

ADOPT-A-CLASSROOM, INC.

FINANCIAL STATEMENTS

Year Ended June 30, 2017
with Comparative Totals for 2016



INDEPENDENT AUDITOR'S REPORT

Board of Directors

ADOPT-A-CLASSROOM, INC.

We have audited the accompanying financial statements of Adopt-A-Classroom, Inc. (the "Organization"), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Adopt-A-Classroom, Inc. as of June 30, 2017, 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.

Report on Summarized Comparative Information

We have previously audited Adopt-A-Classroom's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 26, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Mayer Hoffman McCann P.C.

Minneapolis, Minnesota
January 17, 2018

ADOPT-A-CLASSROOM, INC.

STATEMENTS OF FINANCIAL POSITION

June 30, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<u>ASSETS</u>		
CURRENT ASSETS		
Cash	\$ 2,359,114	\$ 2,202,420
Pledges receivable	88,600	332,500
Prepays and other assets	<u>24,197</u>	<u>6,355</u>
TOTAL CURRENT ASSETS	2,471,911	2,541,275
PROPERTY AND EQUIPMENT, less accumulated depreciation of \$65,935 and \$119,056		
	848,736	212,518
OTHER ASSETS		
Beneficial interest in a perpetual trust	<u>527,744</u>	<u>472,841</u>
TOTAL OTHER ASSETS	<u>527,744</u>	<u>472,841</u>
TOTAL ASSETS	<u>\$ 3,848,391</u>	<u>\$ 3,226,634</u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Accounts payable	\$ 114,974	\$ 123,959
Accrued expenses	<u>20,258</u>	<u>10,855</u>
TOTAL CURRENT LIABILITIES	<u>135,232</u>	<u>134,814</u>
NET ASSETS		
Unrestricted	1,364,280	1,246,726
Temporarily restricted - classroom purchases	1,821,135	1,372,253
Permanently restricted	<u>527,744</u>	<u>472,841</u>
TOTAL NET ASSETS	<u>3,713,159</u>	<u>3,091,820</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 3,848,391</u>	<u>\$ 3,226,634</u>

See Notes to Financial Statements

ADOPT-A-CLASSROOM, INC.

STATEMENTS OF ACTIVITIES

Year Ended June 30, 2017 with Comparative Totals for 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	
				<u>2017</u>	<u>2016</u>
SUPPORT AND REVENUE					
Contributions:					
Grants and general public	\$ 1,335,455	\$ 2,985,182	\$ -	\$ 4,320,637	\$ 3,317,557
Investment income - other	4,225	-	-	4,225	6,708
Investment income - perpetual trust	-	24,884	-	24,884	24,142
Change in value of perpetual trust	-	-	54,903	54,903	(57,890)
Net assets released from restrictions	2,561,184	(2,561,184)	-	-	-
TOTAL SUPPORT AND REVENUE	<u>3,900,864</u>	<u>448,882</u>	<u>54,903</u>	<u>4,404,649</u>	<u>3,290,517</u>
EXPENSES					
Program services:					
Classroom adoption	3,294,665	-	-	3,294,665	3,137,768
Supporting services:					
Administration and management	262,731	-	-	262,731	216,322
Fundraising	225,914	-	-	225,914	205,767
TOTAL EXPENSES	<u>3,783,310</u>	<u>-</u>	<u>-</u>	<u>3,783,310</u>	<u>3,559,857</u>
CHANGE IN NET ASSETS	117,554	448,882	54,903	621,339	(269,340)
NET ASSETS, BEGINNING OF YEAR,	<u>1,246,726</u>	<u>1,372,253</u>	<u>472,841</u>	<u>3,091,820</u>	<u>3,361,160</u>
NET ASSETS, END OF YEAR	<u>\$ 1,364,280</u>	<u>\$ 1,821,135</u>	<u>\$ 527,744</u>	<u>\$ 3,713,159</u>	<u>\$ 3,091,820</u>

