# nonPAREIL INSTITUTE 

Plano, Texas

## FINANCIAL STATEMENTS

As of
DECEMBER 31, 2018 and 2017

## TOGETHER WITH

nonPAREIL INSTITUTE
Financial Statements
Years Ended December 31, 2018 and 2017

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## INDEPENDENT AUDITORS' REPORT

## To the Board of Directors

nonPareil Institute
Plano, Texas

We have audited the accompanying financial statements of nonPareil Institute (a Texas not-for-profit organization), which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses and cash flows for the years 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 audits. We conducted our audits 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 the 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 nonPareil Institute as of December 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

To the Board of Directors of nonPareil Institute
Independent Auditors' Report

## Schnaufer \& Walker, P.C.

Dallas, Texas
February 19, 2019

## nonPAREIL INSTITUTE

Statements of Financial Position
December 31, 2018 and 2017

## ASSETS:

Current assets:

| Cash and cash equivalents |  | $\$$ | 482,259 | $\$$ | 471,421 |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Accounts receivable |  | 1,613 |  | 117,904 |  |
| Prepaid expenses |  | 32,931 |  | 84,527 |  |
| Investments |  | 250,590 |  | - |  |
|  |  | 767,393 |  | 673,852 |  |
|  |  |  |  |  |  |

Long-term assets:
Property and equipment, net of accumulated depreciation

Total long-term assets

| 370,872 |
| ---: |
| 370,872 |

Other assets:
Deposits

|  | 12,000 |  | 12,000 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total other assets | 12,000 | 12,000 |  |  |
|  |  |  |  |  |
| TOTAL ASSETS | $\$ 1,150,265$ |  | $\$ 63,270$ |  |

## LIABILITIES:

Current liabilities:

| Accounts payable |  | \$ | 27,617 | \$ | 4,526 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Accrued expenses |  |  | 71,741 |  | 76,176 |
| Refundable advances |  |  | 125,821 |  | 25,848 |
|  | TOTAL LIABILITIES |  | 225,179 |  | 106,550 |

## NET ASSETS:



The accompanying notes are an integral part of these financial statements.
nonPAREIL INSTITUTE
Statements of Activities
For The Years Ended December 31, 2018 and 2017

|  | $\underline{2018}$ |  | $\underline{2017}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS: Operating: |  |  |  |  |
|  |  |  |  |  |
| Revenue: |  |  |  |  |
| Training fees | \$ | 2,194,397 | \$ | 2,169,841 |
| Contributed services and materials |  | 304,637 |  | 103,192 |
| Sales income |  | 88,277 |  | 5,459 |
| Fundraising |  | 68,824 |  | 80,382 |
| Sponsorships |  | 50,500 |  | 45,000 |
| Contributions |  | 37,846 |  | 78,500 |
| Texas Workforce Commission (TWC) |  | 6,688 |  | 16,615 |
| Other income |  | 3,445 |  | 4,559 |
| Interest income |  | 1,837 |  | 472 |
| Counseling fees |  | 1,705 |  | - |
| Outsourcing contracts |  | - |  | 2,771 |
| Net assets released from restrictions |  | 703,623 |  | 516,634 |
| Total operating revenue |  | 3,461,779 |  | 3,023,425 |
| Expenses: |  |  |  |  |
| Program services |  | 2,934,794 |  | 2,771,364 |
| Supporting services: |  |  |  |  |
| Management and general |  | 240,670 |  | 109,311 |
| Development and fundraising |  | 264,421 |  | 302,516 |
| Total supporting services |  | 505,091 |  | 411,827 |
| Total operating expenses |  | 3,439,885 |  | 3,183,191 |
| Excess (deficit) of operating revenue over expenses | \$ | 21,894 | \$ | $(159,766)$ |
| CHANGES IN NET ASSETS WITH DONOR RESTRICTIONS: |  |  |  |  |
| Contributions |  | 835,214 |  | 627,411 |
| Fundraising |  | 12,381 |  | 66,575 |
| Sponsorships |  | 2,500 |  | 13,000 |
| Net assets released from restrictions |  | $(703,623)$ |  | $(516,634)$ |
| Increase in net assets with donor restrictions |  | 146,472 |  | 190,352 |
| Increase in net assets |  | 168,366 |  | 30,586 |
| NET ASSETS AT BEGINNING OF THE YEAR |  | 756,720 |  | 726,134 |
| NET ASSETS AT END OF THE YEAR | \$ | 925,086 | \$ | 756,720 |

The accompanying notes are an integral part of these financial statements.

