$\frac{\text{FINANCIAL STATEMENTS}}{\text{AND}} \\ \underline{\text{INDEPENDENT AUDITOR'S REPORT}}$

<u>SEPTEMBER 30, 2022 AND 2021</u>

$\frac{\text{FINANCIAL STATEMENTS}}{\text{AND}} \\ \underline{\text{INDEPENDENT AUDITOR'S REPORT}}$

SEPTEMBER 30, 2022 AND 2021

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Growth Enterprise Nashville Inc. d/b/a Nashville Business Incubation Center Nashville, Tennessee

OPINION

We have audited the financial statements of Growth Enterprise Nashville Inc. dba Nashville Business Incubation Center (the "Organization") which comprise the statements of financial position as of September 30, 2022 and 2021, 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 accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of September 30, 2022 and 2021, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

BASIS FOR OPINION

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). 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 the Organization 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 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 within one year after the date that the financial statements are available to be issued.

AUDITOR'S RESPONSIBILITY 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 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.

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.

Nashville, Tennessee April 18, 2023

GnaztCPAs PLLC

STATEMENTS OF FINANCIAL POSITION

<u>SEPTEMBER 30, 2022 AND 2021</u>

	2022	2021	
<u>ASSETS</u>			
Cash Grants receivable Accounts receivable Other current assets Property and equipment, net TOTAL ASSETS	\$ 523,477 1,272,500 5,500 1,041 \$ 1,802,518	18,000 8,525 15,625 1,115	
LIABILITIES AND NET ASSETS	· , , ,	· · · · · · · · · · · · · · · · · · ·	
LIABILITIES Accounts payable Accrued expenses Line of credit Deferred revenue	\$ 35,111 20,442 448,023	3,775 48,863	
TOTAL LIABILITIES	503,576	83,227	
NET ASSETS Without donor restrictions With donor restrictions	48,942 1,250,000	,	
TOTAL NET ASSETS	1,298,942	288,596	
TOTAL LIABILITIES AND NET ASSETS	\$ 1,802,518	\$ 371,823	

STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED SEPTEMBER 30, 2022 AND 2021

	2022				2021					
	W	WITHOUT			WITHOUT					
	D	ONOR	WITH DONOR			Ι	OONOR	WITH DONOR		
	REST	RICTIONS	RESTRICTIONS		TOTAL	REST	TRICTIONS	RESTRICTIONS		TOTAL
SUPPORT AND REVENUE										
Program income	\$	667	\$ -	\$	667	\$	58,501	\$ -	\$	58,501
Public support:										
Grants		166,977	1,250,000		1,416,977		646,018	-		646,018
Contributions		70,987	-		70,987		64,862	-		64,862
Fundraising events		33,745	-		33,745		20,531	-		20,531
Sponsorships		137,500	-		137,500		91,500	-		91,500
In-kind revenue		20,050	-		20,050		-	-		-
Other income		575	-		575		104	-		104
Interest income		9		-	9		93			93
TOTAL SUPPORT AND REVENUE		430,510	1,250,000		1,680,510		881,609			881,609
EXPENSES										
Program services		471,157	-		471,157		680,672	-		680,672
Supporting services:										
Management and general		160,940	-		160,940		247,107	_		247,107
Fundraising		38,067			38,067		35,258			35,258
TOTAL EXPENSES		670,164			670,164		963,037			963,037
CHANGE IN NET ASSETS		(239,654)	1,250,000		1,010,346		(82,437)	-		(82,437)
NET ASSETS - BEGINNING OF YEAR		288,596			288,596		371,033			371,033
NET ASSETS - END OF YEAR	\$	48,942	\$ 1,250,000	\$	1,298,942	\$	288,596	\$ -	\$	288,596

See accompanying notes to financial statements.