See Notes to Financial Statements

ADOPT-A-CLASSROOM, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

Year Ended June 30, 2017 with Comparative Totals for 2016

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total</u>	
	<u>Classroom Adoption</u>	<u>Administration and Management</u>	<u>Fundraising</u>	<u>2017</u>	<u>2016</u>
Payroll and related costs	\$ 442,556	\$ 221,934	\$ 197,891	\$ 862,381	\$ 722,405
Classroom purchases	2,531,164	-	-	2,531,164	2,460,548
Insurance	2,090	143	143	2,376	2,400
Professional fees	17,079	16,759	5,515	39,353	94,220
Technology	125,555	138	151	125,844	76,815
Printing and advertising	19,347	629	1,554	21,530	36,588
Travel and entertainment	13,289	6,674	9,707	29,670	28,082
Office expenses	6,876	464	527	7,867	10,082
Rent	31,680	2,160	2,160	36,000	36,000
Bad debt expense	-	-	-	-	4,075
Other	18,653	7,949	2,385	28,987	31,700
Depreciation	86,376	5,881	5,881	98,138	56,942
	<u>\$ 3,294,665</u>	<u>\$ 262,731</u>	<u>\$ 225,914</u>	<u>\$ 3,783,310</u>	<u>\$ 3,559,857</u>

See Notes to Financial Statements

ADOPT-A-CLASSROOM, INC.
STATEMENTS OF CASH FLOWS
Years Ended June 30, 2017 and 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 621,339	\$ (269,340)
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation and amortization	98,138	56,942
Donated property and equipment	(390,000)	-
Change in value of beneficial interest in a perpetual trust	(54,903)	57,890
Change in assets and liabilities:		
Pledges receivable	243,900	(318,235)
Accounts payable	(8,985)	92,336
Accrued expenses	9,403	6,137
Prepays and other assets	(17,842)	(4,041)
	<u>501,050</u>	<u>(378,311)</u>
NET CASH FLOWS FROM OPERATING ACTIVITIES		
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of note receivable from related party	-	100,123
Purchase of property and equipment	(344,356)	(154,766)
	<u>(344,356)</u>	<u>(54,643)</u>
NET CASH FLOWS FROM INVESTING ACTIVITIES		
NET INCREASE (DECREASE) IN CASH	156,694	(432,954)
CASH		
BEGINNING OF YEAR	<u>2,202,420</u>	<u>2,635,374</u>
END OF YEAR	<u>\$ 2,359,114</u>	<u>\$ 2,202,420</u>
SUPPLEMENTAL DISCLOSURES		
Non-cash investing and financing transactions:		
Donated property and equipment	<u>\$ 390,000</u>	<u>\$ -</u>

See Notes to Financial Statements

ADOPT-A-CLASSROOM, INC.

NOTES TO FINANCIAL STATEMENTS

(1) **Organization**

Adopt-A-Classroom, Inc. (the "Organization") was incorporated in the State of Florida as a not-for-profit corporation. The Organization serves the community by soliciting contributions from corporations, foundations and the general public for use by specific teachers in acquiring school supplies for classrooms of local community schools and for the funding of the general expenses of the Organization.

(2) **Summary of significant accounting policies**

Use of estimates - The preparation of financial statements in accordance with accounting principles 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.

Income tax status - The Organization is exempt from taxation under Section 501(c)(3) of the Internal Revenue Code ("IRC") and similar state income tax laws. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) of the IRC.

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50 percent likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for the years ended June 30, 2017 and 2016.

The Organization files form 990 in the U.S. federal jurisdiction and with multiple states. The Organization is generally no longer subject to examination by the Internal Revenue Service three years after the date of filing, including extensions.

ADOPT-A-CLASSROOM, INC.

NOTES TO FINANCIAL STATEMENTS

(2) Summary of significant accounting policies (continued)

Financial statement presentation - The Organization reports information regarding its financial position and activities according to three classes of net assets:

- **Unrestricted** - Resources over which the Board of Directors has discretionary control. The Board designated amounts represent those net assets which the Board has set aside for a particular purpose.
- **Temporarily Restricted with respect to time or purpose** - Resources subject to a donor-imposed restriction which will be satisfied by actions of the Organization or the passage of time.
- **Permanently Restricted** - Resources subject to a donor-imposed restriction that they be maintained permanently by the Organization.

Contributions - The Organization recognizes contributions as revenue when they are received or unconditionally pledged.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

Gifts of land, buildings and equipment are presented as unrestricted support 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 and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. In the absence of such stipulations, contributions of long-lived assets are recorded as unrestricted support.

When the Organization receives contributions that are designated by the donor for the benefit of an individual teacher, such funds are deemed to be temporarily restricted. Per the terms of use published on the Organization's website, the teacher has the remainder of the current school year, plus one additional school year in which to use the donated funds. At year end, contributions received and not yet allocated to a classroom, or not yet spent by the teacher, remain as temporarily restricted net assets. In the event that a teacher does not spend donated funds within the allowed time period, such funds are released from restriction and reclassified to unrestricted net assets.