## nonPAREIL INSTITUTE

Statement of Functional Expenses
For The Year Ended December 31, 2018

|  | Program services |  | Supporting services |  |  |  |  |  | Totals |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Programs |  | Management and general |  | Development and fundraising |  | Total |  |  |  |
| Payroll and related expenses: |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits | \$ | 1,974,089 | \$ | 142,601 | \$ | 201,040 | \$ | 343,641 | \$ | 2,317,730 |
| Unemployment taxes |  | 4,684 |  | 553 |  | 428 |  | 981 |  | 5,665 |
| Payroll taxes |  | 127,646 |  | 10,549 |  | 13,281 |  | 23,830 |  | 151,476 |
| Total payroll and related expenses |  | 2,106,419 |  | 153,703 |  | 214,749 |  | 368,452 |  | 2,474,871 |
| Bad debts |  | 3,566 |  | - |  | - |  | - |  | 3,566 |
| Bank charges |  | 5,967 |  | - |  | 2,521 |  | 2,521 |  | 8,488 |
| Books, subscriptions and reference |  | 854 |  | 374 |  | 15 |  | 389 |  | 1,243 |
| Cost of goods sold |  | - |  | - |  |  |  | - |  | - |
| Depreciation |  | 79,422 |  | 96 |  | 56 |  | 152 |  | 79,574 |
| Fundraising |  | - |  | - |  | 7,099 |  | 7,099 |  | 7,099 |
| Furniture |  | 6,000 |  | - |  | - |  | - |  | 6,000 |
| Hardware |  | 46,406 |  | 1,544 |  | - |  | 1,544 |  | 47,950 |
| Insurance |  | 13,682 |  | 6,142 |  | 608 |  | 6,750 |  | 20,432 |
| Internet services |  | 28,536 |  | 555 |  | 93 |  | 648 |  | 29,184 |
| Miscellaneous |  | 14,386 |  | 1,347 |  | 778 |  | 2,125 |  | 16,511 |
| Office supplies |  | 18,072 |  | 262 |  | 179 |  | 441 |  | 18,513 |
| Professional fees |  | 47,900 |  | 64,077 |  | 612 |  | 64,689 |  | 112,589 |
| Postage and mailing |  | 1,975 |  | 50 |  | 260 |  | 310 |  | 2,285 |
| Printing and copying |  | 5,571 |  | 36 |  | - |  | 36 |  | 5,607 |
| Repairs and maintenance |  | 44,193 |  | - |  | 78 |  | 78 |  | 44,271 |
| Rent |  | 378,860 |  | 2,268 |  | 2,580 |  | 4,848 |  | 383,708 |
| Software and licenses |  | 50,606 |  | 2,837 |  | 5,296 |  | 8,133 |  | 58,739 |
| Special events |  | - |  | - |  | 26,987 |  | 26,987 |  | 26,987 |
| Telephone |  | 9,814 |  | 3,628 |  | 1,696 |  | 5,324 |  | 15,138 |
| Travel and meetings |  | 44,808 |  | 3,751 |  | 740 |  | 4,491 |  | 49,299 |
| Utilities |  | 27,757 |  | - |  | 74 |  | 74 |  | 27,831 |
| Totals | \$ | 2,934,794 | \$ | 240,670 | \$ | 264,421 | \$ | 505,091 | \$ | 3,439,885 |

The accompanying notes are an integral part of these financial statements.

