

**JUNIOR ACHIEVEMENT OF
CENTRAL UPSTATE NEW YORK, INC.**

FINANCIAL STATEMENTS
FOR THE YEAR ENDED
JUNE 30, 2021 WITH COMPARATIVE
TOTALS FOR THE YEAR ENDED JUNE 30, 2020
AND
INDEPENDENT AUDITORS' REPORT

**JUNIOR ACHIEVEMENT OF
CENTRAL UPSTATE NEW YORK, INC.**

June 30, 2021 with Comparative
Totals for the Year Ended June 30, 2020

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Junior Achievement of Central Upstate New York, Inc.

Opinion

We have audited the financial statements of Junior Achievement of Central Upstate New York, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2021, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Junior Achievement of Central Upstate New York, Inc. as of June 30, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis of Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the 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 Junior Achievement of Central Upstate New York, Inc.'s ability to continue as a going concern for one year after the date that the financial statements are issued.

Auditors' 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgement 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 Junior Achievement of Central Upstate New York, Inc.'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 Junior Achievement of Central Upstate New York, Inc.'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.

Report on Summarized Comparative Information

We have previously audited Junior Achievement of Central Upstate New York, Inc.'s June 30, 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 1, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Davie Kaplan, CPA, P.C.

Rochester, NY

October 15, 2021

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Statement of Financial Position as of June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

	<u>2021</u>	<u>2020</u>
<u>ASSETS</u>		
Current assets		
Cash	\$ 682,135	\$ 541,004
Pledges receivable	19,136	29,744
Investments	529,534	445,171
Prepaid expenses	954	2,535
	<u>1,231,759</u>	<u>1,018,454</u>
Other asset		
Long-term pledges receivable	<u>80,750</u>	<u>102,500</u>
	<u>\$ 1,312,509</u>	<u>\$ 1,120,954</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current liabilities		
Accounts payable	\$ 12,167	\$ 946
Accrued expenses and other liabilities	14,397	748
Deferred revenue	40,250	30,250
	<u>66,814</u>	<u>31,944</u>
Long-term liabilities		
Paycheck protection program loans	<u>177,790</u>	<u>90,446</u>
Net assets		
Net assets without donor restrictions		
Board designated	529,534	445,171
Undesignated	4,519	83,133
	<u>534,053</u>	<u>528,304</u>
Net assets with donor restrictions	<u>533,852</u>	<u>470,260</u>
	<u>1,067,905</u>	<u>998,564</u>
	<u>\$ 1,312,509</u>	<u>\$ 1,120,954</u>

The accompanying Notes to Financial Statements
are an integral part of these statements.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Statement of Activities and Changes in Net Assets for the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

	<u>Without Donor</u> <u>Restrictions</u>	<u>With Donor</u> <u>Restrictions</u>	<u>Total</u> <u>2021</u>	<u>Total</u> <u>2020</u>
Revenue, gains, and other support				
Contributions				
Corporate	\$ 117,352	\$ 45,000	\$ 162,352	\$ 169,687
Foundations	66,686	20,000	86,686	205,812
Individual	<u>52,732</u>	<u>-</u>	<u>52,732</u>	<u>75,909</u>
Total contributions	236,770	65,000	301,770	451,408
Governmental	34,110	-	34,110	48,286
In-kind revenue	25,320	-	25,320	56,268
Interest	787	-	787	800
Investment income realized	9,415	-	9,415	9,819
Other	24	-	24	423
Special events (net of related expenses, 2021 - \$49,434, 2020 - \$133,843)	163,832	-	163,832	224,377
Unrealized gain on investments	<u>74,948</u>	<u>-</u>	<u>74,948</u>	<u>12,908</u>
	<u>545,206</u>	<u>65,000</u>	<u>610,206</u>	<u>804,289</u>
Expenses				
Program	445,579	1,408	446,987	539,063
Fund raising	72,535	-	72,535	103,967
Management and general	<u>21,343</u>	<u>-</u>	<u>21,343</u>	<u>21,469</u>
	<u>539,457</u>	<u>1,408</u>	<u>540,865</u>	<u>664,499</u>
Total change in net assets	5,749	63,592	69,341	139,790
Net assets, beginning of year	<u>528,304</u>	<u>470,260</u>	<u>998,564</u>	<u>858,774</u>
Net assets, end of year	<u>\$ 534,053</u>	<u>\$ 533,852</u>	<u>\$ 1,067,905</u>	<u>\$ 998,564</u>

