FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

(With Independent Auditor's Report)



FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

YEAR ENDED JUNE 30, 2022

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TABLE OF CONTENTS

	Page No.
INDEPENDENT AUDITOR'S REPORT	1
FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	5
Statements of Cash Flows	7
Notes to Financial Statements	8





Independent Auditor's Report

To the Board of Directors Opportunity Knocks Incorporated

We have audited the accompanying financial statements of Opportunity Knocks Incorporated (a nonprofit organization), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Opportunity Knocks Incorporated as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in conformity 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Opportunity Knocks Incorporated 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.

Responsibilities of Management 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.

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 Opportunity Knocks Incorporated's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's 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 auditor's 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 generally accepted auditing standards 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, including omissions, 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 generally accepted auditing standards, 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
 Opportunity Knocks Incorporated'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 Opportunity Knocks Incorporated's ability to continue as a going concern for a reasonable period of time.

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.

Wieland Wallace Inc.

Batavia, Illinois November 23, 2022

STATEMENTS OF FINANCIAL POSITION

	Years Ended June 30,			
	2022	2021		
CURRENT ASSETS				
Cash \$	638,457 \$	526,373		
Accounts receivable, net	43,427	26,669		
Unconditional promises to give with donor restrictions	_	15,000		
Unconditional promises to give without donor restrictions	<u> </u>	17,000		
TOTAL CURRENT ASSETS	681,884	585,042		
FIXED ASSETS				
Vehicles	158,352	158,352		
Furniture and equipment	144,012	102,780		
Leasehold improvements	45,237	25,431		
Total fixed assets	347,601	286,563		
Less accumulated depreciation and amortization	273,337	248,920		
NET FIXED ASSETS	74,264	37,643		
TOTAL ASSETS \$	756,148 \$	622,685		
CURRENT LIABILITIES				
Accounts payable \$	6,743 \$	_		
Deferred program revenue	10,075	3,300		
Accrued payroll	31,900	26,343		
TOTAL CURRENT LIABILITIES	48,718	29,643		
TOTAL LIABILITIES	48,718	29,643		
NET ASSETS				
Without donor restrictions	707,430	578,042		
With donor restrictions	<u> </u>	15,000		
TOTAL NET ASSETS	707,430	593,042		
TOTAL LIABILITIES AND NET ASSETS \$	756,148 \$	622,685		

STATEMENTS OF ACTIVITIES

	Year E	Ended June 30, 2	2022	Year Ended June 30, 2021			
	Without	·			With		
	Donor Donor		2022	Donor	Donor	2021	
	Restrictions Restrictions Totals Restrictions Restrictions		Restrictions	Totals			
SUPPORT AND REVENUES							
Special events, net of cost of direct benefit to							
donors (2022 \$242,880 ; 2021 \$126,364)	\$ 341,441 \$	— \$	341,441 \$	260,751	\$ - \$	260,751	
Grants and contributions	512,427	_	512,427	390,287	_	390,287	
Program income	206,110	_	206,110	159,859		159,859	
In-kind donations	_	_	_	4,500		4,500	
PPP Loan Forgiveness	_	_	_	267,869	_	267,869	
Interest income	133	_	133	199	_	199	
Net assets released from restrictions							
Restrictions satisfied by payments	15,000	(15,000)		15,000	(15,000)		
TOTAL SUPPORT AND REVENUES	1,075,111	(15,000)	1,060,111	1,098,465	(15,000)	1,083,465	
<u>EXPENSES</u>							
Program services							
Life Shop	458,649	_	458,649	430,736	_	430,736	
Social Enterprise	215,781	_	215,781	219,951	_	219,951	
Management and general	176,105	_	176,105	144,544	_	144,544	
Fundraising	95,188		95,188	76,828		76,828	
TOTAL EXPENSES	945,723		945,723	872,059	<u> </u>	872,059	
<u>CHANGE IN NET ASSETS</u>	129,388	(15,000)	114,388	226,406	(15,000)	211,406	
NET ASSETS, BEGINNING OF YEAR	578,042	15,000	593,042	351,636	30,000	381,636	
NET ASSETS, END OF YEAR	\$ <u>707,430</u> \$	\$_	707,430 \$	578,042	\$ <u>15,000</u> \$	593,042	