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED SEPTEMBER 30, 2022

Supporting Services Total Management Program and Supporting Services General Fundraising Services Total Salaries \$ \$ 22,501 \$ 116,372 \$ 58,880 81,381 \$ 197,753 Payroll taxes and benefits 7,690 3,891 1,487 5,378 13,068 Bad debt expense 450 450 450 Consulting fees 256,852 4,600 4,600 261,452 Conference and training 1,583 1,583 1,583 Computers and digital equipment 5,504 5,504 5,504 74 74 Depreciation 74 Dues and subscription 5,208 5,208 5,208 Food 10,150 10,150 808 Gifts or honorariums 8,277 8,277 8,277 Insurance 9,110 9,110 9,110 Interest 182 182 182 Investment and banking fees 1,457 1,457 1,457 License and permits 6,971 6,971 6,971 Maintenance 12,988 12,988 12,988 Marketing and advertisement 24,677 2,332 2,332 27,009 Occupancy 173 2,865 2,865 3,038 Postage 341 341 341 Printing and publication 280 600 600 880 Professional fees 48,945 12,236 12,236 61,181 Special events 6,683 5,956 12,639 12,639 **Supplies** 112 1,228 58 1,286 1,398 Telephone and communication 3,461 3,461 3,461 Travel expenses 16,056 4,014 4,014 20,070 Website design and maintenance 4,444 4,444 4,444 1,476 1,476 1,476 Other 471,157 160,940 38,067 199,007 670,164 TOTAL EXPENSES

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED SEPTEMBER 30, 2021

Supporting Services Management Total Program and Supporting Services General Fundraising Services Total Salaries \$ 155.923 \$ 88,498 \$ 25,284 \$ 113.782 \$ 269,705 Payroll taxes and benefits 9,099 16,955 16,955 26,054 Bad debt expense 780 780 780 Conference and training 8,766 8,766 8,766 Consulting fees 506,904 375 375 507,279 Depreciation 892 892 892 Dues and subscription 5,277 5,277 5,277 Food 808 808 808 Gifts or honorariums 3,691 3,691 3,691 Insurance 3,465 3,465 3,465 Interest 4,245 4,245 4,245 Investment and banking fees 600 127 1,411 1,538 2,138 License and permits 13,305 13,305 13,305 Maintenance 1,724 1,724 1,724 Marketing and advertisement 6,779 121 6,900 6,900 12,336 Occupancy 4,705 7,631 7,631 Postage 996 996 996 Printing and publication 48 48 48 Professional fees 66,693 66,693 66,693 Special events 9,593 2,150 11,743 11,743 3,416 Supplies 1,963 1,320 133 1,453 Telephone and communication 1,478 409 409 1,887 Travel expenses 6,957 6,957 6,957 Website design and maintenance 2,899 2,899 2,899 1,033 1,033 1,033 Other 680,672 247,107 35,258 282,365 963,037 TOTAL EXPENSES

STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED SEPTEMBER 30, 2022 AND 2021

	2022		 2021	
OPERATING ACTIVITIES				
Change in net assets	\$	1,010,346	\$ (82,437)	
Adjustments to reconcile change in net assets to net cash provided by operating activities:			328,558	
Depreciation		74	892	
Forgiveness of Paycheck Protection Program loan		-	(24,700)	
Loss on disposal of equipment		-	1,009	
(Increase) decrease in:				
Grants receivable		(1,254,500)	215,572	
Accounts receivable		3,025	1,845	
Prepaid event expenses		-	9,909	
Other current assets		15,625	(580)	
Increase (decrease) in:				
Accounts payable		4,522	(21,906)	
Accrued expenses		16,667	(1,765)	
Deferred revenue		448,023	 	
TOTAL ADJUSTMENTS		(766,564)	 508,834	
NET CASH PROVIDED BY OPERATING ACTIVITIES		243,782	 426,397	
FINANCING ACTIVITIES				
Net payments on line of credit		(48,863)	 (49,840)	
NET CASH USED IN FINANCING ACTIVITIES		(48,863)	 (49,840)	
INCREASE IN CASH		194,919	376,557	
CASH - BEGINNING OF YEAR		328,558	 280,559	
CASH - END OF YEAR	\$	523,477	\$ 657,116	
SUPPLEMENTAL CASH FLOW INFORMATION: CASH PAID FOR				
Interest	\$	182	\$ 4,245	

NOTES TO FINANCIAL STATEMENTS

SEPTEMBER 30, 2022 AND 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Growth Enterprise Nashville, Inc. dba Nashville Business Incubation Center (the "Organization") provides business development and accountability service for small business owners to grow sustainable companies that create jobs and wealth in Middle Tennessee. The Organization, which was founded on November 9, 1984 is a non-profit organization by the laws of the State of Tennessee and Section 501(c)(3) of the Internal Revenue Code of 1954, as amended, and is supported primarily through donor contributions, grants, and program service fees.