The accompanying Notes to Financial Statements
are an integral part of these statements.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Statement of Functional Expenses for the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

	<u>Program</u>	<u>Fund Raising</u>	<u>Management and General</u>
Salaries	\$ 269,184	\$ 51,505	\$ 11,356
Junior Achievement Worldwide fees	53,705	4,739	4,739
Employee benefits and payroll taxes	31,744	8,029	958
Rent and utilities	22,540	4,074	543
In-kind special events	25,320	-	-
Outside services	13,742	2,773	2,831
Supplies and materials	10,428	29	29
Miscellaneous	8,679	-	-
Capstone	5,105	-	-
Telephone	2,820	188	125
Office equipment	1,421	711	711
Travel	1,200	-	-
Insurance	642	116	15
Postage and freight	418	19	28
Recognition and public relations	-	352	-
Conferences	39	-	-
Interest	-	-	8
Total	<u>\$ 446,987</u>	<u>\$ 72,535</u>	<u>\$ 21,343</u>

The accompanying Notes to Financial Statements
are an integral part of these statements.

.....June 30.....

<u>Total</u>	<u>Total</u>
<u>2021</u>	<u>2020</u>
\$ 332,045	\$ 390,902
63,183	59,225
40,731	48,885
27,157	33,113
25,320	53,268
19,346	19,262
10,486	30,388
8,679	6,903
5,105	6,270
3,133	7,737
2,843	3,042
1,200	3,276
773	862
465	566
352	594
39	206
8	-
<u>\$ 540,865</u>	<u>\$ 664,499</u>

The accompanying Notes to Financial Statements
are an integral part of these statements.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Statement of Cash Flows for the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities		
Increase in net assets	\$ 69,341	\$ 139,790
Adjustments to reconcile change in net assets to net cash flows provided by operating activities		
Unrealized gain on investments	<u>(74,948)</u>	<u>(12,908)</u>
	(5,607)	126,882
Increase (decrease) in cash due to changes in operating assets and liabilities		
Pledges receivable	10,608	127,906
Long-term pledges receivable	21,750	(63,666)
Prepaid expenses	1,581	9
Accounts payable	11,221	(16,543)
Accounts payable - Other	-	(161)
Accrued expenses and other liabilities	13,649	(455)
Deferred revenue	<u>10,000</u>	<u>(6,000)</u>
	<u>63,202</u>	<u>167,972</u>
Cash flows from investing activities		
Purchase of investments	<u>(9,415)</u>	<u>(9,819)</u>
Cash flows from financing activities		
Proceeds from paycheck protection program loan	<u>87,344</u>	<u>90,446</u>
Net increase in cash	141,131	248,599
Cash, beginning of year	<u>541,004</u>	<u>292,405</u>
Cash, end of year	<u>\$ 682,135</u>	<u>\$ 541,004</u>

The accompanying Notes to Financial Statements
are an integral part of these statements.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

1. Description of Organization

Junior Achievement of Central Upstate New York, Inc. (the Organization) operates as a licensee of Junior Achievement USA. As a licensee, the Organization incurs license fees and program materials expense to Junior Achievement USA (JA USA) throughout the year. The Organization's purpose is to prepare and inspire youth to succeed in a global economy. The Organization's primary sources of support are derived from major businesses and schools in the Rochester, greater Syracuse, and Southern Tier areas of New York.

The Organization is actively raising funds in connection with the creation of the JA Discovery Center to house JA Finance Park and JA BizTown programs in Rochester, New York (Capstone).

2. Summary of Significant Accounting Policies

Basis of accounting

The financial statements of the Organization are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Financial statement presentation

The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, *Financial Statements of Not-for-Profit Organizations*. Under ASU 2016-14, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets and changes therein are classified and reported as follows:

Without donor restrictions - Net assets that are not subject to donor-imposed stipulations.

With donor restrictions - Net assets subject to donor-imposed stipulations that will be met either by actions and/or the passage of time or net assets subject to donor-imposed stipulations that will be maintained permanently.

Pledges

Contributions are recognized when the donor makes a pledge to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

2. Summary of Significant Accounting Policies (Continued)

Pledges (Continued)

The Organization considers pledges receivable to be fully collectible; accordingly, no allowance for doubtful pledges is required. If amounts become uncollectible, they will be charged to operations when that determination is made.