STATEMENTS OF FUNCTIONAL EXPENSES

Year Ended June 30, 2022

		rear Ended Julie 30, 2022					
	_	Program Services Total Managen			Management	_	
	_	Next	Social	Program	and		Total
		Phase	Enterprise	Services	General	Fundraising	2022
Payroll	\$	307,792 \$	128,247	436,039	128,247 \$	76,948 \$	641,234
Payroll tax		23,791	9,912	33,703	9,912	5,947	49,562
Supplies		6,417	12,456	18,873	_	_	18,873
Employee benefits		19,455	8,106	27,561	8,106	4,864	40,531
Advertising and promo	tion	7,185	3,592	10,777	· —	3,592	14,369
Automobile expense		3,972	2,046	6,018	_	· _	6,018
Bad Debts		4,306	4,306	8,612	3,692	_	12,304
Depreciation		14,650	7,325	21,975	2,442	_	24,417
Farming		· -	15,680	15,680	· —	_	15,680
Fees		7,035	2,558	9,593	2,558	3,837	15,988
Insurance		16,098	8,049	24,147	2,683	_	26,830
License and fees		1,975	_	1,975	7,901	_	9,876
Occupancy		20,160	10,080	30,240	3,360	_	33,600
Office expense		4,271	_	4,271	4,270	_	8,541
Postage		530	265	795	265	_	1,060
Printing and copying		2,020	1,040	3,060	_	_	3,060
Professional services		4,236	2,119	6,355	2,119	_	8,474
Repairs and maintenar	nce	· —	· —	· —	550	_	550
Staff development		14,756	_	14,756	_	_	14,756
Travel						<u> </u>	
	TOTAL EXPENSES \$_	458,649 \$	215,781 \$	674,430	176,105	95,188_\$	945,723

STATEMENTS OF FUNCTIONAL EXPENSES (CONTINUED)

Year Ended June 30, 2021

-	Program Services Total Management					
-	Next	Social	Program	and		Total
-	Phase	Enterprise	Services	General	Fundraising	2021
Payroll \$	277,866 \$	115,778	393,644	115,778 \$	69,467 \$	578,889
Payroll tax	28,441	14,220	42,661	3,792	948	47,401
Supplies	15,350	29,798	45,148	_	_	45,148
Employee benefits	25,060	12,530	37,590	4,177	_	41,767
Advertising and promotion	3,244	1,622	4,866	_	1,622	6,488
Automobile expense	4,270	2,135	6,405	_	_	6,405
Contributions and donations	_	_	_	_	_	_
Depreciation	14,488	7,244	21,732	2,415	_	24,147
Farming	_	9,448	9,448	95	_	9,543
Fees	8,784	3,193	11,977	3,194	4,791	19,962
Insurance	17,288	8,644	25,932	2,881	_	28,813
License and fees	484	_	484	2,364	_	2,848
Occupancy	22,040	11,020	33,060	5,040	_	38,100
Office expense	1,266	_	1,266	1,265	_	2,531
Postage	293	147	440	147	_	587
Printing and copying	2,118	1,059	3,177	_	_	3,177
Professional services	6,225	3,113	9,338	3,113	_	12,451
Repairs and maintenance	_	_	_	227	_	227
Staff development	2,459	_	2,459	_	_	2,459
Travel _	1,060		1,060	56	<u> </u>	1,116
TOTAL EXPENSES \$	430,736 \$	219,951 \$	650,687	\$ <u>144,544</u> \$	76,828 \$	872,059

STATEMENTS OF CASH FLOWS

	Year Ended June 30,			
	2	2022	2	021
CASH FLOW FROM OPERATING ACTIVITIES				
Change in net assets	\$	114,388 \$;	211,406
Adjustments to reconcile change in net assets				
to net cash provided by operating activities:				
Depreciation		24,417		24,147
Noncash Forgiveness of PPP Loan		-	(131,127)
Changes in operating assets and liabilities:				
Accounts receivable		(16,758)		(22,830)
Unconditional promises to give without donor restrictions		17,000		1,000
Unconditional promises to give with donor restrictions		15,000		15,000
Accounts payable		6,743		(2,319)
Deferred program revenues		6,775		400
Accrued payroll	1	5,557		3,358
NET CASH PROVIDED BY OPERATING ACTIVITES		173,122		99,035
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for the purchase of fixed assets		(61,038)		(1,799)
NET CASH USED BY INVESTING ACTIVITES		(61,038)		(1,799)
NET INCREASE IN CASH		112,084		97,236
CASH BEGINNING OF YEAR		526,373		429,137
CASH END OF YEAR	\$	638,457 \$	·	526,373
NONCASH OPERATING ACTIVITIES Forgiveness of PPP Loan	\$	\$		131,127

NOTES TO FINANCIAL STATEMENTS YEARS ENDED JUNE 30, 2022 AND 2021

NOTE 1 - NATURE OF ACTIVITIES

Opportunity Knocks Incorporated (the Organization) is an Illinois not-for-profit corporation founded in March 2009. The Organization is dedicated to enriching life and community. The Organization exists to support people with intellectual and developmental disabilities (Warriors) as they live, work, learn, grow and connect within their community. The Organization believes in a dynamic, person-centered, and community-based approach to programming that engages the voice of all Warriors, thrives on interdependent connections, encourages exploration, centers on holistic wellness and fostering healthy relationships. A summary of the Organization's program services are described below:

Next Phase

Next Phase encompasses both in person and virtual programming for all age groups as applicable, and includes an after-school/after-work program that offers social and recreational activities of all kinds for participants that are 14 and up, as well as focusing on building life skills, health and wellness, community connections and vocational skills for participants that are ages 22 and up.