Basis of Presentation

The accompanying financial statements present the financial position and changes in net assets of the Organization on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America ("GAAP").

Resources are classified as net assets without donor restrictions and net assets with donor restrictions, based on the existence or absence of donor-imposed restrictions as follows:

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, whereby the donor has stipulated the funds be maintained in perpetuity. Donor restricted net assets at year ended September 30, 2022 relate to a foundation grant awarded that is purpose restricted and to be used to establish and support the Organization's RISE UP program. The RISE UP program was created to support women and minority firms that are committed to creating jobs, increasing revenues and provide consulting services in the areas of accounting, marketing, digital transformation, and operations.

Donor restricted contributions are reported as increases in net assets with donor restrictions. 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.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

SEPTEMBER 30, 2022 AND 2021

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Support and Revenue

Contributions, grants, and sponsorships are recognized when cash, securities or other assets, or an unconditional promise to give are received. A contribution is conditional if 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 exists. The presence of both a barrier and a right of return or right of release indicates that a recipient is not entitled to the contribution until it has overcome the barrier(s) in the agreement. Conditional promises to give are not recognized until the barrier(s) in the agreement are overcome.

Grants awarded by state and other sponsors are generally considered nonreciprocal transactions restricted by sponsors for certain purposes. Grant revenue is recognized when the conditions upon which it depends are substantially met, which primarily is when qualifying expenses occur. Payments received in advance of conditions being met are recorded as deferred revenue on the Statement of Financial Position. Grants receivable are recorded when conditions have been satisfied but the payment has not yet been received. Deferred revenue at September 30, 2022 was \$448,023. There was no deferred revenue at September 30, 2021.

Fundraising events revenue is generated from ticket sales at events held during the year and are recognized when the events occur, which is when the Organization completes its performance obligations.

Donated services are recognized if they create or enhance non-financial assets or the donated service requires specialized skills, were performed by a donor who possesses such skills, and would have been purchased by the Organization if not donated. Such services are recognized at estimated fair value as support and expense in the period the services are performed.

An allowance for uncollectible contributions, grants, and sponsorships is provided based on management's estimate of uncollectible pledges and historical trends. Contributions and grants receivable are written off when deemed to be uncollectible. In management's opinion, no allowance for uncollectible contributions was necessary as of September 30, 2022 and 2021.

Cash

Cash consists principally of checking account balances.

Property and Equipment

Property and equipment are recorded at cost. Donated assets are capitalized at fair market value in the period received. The Organization generally capitalizes property and equipment over \$500 with a useful life in excess of one year. Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis as follows:

Furniture and fixtures

7 years

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

<u>SEPTEMBER 30, 2022 AND 2021</u>

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Advertising and Promotion

The Organization's advertising and promotion costs are primarily expensed as incurred. Advertising and promotion expense for the years ended September 30, 2022 and 2021 totaled approximately \$27,000 and \$6,900, respectively.

Income Taxes

The Organization qualifies as a not-for-profit organization exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, income taxes are not provided.

The Organization files U.S. federal Form 990 for organizations exempt from income tax.

Management performs an evaluation of all income tax positions taken or expected to be taken in the course of preparing the Organization's income tax returns to determine whether the income tax positions meet a "more likely than not" standard of being sustained under examination by the applicable taxing authorities. Management has performed its evaluation of all income tax positions taken on all open income tax returns and has determined that there were no positions taken that do not meet the "more likely than not" standard. Accordingly, there are no provisions for income taxes, penalties or interest receivable or payable relating to uncertain income tax positions in the accompanying financial statements.

Program and Supporting Services

The following program and supporting services are included in the accompanying financial statements:

<u>Program Services</u> - Growth Enterprises Nashville cultivates the growth and development of small business owners, with a focus on women, minorities, and veterans, through 360-degree business support, knowledgeable mentors, and a results-driven curriculum. Through our unique curriculum and working capital programs, we give small businesses the chance to grow into companies that ultimately create jobs and wealth.

<u>Management and General</u> - relates to the overall direction of the Organization. These expenses are not identifiable with a particular program or event, or with fundraising, but are indispensable to the conduct of those activities and are essential to the Organization. Specific activities include organization oversight, business management, recordkeeping, budgeting, financing legal services, human resource management, and similar functions that ensure an adequate working environment and an equitable employment program.

