# ADOPT-A-CLASSROOM, INC.

## FINANCIAL STATEMENTS

Year Ended June 30, 2018
With Comparative Totals for 2017

Mayer Hoffman McCann P.C.
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# 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, 2018, 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, 2018, 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 2017 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 17, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Mayer Hoffman McCann P.C.

Minneapolis, Minnesota
December 12, 2018

**ADOPT-A-CLASSROOM, INC.**

**STATEMENTS OF FINANCIAL POSITION**

June 30, 2018 and 2017

| | 2018 | 2017 |
|---|---|---|
| **ASSETS** | | |
| CURRENT ASSETS | | |
| Cash | $ 2,179,224 | $ 2,359,114 |
| Pledges receivable | 205,140 | 88,600 |
| Prepaids and other assets | 35,051 | 24,197 |
| TOTAL CURRENT ASSETS | 2,419,415 | 2,471,911 |
| PROPERTY AND EQUIPMENT, less accumulated depreciation of $275,559 and $65,935 | 766,819 | 848,736 |
| OTHER ASSETS | | |
| Beneficial interest in a perpetual trust | 541,535 | 527,744 |
| TOTAL OTHER ASSETS | 541,535 | 527,744 |
| TOTAL ASSETS | $ 3,727,769 | $ 3,848,391 |
| **LIABILITIES AND NET ASSETS** | | |
| CURRENT LIABILITIES | | |
| Accounts payable | $ 195,798 | $ 114,974 |
| Accrued expenses | 20,258 | 20,258 |
| TOTAL CURRENT LIABILITIES | 216,056 | 135,232 |
| NET ASSETS | | |
| Unrestricted | 1,053,605 | 1,364,280 |
| Temporarily restricted | 1,916,573 | 1,821,135 |
| Permanently restricted | 541,535 | 527,744 |
| TOTAL NET ASSETS | 3,511,713 | 3,713,159 |
| TOTAL LIABILITIES AND NET ASSETS | $ 3,727,769 | $ 3,848,391 |

See Notes to Financial Statements

# ADOPT-A-CLASSROOM, INC.

## STATEMENTS OF ACTIVITIES

Year Ended June 30, 2018 with comparative totals for 2017

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total 2018 | Total 2017 |
|---|---|---|---|---|---|
| SUPPORT AND REVENUE | | | | | |
| Contributions: | | | | | |
| Grants and general public | $ 865,707 | $ 3,193,412 | $ - | $ 4,059,119 | $ 4,320,637 |
| Investment income - other | 11,809 | - | - | 11,809 | 4,225 |
| Investment income - perpetual trust | 2,512 | 22,608 | - | 25,120 | 24,884 |
| Change in value of perpetual trust | - | - | 13,791 | 13,791 | 54,903 |
| Net assets released from restrictions | 3,120,582 | (3,120,582) | - | - | - |
| TOTAL SUPPORT AND REVENUE | 4,000,610 | 95,438 | 13,791 | 4,109,839 | 4,404,649 |
| EXPENSES | | | | | |
| Program services: | | | | | |
| Classroom adoption | 3,716,984 | - | - | 3,716,984 | 3,294,665 |
| Supporting services: | | | | | |
| Administration and management | 281,692 | - | - | 281,692 | 262,731 |
| Fundraising | 312,609 | - | - | 312,609 | 225,914 |
| TOTAL EXPENSES | 4,311,285 | - | - | 4,311,285 | 3,783,310 |
| CHANGE IN NET ASSETS | (310,675) | 95,438 | 13,791 | (201,446) | 621,339 |
| NET ASSETS, BEGINNING OF YEAR, | 1,364,280 | 1,821,135 | 527,744 | 3,713,159 | 3,091,820 |
| NET ASSETS, END OF YEAR | $ 1,053,605 | $ 1,916,573 | $ 541,535 | $ 3,511,713 | $ 3,713,159 |