Effective July 1, 2017, the terms of use published on the Organization's website have changed. For contributions the Organization receives after that date which are designated by the donor for the benefit of an individual teacher, the teacher will have one calendar year from the date of each contribution to use those funds for the purchase of classroom supplies. In the event that a teacher does not spend the contributed funds within this period of time, such funds are released from restriction and reclassified to unrestricted net assets.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(2) Summary of significant accounting policies (continued)

Cash and cash equivalents - The Organization considers cash in demand deposit accounts and temporary investments purchased with an original maturity of three months or less to be cash equivalents. The Organization maintains its cash and cash equivalents with high credit quality financial institutions. From time to time, the Organization's balances in its bank accounts exceed Federal Deposit Insurance Corporation limits. The Organization periodically evaluates the risk of exceeding insurance levels and may transfer funds as it deems appropriate. The Organization has not experienced any losses with regards to balances in excess of insured limits or as a result of other concentrations of credit risk.

Pledges receivable - Contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Promises to give represent amounts committed by donors that have not been received by the Organization. The Organization uses the allowance method to determine uncollectible promises to give (receivable). Management considers all receivables to be fully collectible at year-end and accordingly, an allowance for doubtful accounts has not been recorded.

Unconditional promises to give due in the next year are recorded at their net realizable value. Unconditional promises to give due in subsequent years are reported at the present value of their net realizable value, using interest rates applicable to the years in which the promises are expected to be received.

Property and equipment - Property and equipment is stated at cost or, if donated, at the estimated fair value at the date of donation. Additions exceeding \$1,000 are capitalized. Depreciation is provided over the estimated useful lives of the respective assets on a straight-line basis ranging from three to seven years. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation is removed from the accounts and any resulting gain or loss is reflected in income for the period. The cost of maintenance and repairs is charged to income as incurred, whereas significant improvements are capitalized. For the years ending June 30, 2017 and 2016, depreciation expense amounted to \$98,000 and \$57,000, respectively.

Beneficial interest in a perpetual trust - The Organization is the beneficiary of a perpetual irrevocable trust held and administered by an independent trustee. Under the terms of the trust, the Organization has the irrevocable right to receive its proportionate share of the income earned on trust assets in perpetuity. The fair value of the beneficial interest in a trust is recognized as an asset and as a permanently restricted contribution at the date the trust is established. The Organization's estimate of fair value at each reporting date is based on fair value information received from trustees. Trust assets consist of, but are not limited to, cash and cash equivalents, corporate and government bonds, mutual funds, unitized funds, and equity securities. These assets are not subject to control or direction by the Organization. Gains and losses, which are not distributed by the trust, are reflected as the change in value of perpetual trusts in the statements of activities.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(2) Summary of significant accounting policies (continued)

Fair value measurement - definition and hierarchy – The Organization utilizes a three-level valuation hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability based on market data obtained from sources independent of the Organization. Unobservable inputs are inputs that reflect the Organization's assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available in the circumstances. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e., the "exit price") in an orderly transaction between market participants at the measurement date.

The hierarchy is broken down into three levels based on the observability of inputs as follows:

- Level 1 - Valuations based on quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.
- Level 2 - Valuations based on one or more quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
- Level 3 - Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

The availability of observable inputs can vary by types of assets and liabilities and is affected by a wide variety of factors, including, for example, whether the asset or liability is established in the marketplace, the liquidity of markets and other characteristics particular to the transaction. To the extent that valuation is based on models or inputs that are less than observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised by the Organization in determining fair value is greatest for assets and liabilities categorized in Level 3.

Contributed services, materials and equipment - Contributions of donated noncash assets are recorded at their fair values in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(2) Summary of significant accounting policies (continued)

Functional allocation of expenses - The costs of providing the program and other activities have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated between the program and supporting services benefited.

Summarized information - The financial statements include certain prior year summarized comparative information in total but neither by net assets nor by functionalized expenses. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

Subsequent events - The Organization has evaluated subsequent events through January 17, 2018, which is the date the financial statements were available to be issued.

New accounting pronouncements - In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. The guidance improves not-for-profit entity (NFP) financial statements to provide more useful information to financial statement users and make reporting less complex for not-for-profit entities. The new guidance will reduce net asset classes from three classes of net assets to two, requires a presentation of expenses by their natural and functional classification and investment returns net of external and direct internal investment expenses. NFP's will also be required to provide more information about their available resources and liquidity. ASU 2016-14 is effective for fiscal years beginning after December 15, 2017 and is to be applied retroactively, but NFP's will have the option to omit certain information for comparative periods presented in the year of adoption. Early application is permitted. The Organization is assessing the impact this standard will have on its financial statements.