## nonPAREIL INSTITUTE

Statement of Functional Expenses
For The Year Ended December 31, 2017

|  | Program services |  | Supporting services |  |  |  |  |  | Totals |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Programs |  | Management and general |  | Development and fundraising |  | Total |  |  |  |
| Payroll and related expenses: |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits | \$ | 1,934,960 | \$ | 80,856 | \$ | 172,989 | \$ | 253,845 | \$ | 2,188,805 |
| Unemployment taxes |  | 9,144 |  | 1,269 |  | 567 |  | 1,836 |  | 10,980 |
| Payroll taxes |  | 124,543 |  | 5,525 |  | 10,031 |  | 15,556 |  | 140,099 |
| Total payroll and related expenses |  | 2,068,647 |  | 87,650 |  | 183,587 |  | 271,237 |  | 2,339,884 |
| Advertising |  | 81,009 |  | 135 |  | - |  | 135 |  | 81,144 |
| Bad debts |  | 12,260 |  | - |  | - |  | - |  | 12,260 |
| Bank charges |  | 4,956 |  | 82 |  | 3,817 |  | 3,899 |  | 8,855 |
| Books, subscriptions and reference |  | 1,063 |  | 318 |  | - |  | 318 |  | 1,381 |
| Cost of goods sold |  | 1,272 |  | - |  | - |  | - |  | 1,272 |
| Depreciation |  | 92,123 |  | 353 |  | 276 |  | 629 |  | 92,752 |
| Fundraising |  | - |  | - |  | 100,009 |  | 100,009 |  | 100,009 |
| Furniture |  | 2,358 |  | - |  | - |  | - |  | 2,358 |
| Hardware |  | 21,486 |  | 156 |  | 142 |  | 298 |  | 21,784 |
| Insurance |  | 11,909 |  | 1,847 |  | 286 |  | 2,133 |  | 14,042 |
| Internet services |  | 24,214 |  | 198 |  | 123 |  | 321 |  | 24,535 |
| Miscellaneous |  | 18,128 |  | 420 |  | - |  | 420 |  | 18,548 |
| Office supplies |  | 18,169 |  | 233 |  | 234 |  | 467 |  | 18,636 |
| Professional fees |  | 5,531 |  | 10,870 |  | 100 |  | 10,970 |  | 16,501 |
| Postage and mailing |  | 968 |  | 148 |  | 1,612 |  | 1,760 |  | 2,728 |
| Printing and copying |  | 2,772 |  | 109 |  | 1,397 |  | 1,506 |  | 4,278 |
| Repairs and maintenance |  | 27,618 |  | - |  | 220 |  | 220 |  | 27,838 |
| Rent |  | 270,994 |  | 2,171 |  | 2,142 |  | 4,313 |  | 275,307 |
| Software and licenses |  | 31,034 |  | 2,815 |  | 5,528 |  | 8,343 |  | 39,377 |
| Special events |  | 12,886 |  | - |  | - |  | - |  | 12,886 |
| Telephone |  | 11,471 |  | 1,200 |  | 968 |  | 2,168 |  | 13,639 |
| Travel and meetings |  | 33,591 |  | 606 |  | 2,075 |  | 2,681 |  | 36,272 |
| Utilities |  | 16,905 |  | - |  | - |  | - |  | 16,905 |
| Totals | \$ | 2,771,364 | \$ | 109,311 | \$ | 302,516 | \$ | 411,827 | \$ | 3,183,191 |

The accompanying notes are an integral part of these financial statements.