See Notes to Financial Statements

## ADOPT-A-CLASSROOM, INC.

## STATEMENTS OF FUNCTIONAL EXPENSES

Year Ended June 30, 2018 with comparative totals for 2017

| | Program Services | Supporting Services | | Total | |
|---|---|---|---|---|---|
| | Classroom Adoption | Administration and Management | Fundraising | 2018 | 2017 |
| Payroll and related costs | $ 466,128 | $ 223,717 | $ 281,299 | $ 971,144 | $ 862,381 |
| Classroom purchases | 2,381,999 | - | - | 2,381,999 | 2,531,164 |
| Insurance | 2,266 | 155 | 155 | 2,576 | 2,376 |
| Professional fees | 10,743 | 20,201 | 1,250 | 32,194 | 39,353 |
| Technology | 334,236 | 6,039 | 2,952 | 343,227 | 125,844 |
| Printing and advertising | 18,427 | 991 | 4,155 | 23,573 | 21,530 |
| Travel and entertainment | 13,412 | 4,764 | 2,118 | 20,294 | 29,670 |
| Office expenses | 7,637 | 2,048 | 749 | 10,434 | 7,867 |
| Rent | 31,680 | 2,160 | 2,160 | 36,000 | 36,000 |
| Other | 20,236 | 10,488 | 4,916 | 35,640 | 28,987 |
| Corporate sponsor event | 244,580 | - | - | 244,580 | - |
| Depreciation | 185,640 | 11,129 | 12,855 | 209,624 | 98,138 |
| | $ 3,716,984 | $ 281,692 | $ 312,609 | $ 4,311,285 | $ 3,783,310 |

See Notes to Financial Statements

**ADOPT-A-CLASSROOM, INC.**

**STATEMENTS OF CASH FLOWS**

Years Ended June 30, 2018 and 2017

| | 2018 | 2017 |
|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | |
| Change in net assets | $ (201,446) | $ 621,339 |
| Adjustments to reconcile change in net assets to net cash flows from operating activities: | | |
| Depreciation and amortization | 209,624 | 98,138 |
| Donated property and equipment | (36,000) | (390,000) |
| Change in value of beneficial interest in a perpetual trust | (13,791) | (54,903) |
| Change in assets and liabilities: | | |
| Pledges receivable | (116,540) | 243,900 |
| Prepaids and other assets | (10,854) | (17,842) |
| Accounts payable | 80,824 | (8,985) |
| Accrued expenses | - | 9,403 |
| NET CASH FLOWS FROM OPERATING ACTIVITIES | (88,183) | 501,050 |
| **CASH FLOWS FROM INVESTING ACTIVITIES** | | |
| Purchase of property and equipment | (91,707) | (344,356) |
| NET CASH FLOWS FROM INVESTING ACTIVITIES | (91,707) | (344,356) |
| NET INCREASE (DECREASE) IN CASH | (179,890) | 156,694 |
| **CASH** | | |
| BEGINNING OF YEAR | 2,359,114 | 2,202,420 |
| END OF YEAR | $ 2,179,224 | $ 2,359,114 |
| **SUPPLEMENTAL DISCLOSURES** | | |
| Non-cash investing and financing transactions: | | |
| Donated property and equipment | $ 36,000 | $ 390,000 |

See Notes to Financial Statements

## 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, 2018 and 2017.

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.

( 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 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.

**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.

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

**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, 2018 and 2017, depreciation expense amounted to $210,000 and $98,000, 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.

**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.

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

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.

**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, 2017, from which the summarized information was derived.

**Subsequent events -** The Organization has evaluated subsequent events through December 12, 2018, which is the date the financial statements were available to be issued.

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

**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.

In June 2018, FASB issued ASU 2018-08, *Not-for-Profit Entities* (Topic 958): *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The guidance clarifies and improves the scope and the accounting guidance for contributions received and contributions made by all entities that receive or make contributions of cash and other assets. The amendments in this update will assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of FASB Topic 958, Not-for-Profit Entities, or as exchange transactions (reciprocal transactions) subject to other guidance and by (2) providing a stronger framework for determining whether a contribution is conditional or unconditional, and for distinguishing a donor-imposed condition from a donor-imposed restriction. ASU 2018-08 is effective for fiscal years beginning after December 15, 2018 in which the entity serves as the resource recipient, and for fiscal years beginning after December 15, 2019 in which the entity serves as the resource provider. ASU 2018-08 is to be applied on a modified prospective basis. Under a modified prospective basis, in the first set of financial statements following the effective date the amendments should be applied to agreements that are either: 1) not completed as of the effective date or 2) entered into after the effective date. The amendments would be applied only to the portion of revenue or expense that has not yet been recognized before the effective date in accordance with current guidance. Retrospective application and early adoption is also permitted. The Organization is assessing the impact this standard will have on its financial statements.

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

**Major sponsors** - For the years ended June 30, 2018 and 2017, two sponsors and three sponsors accounted for approximately 52% and 41% of total contributions, respectively.

**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, 2018, purchases from four major vendors amounted to approximately $1,545,000. During the year ended June 30, 2017 purchases from three major vendors amounted to approximately $1,487,000. No contributions were received from these vendors for the years ended June 30, 2018 and 2017.