Contributed materials and services

Contributed materials and services are reflected in the financial statements at the estimated fair value of the materials and services received. The contributions of services are recognized if the services received (a) create or enhance non-financial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

Use of estimates

The preparation of financial statements in accordance with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash

The Organization maintains cash at financial institutions which may exceed federally insured amounts at times.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in net assets without donor restrictions if the restrictions are met, either by passage of time or by use, in the reporting period in which the income and gains are recognized.

The Organization accounts for investments in accordance with FASB ASC Topic 820, *Fair Value Measurements and Disclosures*. FASB ASC Topic 820 includes a fair value hierarchy that is intended to increase consistency and comparability in fair value measurements and related disclosures. The fair value hierarchy is based on inputs to valuation techniques that are used to measure fair value that are either observable or unobservable. Observable inputs reflect assumptions market participants would use in pricing an asset or liability based on market data obtained from independent sources, while unobservable inputs reflect a reporting entity's pricing based upon their own market assumptions.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

2. Summary of Significant Accounting Policies (Continued)

Investments (Continued)

The fair value hierarchy consists of the following three levels:

- Level 1: Inputs are quoted prices in active markets for identical assets or liabilities.
- Level 2: Inputs are quoted prices for similar assets in markets that are not active, inputs other than quoted prices that are observable and market corroborated inputs which are derived principally from or corroborated by observable market data.
- Level 3: Inputs are derived from valuation techniques in which one or more significant inputs or value drivers are unobservable.

Property and equipment

Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time. Property and equipment are depreciated using the straight-line method or declining balance methods over the estimated useful lives of the related assets which range from five to seven years. Maintenance and repairs are charged to operations as incurred. Significant improvements or renewals are capitalized. The Organization capitalizes property and equipment purchases greater than \$1,000.

Contributions

All contributions are considered to be without donor restrictions unless specifically restricted by the donor. Donor restricted contributions are reported as increases in net assets with donor restrictions. Contributions which have restrictions satisfied in the same period they are received are recorded as increases in net assets without donor restrictions. The Organization records special events revenue equal to the cost of direct benefits to donors and contribution revenue for the difference.

Deferred revenue

The Organization receives sponsorships in advance from donors for future fundraising events that provide a reciprocal transfer to the donor. These sponsorships are recorded as a liability until the special event has been completed.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

2. Summary of Significant Accounting Policies (Continued)

Functional allocation of expenses

The costs of providing program services, fund raising and management and general functions have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated based upon management estimates. Certain expenses have been allocated solely to program or fund raising based on the type of expense. Other expenses are charged to program and fund raising based on a ratio which is based on the number of staff as well as an estimate of time and effort in each department.

Income taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and application of state law.

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% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for fiscal years 2021 and 2020.

The Organization files its Form 990 in the U.S. federal jurisdiction and the office of the state's attorney general for the State of New York. The Organization is generally no longer subject to examination by the Internal Revenue Service for years before 2018.

Retirement plan

The Organization has a Section 403(b) Retirement Plan for its employees. All employees are eligible and may elect to have the Organization purchase retirement annuities and mutual fund contracts, on a pre-tax basis, as part of their compensation.

The maximum contribution an employee may make each year is subject to statutory limits. The Plan does not require any contributions by the Organization and may be terminated at any time.

Recognition and public relation costs

Recognition and public relation costs are expensed as incurred.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

2. Summary of Significant Accounting Policies (Continued)

Management's review of subsequent events

The Organization evaluated events occurring between the end of the most recent fiscal year and October 15, 2021, the date the financial statements were available to be issued.

3. Comparative Totals for the Year Ended June 30, 2020

The totals presented for the year ended June 30, 2020 are for comparative purposes only and are not intended to be a full and complete disclosure.

4. Investments

The Organization's investment strategy is to create two funds: a long-term board designated fund (the Board Designated Fund), and a short-term fund used for operations (the Operating Fund), collectively referred to as the Funds.

The Board Designated Fund is to be invested with the objective of preserving the long-term, real purchasing power of assets while providing a modest annual distribution to provide perpetual financial support to the Organization. The Operating Fund is to be invested with the objective of remaining relatively liquid, preserving principal and providing working capital for the Organization. As of June 30, 2021, the Operating Fund has not been funded.