Social Enterprise

Social Enterprise is a Knockout Brand which has three initiatives that aim to sustain meaningful and gainful vocational skill-building opportunities while also producing a revenue stream to support the Organization's operations. The enterprises include Knockout Pickles, Knockout Catering and Knockout Farm.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF PRESENTATION

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America and accordingly reflect all significant receivables, payables and other liabilities. The Organization reports information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

REVENUE RECOGNITION

The Organization follows the FASB guidance provided under in ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606), which supersedes the revenue recognition requirements in Accounting Standards Codification 605, Revenue Recognition. ASU No. 2014-09 provides for a single five-step model to be applied to all revenue contracts with customers.

The Organization also follows the FASB guidance provided in ASU No. 2018-08, Not-for-Profit Entities (Topic 958) – Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. ASU No. 2018-08 improves the current guidance on determining whether transactions are contributions or exchange transactions. ASU No. 2018-08 also requires determining if a contribution is conditional on the basis of whether an agreement includes a barrier that must be overcome and either a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets.

Grants, gifts and contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions in the statement of activities.

Notes to Financial Statements (Continued)

Conditional promises to give are recognized as support when the conditions on which they depend are substantially met. Support from grants and other agreements that in substance constitute exchanges for services from the Organization is recognized when earned.

Special event revenues are recognized when the underlying event occurs or when contributions are made that are unconditional.

For revenue recognition of Program service revenue, the performance obligation is based on fulfilment of services under the literacy project proposals for cash consideration.

USE OF ESTIMATES

The preparation of financial statements in conformity with auditing standards generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

CASH AND CASH EQUIVALENTS

For purposes of the statement of cash flows, the Organization considers all highly-liquid investments with an initial maturity of three months or less to be cash equivalents. At June 30, 2022 and 2021, there were no cash equivalents.

ACCOUNTS RECEIVABLE

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probably uncollectible amounts through charge to net assets and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Accounts are considered delinquent when not collected within negotiated terms.

ALLOWANCE FOR DOUBTFUL ACCOUNTS

The Organization carries its accounts receivable at cost less an allowance for doubtful accounts. On a periodic basis, the Organization evaluates its accounts receivable and establishes the amount of the allowance for doubtful accounts based on history of past write-offs and collections and current credit conditions. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade accounts receivable. At June 30, 2022, and 2021 the allowance for doubtful accounts was \$5,493.

PLEDGES RECEIVABLE

When a donor has unconditionally promised to contribute funds in future periods, the Organization recognizes the fair value of the pledge receivable. Pledges expected to be collected within one year are recorded as a contribution and a receivable at net realizable value, which approximates fair value. Pledges expected to be collected after one year are recorded as a contribution and a receivable at the present value of the expected future cash flows.

PROPERTY AND EQUIPMENT

Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. The Organization reports expirations of donor restrictions when the donated or acquired assets are place in service as instructed by the donor.

Notes to Financial Statements (Continued)

Purchased property and equipment are recorded at acquisition cost. Depreciation is charged against income over the estimated useful lives of the related property and equipment of five years under the straight-line method (see Note 4).

FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the Organization's programs and supporting services are summarized on a functional basis in the statements of activities and functional expenses. Accordingly, based on the time and effort involved certain costs are allocated among the programs and supporting services benefited.

INCOME TAXES

The Organization applied for and has been granted tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and is classified as a public charity. Accordingly, income taxes are not provided for in the financial statements.

The financial statement effects of a tax position taken or expected to be taken are recognized when it is more likely than not, based on technical merits, that the position will be sustained upon examination. As of June 30, 2022, the Organization had no uncertain tax positions that qualify for recognition or disclosure in the financial statements.

DONATED SERVICES AND GOODS

Donated services are recognized as revenues and corresponding expenses in the statement of activities when they create or enhance nonfinancial assets, or require specialized skills which would need to be purchased if not donated. Donated goods used in operations are recognized at estimated fair values when received (see Note F).

ADVERTISING COSTS

Advertising cost, except for costs associated with direct-response advertising, are charged to operations when incurred. The costs of direct-response advertising are capitalized and amortized over the period during which future benefits are expected to be received. At June 30, 2022, the Organization has no costs associated with direct-response advertising. Advertising and promotions expense were \$14,369 and \$6,487 during the years ended June 30, 2022 and 2021, respectively.

