANET EVANS ENDOWMENT FUND

In 2003, Person-to-Person received funds with donor restrictions to establish the Janet Evans Endowment Fund (the “Fund”) to honor the retirement of former Executive Director Janet Evans to further the mission of the Organization. The contributions to the Fund are invested as directed by an endowment committee appointed by the Board of Directors. Appropriations from the Fund in a given year, which may be used at the discretion of the Board of Directors, are based on the allowable annual payout of the Endowment. The allowable annual payout of the Endowment (including distributions, management fees and expenses) will not exceed 5% of the average of the market value of the Endowment for the prior fiscal three year-ends.

The Organization’s endowment includes donor-restricted endowment funds. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

Changes in endowment net assets during the years ended June 30, 2022 and 2021 are as follows:

	<u>With Donor Restrictions</u>
Net assets, July 1, 2020	\$ 3,010,397
Investment income	107,568
Net asset appreciation	724,131
Investment fees	(13,172)
Appropriation of endowment assets for expenditure	<u>(150,000)</u>
Net assets, June 30, 2021	3,678,924
Investment income	210,079
Net asset depreciation	(745,538)
Investment fees	(13,817)
Appropriation of endowment assets for expenditure	<u>(152,924)</u>
Net assets, June 30, 2022	<u>\$ 2,976,724</u>

The Organization’s Board of Directors, as a matter of policy, requires the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. The donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by the State of Connecticut’s Uniform Prudent Management of Institutional Funds Act. In accordance with accounting principles generally accepted in the United States of America, any deterioration of the fair value of assets associated with donor restricted endowment funds that fall below the level the donor requires the Organization to retain in perpetuity is to be reported in net assets with donor restrictions. The deficiencies may result from unfavorable market fluctuations that occurred in the economy as a whole that may have affected the donor restricted endowment fund where the fair value of the donor restricted endowment fund fell below the amount that is required to be held in perpetuity. The Organization has not incurred such deficiencies in its endowment funds as of June 30, 2022 and 2021.

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 9 – JANET EVANS ENDOWMENT FUND (Continued)

The Organization currently has an investment policy that provides for an asset allocation that is designed to meet the goals of the Organization based on a number of factors including the projected spending needs, the maintenance of sufficient liquidity and the return objectives and risk tolerances of the Organization. The asset allocation plan provides for diversification of assets in an effort to maximize the investment return and manage risk of the Organization consistent with market conditions.

NOTE 10 – BOARD DESIGNATED NET ASSETS

The Organization has received significant funding for emergency efforts during the Pandemic. In fiscal 2020, the Board of Directors voted to designate \$677,184 of net assets without donor restrictions for COVID-19 relief efforts. During fiscal 2021, \$517,173 was used for the purpose for which it was designated. The balance of board designated net assets as of June 30, 2021 was \$160,011.

As of January 13, 2022, all remaining funds were used for the purpose for which they were designated and no balance remains.

NOTE 11 – CONTRIBUTED NON-FINANCIAL ASSETS

For the years ended June 30, contributed nonfinancial assets recognized within the statements of activities included the following:

	2022	2021
Clothing, food and supplies	\$ 8,209,550	\$ 9,145,244
Professional services	125,614	82,808
 Total contributed non-financial assets	 \$ 8,335,164	 \$ 9,228,052

During 2022 and 2021, Person-to-Person recognized donated clothing, food, and supplies of \$8,209,550 and \$9,145,244, respectively, for use in Person-to-Person's programs. The values of clothing, furniture, household items, and other goods are estimated by management based on unit values published by The Salvation Army and other available data. From time to time, management reviews Person-to-Person's valuation methodology for food items. Such review was conducted in 2022 based upon data published by Feeding America. The weight of the typical bag of groceries received is ten pounds. Food contributions for 2022 and 2021 have been reported based upon these benchmarks.

For the years ended June 30, 2022 and 2021, donated professional services recognized in the financial statements totaled \$125,614 and \$82,808, respectively.