Investments are recorded at fair value based on quoted prices in active markets and consist of the following as of June 30:

	<u>2021</u>	<u>2020</u>
Investments:		
Mutual funds	<u>\$ 529,534</u>	<u>\$ 445,171</u>

All of the Organization's investments are measured using Level 1 inputs (Note 2). There were no investments measured using Level 2 and 3 inputs. There were no transfers between categories and no changes in valuation methods during the years ended June 30, 2021 and 2020.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

4. Investments (Continued)

Investment income consists of the following:

	<u>2021</u>	<u>2020</u>
Dividends	\$ 9,048	\$ 9,819
Capital gain distributions	<u>367</u>	<u>-</u>
Total	<u>9,415</u>	<u>9,819</u>
Unrealized gain on investments	<u>74,948</u>	<u>12,908</u>
	<u>\$ 84,363</u>	<u>\$ 22,727</u>

5. Property and Equipment

Property and equipment consists of the following:

	<u>2021</u>	<u>2020</u>
Office equipment	\$ 27,095	\$ 27,095
Furniture and fixtures	<u>21,070</u>	<u>21,070</u>
	48,165	48,165
Less: Accumulated depreciation	<u>48,165</u>	<u>48,165</u>
	<u>\$ -</u>	<u>\$ -</u>

6. Line of Credit

The Organization has a \$50,000 working capital line of credit available. The line of credit bears interest at the prime rate of interest plus 1.00% per annum. The line of credit is secured by substantially all of the assets of the Organization. The outstanding balance on the line was \$-0- at June 30, 2021 and 2020. The prime rate as of June 30, 2021 is 3.25%.

7. Paycheck Protection Program

On March 27, 2020, the President signed the CARES Act bill into law. Included in the CARES Act was the Paycheck Protection Program (PPP). The PPP was authorized to distribute loans to eligible small businesses to support job retention. The loans are eligible for forgiveness under certain conditions. Loans and portions of loans that are not forgiven shall be repaid over a period of five years at 1% interest. The Organization received a loan of \$90,446 from the PPP program on April 24, 2020. This loan is reflected as a long-term liability in the accompanying June 30, 2021 statement of financial position because it will not be satisfied with current assets. The Organization met all the loan programs conditions and received notice of forgiveness from the Small Business Administration on July 8, 2021. Therefore, loan forgiveness will be recognized in Fiscal 2022, the period in which the forgiveness occurred.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

7. Paycheck Protection Program (Continued)

On December 27, 2020, the President signed the Consolidated Appropriations Act into law. Included in the Act was additional funding to the Paycheck Protection Program (PPP). The PPP was authorized to distribute an additional \$284 billion in loans to eligible small businesses towards job retention and other qualified expenses. The loans are eligible for forgiveness under certain conditions. Loans and portions of loans that are not forgiven shall be repaid over a period of five years at 1% interest. The Organization applied for, and was approved for a second loan of \$87,344 on February 12, 2021. This loan is reflected as a long-term liability in the accompanying June 30, 2021 statement of financial position. The Organization believes that they meet the qualifications necessary to have the entire loan forgiven, and accordingly the loan will not be satisfied using current assets.

8. Board Designated Net Assets

Board designated net assets consists of the following:

	<u>2021</u>	<u>2020</u>
Board designated fund balance	<u>\$ 529,534</u>	<u>\$ 445,171</u>

The purpose of the designation is to ensure the stability of the mission, programs and ongoing operations of the Organization. The funds are to be used only with the direction and approval of the Board of Directors.

9. Net Assets with Donor Restrictions

Net assets with donor restrictions are available for the following purpose:

	<u>2021</u>	<u>2020</u>
Contributions designated for the Capstone project	<u>\$ 533,852</u>	<u>\$ 470,260</u>

During both the years ended June 30, 2021 and 2020, contributions with donor restrictions were not released from restriction by the Board.

10. Contributed Materials, Services, and Property

The Organization records various types of in-kind contributions, including contributed tangible assets and services. The contributions of tangible assets are recognized at the date of the contribution and are recorded at fair market value. Contributed services are recognized if the services received either create or enhance long-lived assets, or require specialized skills that are provided by individuals possessing those skills that typically would need to be purchased if not provided by donation. The amounts reflected in the accompanying financial statements as in-kind contributions are recorded by the gross method, with offsetting amounts included in expenses.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

10. Contributed Materials, Services, and Property (Continued)

During the years ended June 30, 2021 and 2020, contributed services of \$-0- and \$3,000 were recorded as operating contributions, respectively. During the years ended June 30, 2021 and 2020, \$-0- of property was recorded as operating contribution.

The following is a summary of the functional expenses for which the contributed services were utilized:

	<u>2021</u>	<u>2020</u>
Rent and utilities	\$ <u> -</u>	\$ <u> 3,000</u>

During the years ended June 30, 2021 and 2020, contributed services and materials of \$25,320 and \$53,268 were received and recorded, respectively.