MANAGEMENT REVIEW

Management evaluates subsequent events through the date the financial statements are available for issue, which is the date of the Independent Auditor's Report.

NOTE 3 - RESTRICTIONS ON NET ASSETS

The organization had Net assets with donor restrictions amounting to \$15,000 as of June 30,2021, which were restricted towards Wonder warriors. The restrictions expired during the year June 30,2022. There were no net assets which were donor restricted as of June 30,2022.

Notes to Financial Statements (Continued)

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment are stated at cost or, if donated, at fair value at the date of donation. Depreciation and amortization is computed using the straight-lined method over the following estimated useful lives:

Vehicles 5 – 6 years Furniture and equipment 5 – 10 years

Leasehold improvements Shorter of useful life or lease term

Depreciation and amortization expense were \$24,417 and \$24,147 for the years ended June 30, 2022 and 2021, respectively.

NOTE 5 - NEW ACCOUNTING STANDARDS

Leases

In February 2016, the FASB issued ASU No. 2016-02, Leases, which is intended to improve financial reporting about leasing transactions. ASU No. 2016-02 requires that leased assets be recognized as assets on the statement of financial position and the liabilities for the obligations under the lease also be recognized on the statement of financial position. ASU No. 2016-02 requires disclosures to help investors and other financial statement users better understand the amount, timing and uncertainty of cash flows arising from leases. The required disclosures include qualitative and quantitative requirements. The requirements of Topic 842 were originally effective for reporting periods beginning after December 15, 2020, but the implementation date was extended one year due to the Covid-19 pandemic. Early adoption is permitted. ASU No. 2016-02 must be adopted using a modified retrospective transition and provides for certain practical expedients. Transition will require application of the new guidance at the beginning of the earliest comparative period presented. The Organization is currently evaluating the methods of adoption allowed by ASU No. 2016-02 and the effect that ASU No. 2016-02 is expected to have on its financial position, results of operations, cash flows and related disclosures.

NOTE 6 – DONATED SERVICES AND GOODS

Donated services are recognized as in-kind revenues at their estimated fair value when they create or enhance nonfinancial assets, or they require specialized skills which would need to be purchased if they were not donated. The Organization receives donated services from a variety of unpaid volunteers assisting the Organization in its programs. No amounts have been recognized for these services as the criteria for recognition of such volunteer efforts have not been satisfied.

Donated goods are recognized as a contribution at their estimated fair value when donated to the Organization. The Organization received donated goods for its several auctions valued at \$82,026 and \$59,500, during the years ended June 30, 2022 and 2021, respectively. The value of the donated goods for auctions is included in the cost of direct donor benefits and reported as a reduction in special events revenue on the statement of activities.

Donated space is recognized as a contribution at estimated fair value when donated to the Organization. The Organization received donated space valued at \$0 and \$4,500, during the years ended June 30, 2022 and 2021, respectively. The value of the donated space is included in the in-kind revenue and occupancy expenses on the statement of functional expenses.

NOTE 7 - COMMITMENTS

The Organization leases its facility under a five-year non-cancellable operating lease that commenced on July 1, 2016. Rent expense was \$33,600 during each of the years ended June 30, 2022 and 2021. As of June 30, 2022, the lease rent is payable on a month to month basis.

Notes to Financial Statements (Continued)

NOTE 8 - SMALL BUSINESS ADMINISTRATION ECONOMIC DISASTER LOANS

During the year ended June 30, 2020, the Organization received \$131,127 through COVID-19 programs that were sponsored by the United States and administered by the Small Business Administration (the "SBA"). During the year ended June 30, 2021, the organization received another \$136,742 under the same program. The entire \$267,869 loan was forgiven by the SBA and has been included as PPP Loan forgiveness in the Statement of Activities for the year ended June 30, 2021.

NOTE 9 - RETIREMENT PLAN

The Organization sponsors a 403(b) plan for certain employees. The Organization does not provide a matching contribution.

NOTE 10 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. To help manage unanticipated liquidity needs, the Organization maintains a line of credit with maximum borrowings of \$50,000. There was no balance outstanding at June 30, 2022 or 2021.

Financial assets at year-end available to meet cash needs for general expenditure within one year of \$687,786 consist of cash of \$638,457 and receivables of \$43,427.

NOTE 11 - COVID-19

The Organization has taken several measures to monitor and mitigate the effects of Covid-19, including applying and receiving loans under the Payroll Protection Program as described above. At this stage the impact on the Organization's operations have not been significant. Although significant progress has recently been made in negating the pandemic, significant uncertainty remains around the breadth and duration of the effects of Covid-19. As such, the Organization is unable to determine if it will have a material impact to its operations in future years.

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