The Organization received the services of approximately 2,500 and 1,300 individual volunteers for years ended June 30, 2022 and 2021, respectively. Volunteer services are not recognized in the statement of activities and change in net assets because such services do not involve specialized skills; however, they represent greater than 42,000 and 23,000 hours of service for the year ended June 30, 2022 and 2021, respectively. Volunteers staff and run the Organization's numerous programs, projects, and events, as well as provide transportation services. The value of donated volunteer services not recognized in the financial statements is \$1,439,134 and \$1,389,316 for the years ended June 30, 2022 and 2021, respectively (based on the Independent Sector valuation of Connecticut volunteer time at an hourly rate of \$33.35 and \$33.28 for the years ended June 30, 2022 and 2021, respectively).

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 12 – RETIREMENT PLAN

The Organization has a 403(b) Plan (“403(b) Plan”). Employees who are over 21 years of age and work 1,000 or more hours per calendar year are eligible to participate in the 403(b) Plan on the first day of the month coincident with or following the date that the employees satisfy the eligibility requirements. For those employees who make a contribution of 2% or more to the 403(b) Plan, the Organization will make a 5% contribution match up to \$3,500 to the 403(b) Plan on their behalf. Employees who make a contribution of less than 2% are not entitled to a contribution on their behalf from the Organization. Participating employees’ years of full-time service prior to the adoption of the 403(b) Plan are counted toward the employees’ vesting schedule. Retirement plan expense was \$39,042 and \$38,155 for the years ended June 30, 2022 and 2021, respectively.

NOTE 13 – RELATED-PARTY TRANSACTIONS

An independent Board of Directors elected by St. Luke’s oversees the management and operation of Person-to-Person. Person-to-Person occupies two buildings on St. Luke’s property in Darien, Connecticut, which it uses for offices, a clothing distribution center and a food pantry, and also shares certain other economic resources with St. Luke’s. In April 2010, Person-to-Person entered into an agreement to pay an occupancy expense of \$4,000 per month to St. Luke’s. The agreement is on a month-to-month basis.

There was no payables balance at June 30, 2022 and 2021 for certain expenses paid for by St. Luke’s. St. Luke’s donated \$47,750 and \$63,341 to the Organization as part of the annual outreach program of the church for the years ended June 30, 2022 and 2021, respectively.

NOTE 14 – COMMITMENTS

The Organization has a lease on a facility at 76 South Main Street in Norwalk, Connecticut which operates as a food pantry and wrap around casework services. The lease is a five-year operating lease, commencing August 1, 2016 and expiring July 31, 2021, with escalations each year. The lease agreement was extended an additional five years in May 2021. Rent expense, which includes real estate taxes, under the Norwalk lease for the years ended June 30, 2022 and 2021 was \$63,426 and \$35,378, respectively.

In December 2017, the Organization entered into a ten-year operating lease agreement for warehouse space in Stamford, Connecticut, with lease payments commencing in February 2018. This location houses P2P on Wheels and serves as a food storage location for the entire Organization. Rent expense under the Stamford lease for the years ended June 30, 2022 and 2021 was \$59,328 and \$56,089, respectively. The Organization has the right to terminate the lease after December 18, 2022, with 180 days written notice.

The annual payment requirements under the lease agreements for the years subsequent to June 30, 2022 and thereafter are as follows:

2023	\$ 90,020
2024	91,998
2025	94,021
2026	96,089
2027	44,132
Thereafter	<u>23,215</u>
Total	<u>\$ 439,475</u>

PERSON-TO-PERSON, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2022 AND 2021

NOTE 15 – CONCENTRATIONS

The Organization maintains its cash and cash equivalent balances at several financial institutions. Concentrations of credit risk result primarily from cash on deposit at these financial institutions in excess of Federal Deposit Insurance Corporation (“FDIC”) limits. At times during the year, cash and cash equivalent balances may be in excess of FDIC coverage. At June 30, 2022 and 2021, the Organization’s uninsured cash and cash equivalents balance totaled \$1,945,834 and \$35,302, respectively.

NOTE 16 – INCOME TAXES

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Contributions made to the Organization are qualified for the maximum tax deductions allowable under the United States Internal Revenue Code.

NOTE 17 – COVID-19 PANDEMIC

On March 11, 2020, the World Health Organization (“WHO”) recognized COVID-19 as a global pandemic, prompting many national, regional, and local governments to implement preventative or protective measures, such as travel and business restrictions, temporary store closures, and wide-sweeping quarantines and stay-at-home orders. As a result, COVID-19 and the related restrictive measures have had a significant adverse impact upon many sectors of the economy, including the industries in which the Organization operates.