## ( 4 ) Property and equipment

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

| | 2018 | 2017 |
|---|---|---|
| Systems and website | $ 1,035,762 | $ 911,708 |
| Computers | 6,616 | 2,963 |
| | 1,042,378 | 914,671 |
| Less: Accumulated depreciation and amortization | 275,559 | 65,935 |
| | $ 766,819 | $ 848,736 |

## ( 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 for the years ended June 30, 2018 and 2017. The fair value of the beneficial interest in the perpetual trust was $542,000 and $528,000 at June 30, 2018 and 2017, respectively.

## ( 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, 2018 and 2017:

| | Fair value measurements at reporting day used | | | |
|---|---|---|---|---|
| **2018** | **Level 1** | **Level 2** | **Level 3** | **Total** |
| Beneficial interest in a perpetual trust | $ - | $ - | $ 541,535 | $ 541,535 |

| | Fair value measurements at reporting day used | | | |
|---|---|---|---|---|
| **2017** | **Level 1** | **Level 2** | **Level 3** | **Total** |
| Beneficial interest in a perpetual trust | $ - | $ - | $ 527,744 | $ 527,744 |

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

| | Beneficial interest in a perpetual trust | |
|---|---|---|
| | **2018** | **2017** |
| Balance, beginning of year | $ 527,744 | $ 472,841 |
| Change in value of a perpetual trust recognized in the change in permanently restricted net assets | 13,791 | 54,903 |
| Balance, end of year | $ 541,535 | $ 527,744 |

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, 2018 and 2017:

*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.

## ( 6 ) Fair value measurements (continued)

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.

## ( 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

## ( 7 ) Endowments (continued)

2018 endowment net asset composition by type of fund as of June 30, 2018:

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
|---|---|---|---|---|
| Donor-restricted endowment funds | $ - | $ - | $ 541,535 | $ 541,535 |

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

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
|---|---|---|---|---|
| Donor-restricted endowment funds | $ - | $ - | $ 527,744 | $ 527,744 |

Changes in endowment net assets for the year ended June 30, 2018 are as follows:

| | Unrestricted | Temporarily Restricted | Permanently Restriced | Total |
|---|---|---|---|---|
| Endowment net assets, beginning of year | $ - | $ - | $ 527,744 | $ 527,744 |
| Investment return: | | | | |
| Change in value of perpetual trust | - | - | 13,791 | 13,791 |
| Endowment net assets, end of year | $ - | $ - | $ 541,535 | $ 541,535 |

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

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
|---|---|---|---|---|
| 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 | $ - | $ - | $ 527,744 | $ 527,744 |

**( 7 ) Endowments (continued)**

**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, 2018 and 2017.

**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.

**( 8 ) Temporarily restricted net assets**

Temporarily restricted net assets at June 30, 2018 and 2017, are available for the following purposes:

| | 2018 | 2017 |
|---|---|---|
| Classroom purchases | $ 1,910,573 | $ 1,806,135 |
| Time restricted | 6,000 | 15,000 |
| | $ 1,916,573 | $ 1,821,135 |

**( 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, 2018 and 2017, are as follows:

| | 2018 | 2017 |
|---|---|---|
| Classroom purchases | $ 3,105,582 | $ 2,411,184 |
| Expiration of time restrictions | 15,000 | 150,000 |
| | $ 3,120,582 | $ 2,561,184 |

**( 10 ) Contributed services, materials and equipment**

For the years ended June 30, 2018 and 2017, the Organization received donated property and equipment of $36,000 and $390,000, respectively. Also, the Organization received donated services for the years ended June 30, 2018 and 2017 of $84,000 and $0, respectively.

## ( 11 ) Related party transaction

A board member is a Principal of a company that provides strategic technology consulting services to the Organization. During the years ended June 30, 2018 and 2017 the Organization spent approximately $60,000 and $135,000, respectively, on services with this company and the company also provided in-kind services of $120,000 and $390,000, respectively, for the years ended June 30, 2018 and 2017. As of June 30, 2018 and 2017, accounts payable to the related party was $5,000. In-kind services of $36,000 and $390,000 were capitalized as part of the system and website redevelopment during the years ended June 30, 2018 and 2017 respectively.

## ( 12 ) Operating lease and subsequent events

The Organization leases office space under a noncancelable operating lease. The lease term ends January 31, 2019.

Subsequent to year end, the Organization entered into a lease for office space starting November 15, 2018 and ending December 31, 2022. Monthly payments are $2,400. Annual escalation in lease payments are specified in the lease agreement. Also, additional rent for common area maintenance, taxes and insurance is due.

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

| Year Ending June 30, | Amount |
|---|---|
| 2019 | $ 39,900 |
| 2020 | 28,800 |
| 2021 | 29,300 |
| 2022 | 29,900 |
| 2023 | 15,100 |
| | $ 143,000 |