<u>Fundraising</u> - includes publicizing and conducting fundraising campaigns; maintaining donor lists; conducting special fundraising events; and other activities involved with soliciting contributions from corporations, foundations, individuals, and others.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

<u>SEPTEMBER 30, 2022 AND 2021</u>

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Allocation of Functional Expenses

Expenses that can be directly attributed to a particular function are charged to that function. Certain costs have been allocated among program, management and general or fundraising based on objectively evaluated financial and nonfinancial data or reasonable subjective methods determined by management. Costs that are allocated across functional categories include salaries and related costs, supplies, occupancy, investment and banking fees, special events, and telephone and communication. These costs are allocated based on estimates of time, effort or utilization.

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with GAAP 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. Actual results could differ from those estimates.

New Accounting Pronouncement

In September 2020, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2020-07, Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets, which requires a not-for-profit entity to present contributed nonfinancial assets in the Statement of Activities as a line item that is separate from contributions of cash or other financial assets. ASU 2020-07 also requires additional qualitative and quantitative disclosures about contributed nonfinancial assets received, disaggregated by category. This ASU was effective for the Organization beginning October 1, 2021 and did not result in significant change to the financial statements.

Reclassifications

Certain prior year amounts have been reclassified to conform to current year presentation. These reclassifications have no effect on the change in net assets as previously presented.

Events Occurring After Reporting Date

The Organization has evaluated events and transactions that occurred between September 30, 2022 and April 18, 2023, the date the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

<u>SEPTEMBER 30, 2022 AND 2021</u>

NOTE 2 - LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the Statement of Financial Position date, comprise the following as of September 30:

	 2022	 2021
Cash and cash equivalents	\$ 523,477	\$ 328,558
Contributions receivable	1,272,500	18,000
Grant receivable	 5,500	 8,525
Total financial assets	 1,801,477	 355,083
Less amounts not available to be used within one year: Net assets with donor restrictions	 (1,250,000)	 <u>-</u>
	\$ 551,477	\$ 346,558

The Organization also maintains a line of credit with a bank to address liquidity needs.

NOTE 3 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following at September 30:

		2021		
Furniture and fixtures Less: accumulated depreciation	\$	4,460 (3,419)	\$	4,460 (3,345)
	\$	1,041	\$	1,115

NOTE 4 - GIFTS IN-KIND

All gifts in-kind are utilized by the Organization and are included as revenues, with a corresponding expense. Gifts in-kind for the year ended September 30, 2022 related to website design services provided. There were no gifts in-kind for the year ended September 30, 2021.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

SEPTEMBER 30, 2022 AND 2021

NOTE 5 - LINE OF CREDIT

The Organization has a \$100,000 line of credit ("LOC") with a financial institution. The LOC bears an interest rate at the lenders base commercial rate of interest plus 0.70% (6.95% as of September 30, 2022) and requires interest only payments to be made monthly. All outstanding principal is to be paid in one lump sum on September 30, 2022, when the LOC matured. As of September 30, 2022, the outstanding balance on this LOC was \$0 (\$48,863 as of September 30, 2021). In January 2023, subsequent to year end, the Organization obtained a \$100,000 LOC which matures September 30, 2023 and bears an interest rate at the lenders base commercial rate of interest.

NOTE 6 - PAYCHECK PROTECTION PROGRAM GRANT

On April 11, 2020, the Organization was the recipient of a \$24,700 loan under the Paycheck Protection Program ("PPP"). The PPP, established as a part of the Coronavirus Aid, Relief and Economic Security ("CARES") Act, provides for loans to small businesses to pay up to 24 weeks of payroll costs and benefits, interest on mortgages, rent and utilities. The funds were fully forgivable if at least 60% of the funds are used for payroll costs and other conditions are met. The Organization met the conditions for forgiveness as of September 30, 2021 and received notification of forgiveness on January 8, 2022, therefore, this amount was recognized as grant income in the Statements of Activities for the year ended September 30, 2021.

NOTE 7 - CONCENTRATIONS

The Organization received approximately 10% and 61% of its revenue from state and local government grants for the years ended September 30, 2022 and 2021, respectively. The Organization received 74% of its revenue from one foundation grant for the year ended September 30, 2022.

The Organization maintains cash accounts at reputable financial institutions whose accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to statutory limits. The Organization's cash balances may, at times, exceed statutory limits. The Organization has not experienced any losses in such accounts and management considers this to be a normal business risk.