In February 2016, FASB issued ASU 2016-2, Lease (Topic 842). ASU 2016-2 requires lessees to recognize a right-of-use asset and lease liability on the statement of financial condition and disclose key information about leasing arrangements. The recognition, measurement and presentation of expenses and cash flows arising from a lease by a lessee have not significantly changed from current U.S. GAAP. ASU 2016-2 is effective for annual periods beginning after December 15, 2019. The Organization is in the process of assessing the impact this standard will have on its financial statements.

Other pronouncements issued by the FASB or other authoritative accounting standards groups with future effective dates are either not applicable or are not expected to be significant to the Organization.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(3) Concentrations of credit risk and major sponsors and vendors

Major sponsors - For the years ended June 30, 2017 and 2016, three sponsors and one sponsors accounted for approximately 41% and 26% of total contributions, respectively. These sponsors had pledges receivable balances at June 30, 2017 and 2016 totaling \$0 and \$22,500 of the total pledge receivable in the accompanying statement of financial position.

Major vendors - The Organization has agreements with multiple vendors mainly for school supply related products. The agreements provide for discounts on purchases from those vendors. These discounts vary from vendor to vendor ranging from 5% to 50%.

During the year ended June 30, 2017, purchases from three major vendors amounted to approximately \$1,487,000. During the year ended June 30, 2016 purchases from two major vendors amounted to approximately \$1,147,000. No contributions were received from these vendors for the years ended June 30, 2017 and 2016.

(4) Property and equipment

At June 30, property and equipment is summarized as follows:

	<u>2017</u>	<u>2016</u>
Systems and website	\$ 911,708	\$ 256,538
Computers	2,963	-
Capital projects in progress	-	75,036
	<u>914,671</u>	<u>331,574</u>
Less: Accumulated depreciation and amortization	65,935	119,056
	<u>\$ 848,736</u>	<u>\$ 212,518</u>

(5) Beneficial interest in a perpetual trust

The Organization has a beneficial interest in a perpetual trust with the assets held by a third party. These assets are considered a permanently restricted endowment fund. The Organization has no control over the investment of the funds. Distributions are made to the Organization of no less than 5% of the fair value of the fund as measured by a 12 quarter rolling average of the fair value of the fund. Fair value of the endowment fund includes any unrealized gains or losses.

Distributions were approximately \$25,000 and \$24,000 for the years ended June 30, 2017 and 2016, respectively. The fair value of the beneficial interest in the perpetual trust was \$528,000 and \$473,000 at June 30, 2017 and 2016, respectively.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(6) Fair value measurements

The following tables set forth by level, within the fair value hierarchy, the Organization's assets measured on a recurring basis as of June 30, 2017 and 2016:

<u>2017</u>	<u>Fair value measurements at reporting day used</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in a perpetual trust	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 527,744</u>	<u>\$ 527,744</u>

<u>2016</u>	<u>Fair value measurements at reporting day used</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in a perpetual trust	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 472,841</u>	<u>\$ 472,841</u>

Assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3):

	<u>Beneficial interest in a perpetual trust</u>	
	<u>2017</u>	<u>2016</u>
Balance, beginning of year	\$ 472,841	\$ 530,731
Change in value of a perpetual trust recognized in the change in permanently restricted net assets	<u>54,903</u>	<u>(57,890)</u>
Balance, end of year	<u>\$ 527,744</u>	<u>\$ 472,841</u>

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2017 and 2016:

Beneficial interest in a perpetual trust: Fair value for the beneficial interest in a perpetual trust is measured using the fair value of the assets held in the trust reported by the trustee. The Organization considers the measurement of its beneficial interest in the perpetual trust to be a level 3 measurement within the fair value measurement hierarchy because even though that measurement is based on the unadjusted fair value of trust assets reported by the trustee, the Organization will never receive those assets or have the ability to direct the trustee to redeem them.

The method described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair 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.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(7) Endowments

The Organization's endowment consists of a perpetual trust. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor imposed restrictions.

Interpretation of relevant law - The Board of Directors of the Organization has interpreted the Florida Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring 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. As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the Organization and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the Organization
- (7) The investment policies of the Organization

2017 endowment net asset composition by type of fund as of June 30, 2017:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ -	\$ 527,744	\$ 527,744

2016 endowment net asset composition by type of fund as of June 30, 2016:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ -	\$ 472,841	\$ 472,841

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(7) Endowments (continued)

Changes in endowment net assets for the year ended June 30, 2017 are as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ -	\$ -	\$ 472,841	\$ 472,841
Investment return: Change in value of perpetual trust	-	-	54,903	54,903
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 527,744</u>	<u>\$ 527,744</u>

Changes in endowment net assets for the year ended June 30, 2016 are as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ -	\$ -	\$ 530,731	\$ 530,731
Investment return: Change in value of perpetual trust	-	-	(57,890)	(57,890)
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 472,841</u>	<u>\$ 472,841</u>

Funds with deficiencies - From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. There were no funds with deficiencies as of June 30, 2017 and 2016.