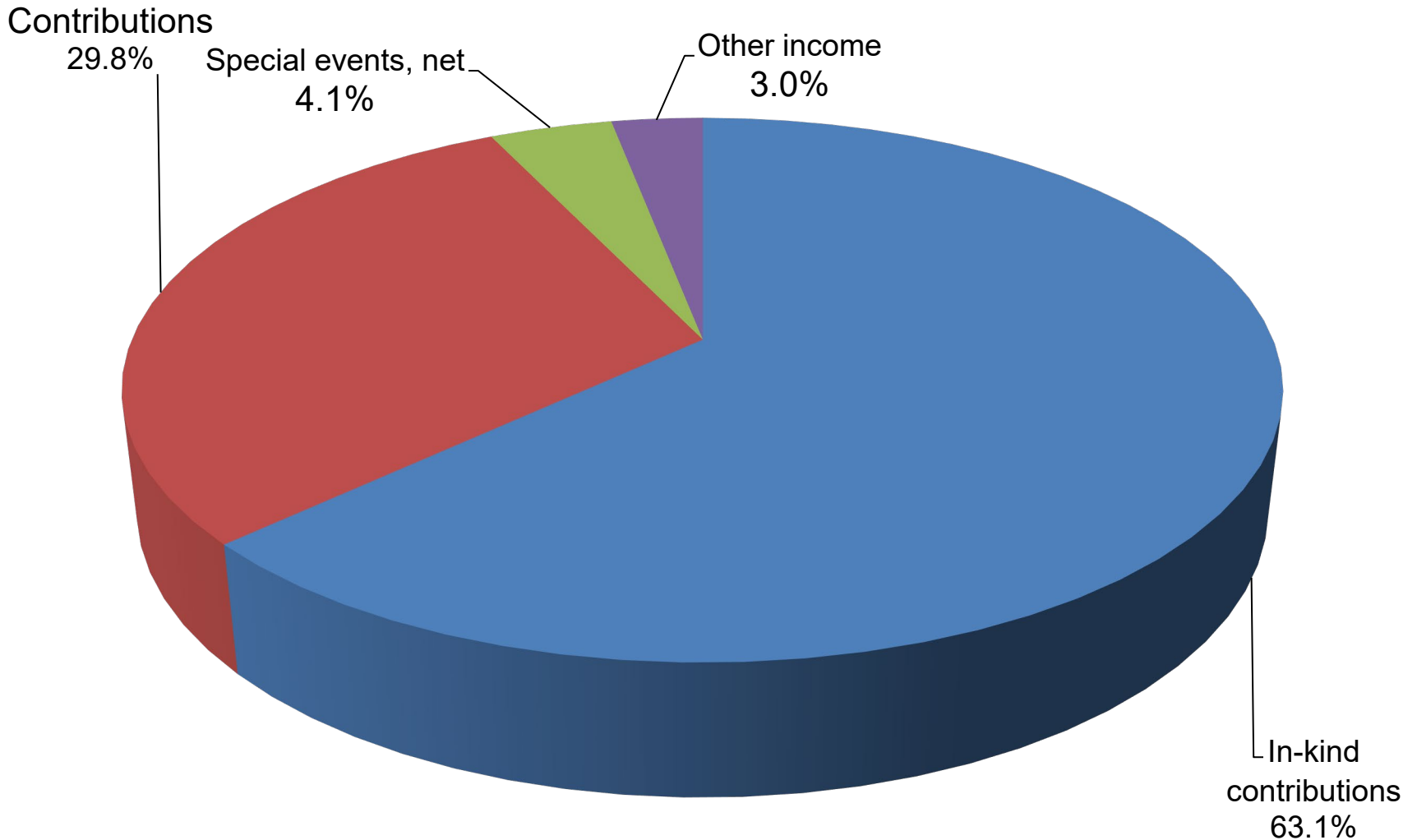
NOTE 18 – SUBSEQUENT EVENTS

Management has evaluated subsequent events through January 18, 2023, the date the financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

Person-to-Person, Inc.

Income Distribution, without Investment Return
For the Year Ended June 30, 2022



See independent auditors' report.

Person-to-Person, Inc.

Functional Expense Distribution
For the Year Ended June 30, 2022