11. Commitments

Junior Achievement USA franchise fees

The Organization is required to pay franchise fees under a program applying the applicable rates to the prior fiscal year qualifying contributions.

The franchise fee expense incurred to Junior Achievement USA was \$63,183 and \$59,225 for the years ended June 30, 2021 and 2020, respectively.

Lease commitments

The Organization has a lease agreement that began on January 1, 2016. Rental payments were \$2,251 per month until January 1, 2021, when the payment increased to \$2,275 per month. The lease is set to expire on November 30, 2021. The future minimum lease payments required of the Organization are as follows:

<u>Year</u>	<u>Amount</u>
2022	\$ <u> 11,375</u>

Rent expense amounted to \$27,157 and \$30,113 for the years ended June 30, 2021 and 2020, respectively, for the Rochester location. As noted in Note 4, rent and utilities for the Syracuse territory is contributed to Junior Achievement for \$-0- and \$3,000 for the years ended June 30, 2021 and 2020, respectively. The lease for this location ended in 2020. Total rent expense amounted to \$27,157 and \$33,113 for the years ended June 30, 2021 and 2020, respectively.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
with Comparative Totals for the Year Ended June 30, 2020

11. Commitments (Continued)

Lease commitments (Continued)

The Organization had a lease agreement for five years for certain office equipment that ended in June, 2021. The Organization entered into a new lease agreement for certain office equipment, for 63 months with monthly payments of \$230, beginning in July, 2021. The future minimum lease payments required of the Organization for the years ending June 30 are as follows:

<u>Year</u>	<u>Amount</u>
2022	\$ 2,760
2023	2,760
2024	2,760
2025	2,760
2026	2,760
Thereafter	<u>690</u>
Total	<u>\$ 14,490</u>

Lease expense amounted to \$2,843 and \$3,042 for the years ended June 30, 2021 and 2020, respectively.

12. Related Parties

As of June 30, 2021 and 2020, the Organization has receivables of \$8,500 and \$9,890 from members of its Board, respectively. The Organization recognized contributions revenue of \$36,521 and \$53,999 for the years ended June 30, 2021 and 2020, respectively, from its Board.

For franchise fees paid to Junior Achievement USA, refer to **Commitments**.

13. Liquidity

As of June 30, 2021, the Organization had \$777,703 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditures consisting of cash of \$232,783, pledges receivable of \$15,386 and without donor-restricted investments of \$529,534. As of June 30, 2020, the Organization had \$648,159 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditures consisting of cash of \$180,259, pledges receivable of \$22,729 and without donor-restricted investments of \$445,171. None of the financial assets were subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date.

JUNIOR ACHIEVEMENT OF CENTRAL UPSTATE NEW YORK, INC.

Notes to Financial Statements
For the Year Ended June 30, 2021
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13. Liquidity (Continued)

The Organization has a goal to maintain financial assets, which consist of cash and receivables, on hand to meet six months of normal operating expenses, which are approximately \$295,000. Normal operating expenses include certain fundraising and development efforts for Capstone. Capital expenditures related to any potential future construction of the Capstone site are expected to be funded primarily from donor restricted contributions, and are excluded from normal operating expenses. The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. The Organization also has a line of credit in the amount of \$50,000, which it could draw upon in the event of an unanticipated liquidity need (see Line of Credit).

The following reflects the Organization's financial assets (total assets, less nonfinancial assets such as prepaid expenses and property and equipment as of June 30, 2021 and 2020, reduced by amounts not for general use because of contractual or restrictions within one year of this date):

	<u>2021</u>	<u>2020</u>
Total assets	\$ 1,312,509	\$ 1,120,954
Less: Non-financial assets:		
Prepaid expenses	<u>(954)</u>	<u>(2,535)</u>
Financial assets at year-end	1,311,555	1,118,419
Less: Financial assets unavailable for general expenditures within one year due to:		
Satisfaction of donor restrictions	<u>(533,852)</u>	<u>(470,260)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 777,703</u>	<u>\$ 648,159</u>

14. Economic Conditions

The World Health Organization declared the coronavirus (COVID-19) to be a public health emergency on January 30, 2020. On March 13, 2020, the President declared a national emergency in the United States. Management is evaluating the impact of the coronavirus on operations daily. This evaluation includes the direct effect on internal operations as well as potential changes in demand for product/services, the effect on supply chains, service providers, and business partners. As of the report date, the impact on operations and financial results cannot be determined.