Return objectives and risk parameters - Endowment funds consist solely of and are held in perpetual trusts, the investment of which is determined by the trustee rather than the Organization.

ADOPT-A-CLASSROOM

NOTES TO FINANCIAL STATEMENTS

(8) Temporarily restricted net assets

Temporarily restricted net assets at June 30, 2017 and 2016, are available for the following purposes:

	<u>2017</u>	<u>2016</u>
Classroom purchases	\$ 1,806,135	\$ 1,222,253
Time restricted	15,000	150,000
	<u>\$ 1,821,135</u>	<u>\$ 1,372,253</u>

(9) Net assets released from donor restrictions

Net assets released from donor restrictions by incurring expenses satisfying the restricted purposes or by the occurrence of other events specified by donors for the years ended June 30 are as follows:

	<u>2017</u>	<u>2016</u>
Classroom purchases	\$ 2,411,184	\$ 2,818,949
Expiration of time restrictions	150,000	-
	<u>\$ 2,561,184</u>	<u>\$ 2,818,949</u>

(10) Contributed services, materials and equipment

For the years ended June 30, 2017 and 2016, the Organization received the following contributed services, materials and equipment meeting the criteria for recognition:

	<u>2017</u>	<u>2016</u>
Donated property and equipment additions	\$ 390,000	\$ -
Rent and other services	-	16,500
	<u>\$ 390,000</u>	<u>\$ 16,500</u>

(11) Related party transaction

During 2011, the Organization and a for-profit corporation, in which the Organization's founder is a majority shareholder, entered into an agreement to sell certain intellectual property with a carrying value of \$0 and reimbursement of certain legal fees amounting to \$11,700 in exchange for a \$168,700 promissory note. The note bore interest at 3% and was to be calculated based on the outstanding principal balance. The carrying amount of the note receivable was reduced to \$100,000 by an allowance that reflected management's best estimate of the amounts that would be collected.

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NOTES TO FINANCIAL STATEMENTS

(11) Related party transaction (continued)

On April 13, 2016, the Organization entered into a note sale agreement with a third party company. Under the terms of the agreement, the note was transferred and assigned to the third party in exchange for a payment of \$100,000 received by the Organization. In addition, the note sale agreement specified that all agreements between the Organization and the founder's for-profit corporation, including software assignment, software license and maintenance agreements, were terminated.

Through the date of the note sale agreement, the Organization received interest income of \$3,900 from this related party, and paid \$3,500 for services under a software license agreement and \$2,100 for classroom supply purchases to this related party.

A board member is a Principal of a company that provides strategic technology consulting services to the Organization. During the year ended June 30, 2017 and 2016 the Organization spent approximately \$135,000 and \$67,000, respectively, on services with this company and the company also provided in-kind services of \$390,000 for the year ended June 30, 2017. As of June 30, 2017 and 2016, accounts payable to the related party were \$5,000 and \$0, respectively. The total amount of in-kind services were capitalized as part of the system and website redevelopment during the year ended June 30, 2017.

(12) Operating lease and subsequent events

The Organization leases office space under a noncancelable operating lease. The lease term ends February 28, 2018. Monthly lease payments are \$3,000.

Subsequent to year end the Organization amended their office space lease extending the term through January 31, 2020. Monthly lease payments are \$3,000 starting February 1, 2018. Annual escalation in lease payments are specified in the lease agreement.

The future minimum lease payments including the operating lease amendment entered into subsequent to year end are as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2018	\$ 36,000
2019	37,000
2020	22,000
	<u>\$ 95,000</u>

(13) Reclassifications

Certain reclassifications have been made to the financial statements for the year ended June 30, 2016 to conform with the classifications of the current year. The reclassifications did not affect financial position or changes in net assets.

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NOTES TO FINANCIAL STATEMENTS

(14) Subsequent Events

The Organization entered into agreements on July 10, 2017 and December 14, 2017, with the company where a board member is a principal as discussed in Note 11. Per the agreements, the Organization is under contract for IT services of \$60,000. In addition, the company will provide \$120,000 of in-kind services related to the IT services from the period of July 2017 through June 2018.