## nonPAREIL INSTITUTE

Statements of Cash Flows
For The Years Ended December 31, 2018 and 2017

|  | $\underline{2018}$ |  | $\underline{2017}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES: |  |  |  |  |
| Cash proceeds from training fees | \$ | 2,410,661 | \$ | 2,163,268 |
| Cash proceeds from donors |  | 1,049,030 |  | 656,260 |
| Cash proceeds from sales |  | 88,277 |  | 8,230 |
| Cash proceeds from fundraising |  | 81,205 |  | 146,957 |
| Cash proceeds from agencies |  | 6,688 |  | 16,615 |
| Cash proceeds from other income |  | 3,445 |  | 4,559 |
| Cash proceeds from interest |  | 1,837 |  | 472 |
| Cash proceeds from counseling fees |  | 1,705 |  | - |
| Cash expended for employee compensation and benefits |  | $(2,323,395)$ |  | $(2,182,666)$ |
| Cash expended for rent |  | $(383,708)$ |  | $(275,307)$ |
| Cash expended for programs |  | $(256,098)$ |  | $(236,040)$ |
| Cash expended for employer payroll taxes |  | $(151,476)$ |  | $(140,099)$ |
| Cash expended for management and general |  | $(78,356)$ |  | $(21,533)$ |
| Cash expended for development and fundraising |  | $(43,907)$ |  | $(100,009)$ |
| Cash expended for insurance |  | $(20,432)$ |  | $(14,042)$ |
| Cash expended for bank fees |  | $(8,593)$ |  | $(8,855)$ |
| Cash expended for costs of good sold |  | - |  | $(1,272)$ |
| NET CASH PROVIDED BY OPERATING ACTIVITIES |  | 376,883 |  | 16,538 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |
| Acquisition of property and equipment |  | $(115,455)$ |  | $(7,019)$ |
| Purchases of investments |  | $(250,590)$ |  | - |
| NET CASH (USED IN) INVESTING ACTIVITIES |  | $(366,045)$ |  | $(7,019)$ |
| NET INCREASE (DECREASE) IN CASH |  | 10,838 |  | 9,519 |
| BEGINNING CASH AND CASH EQUIVALENTS |  | 471,421 |  | 461,902 |
| ENDING CASH AND CASH EQUIVALENTS | \$ | 482,259 | \$ | 471,421 |
| Supplemental cash flow disclosure: |  |  |  |  |
| Contributed services and materials | \$ | 181,667 | \$ | 103,192 |
| RECONCILIATION OF INCREASE IN NET ASSETS |  |  |  |  |
| TO NET CASH PROVIDED BY OPERATING ACTIVITIES: |  |  |  |  |
| Increase in net assets | \$ | 168,366 | \$ | 30,586 |
| Adjustments to reconcile increase in net |  |  |  |  |
| assets to net cash provided by operating activities: |  |  |  |  |
| Depreciation |  | 79,574 |  | 92,752 |
| Noncash donations of fixed assets |  | $(154,800)$ |  | - |
| Net (gain) on disposition of property |  | $(2,773)$ |  | - |
| Change in operating assets and liabilities: |  |  |  |  |
| Decrease (increase) in accounts receivable |  | 116,291 |  | $(107,651)$ |
| Decrease (increase) in prepaid expenses |  | 51,596 |  | $(4,324)$ |
| Increase (decrease) in accounts payable |  | 23,091 |  | $(5,371)$ |
| (Decrease) increase in accrued liabilities |  | $(4,435)$ |  | 17,119 |
| Increase (decrease) in refundable advances |  | 99,973 |  | $(6,573)$ |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | \$ | 376,883 | \$ | 16,538 |

The accompanying notes are an integral part of these financial statements.

## NOTE A - ORGANIZATION AND NATURE OF ACTIVITIES

nonPareil Institute (the Organization) is a Texas not-for-profit corporation headquartered in Plano, Texas. The Organization also has a training center in Houston, Texas. nonPareil is a post-secondary innovative program whose mission is to build better futures for adults with autism. The Organization offers hope to adults on the autism spectrum, enabling them to acquire skills and enhance their ability to live a more meaningful and independent life.

The Organization provides person-centered training and support in technology, vocational, life and social skills. nonPareil's goal is to help adults with autism in the program find their passion and reach their full potential.
nonPareil assists this underserved group of people and prepares them for increased independence and fulfilling lives. Some pursue employment at nonPareil upon completion of their training. Others return to college, while many transition into meaningful employment upon leaving nonPareil. The Organization has helped over 500 adults with autism and currently serves more than 220 adults with autism in Plano and Houston.

The Organization's revenue consists of training fees, free-will donations, contributed services and materials, fundraising, sponsorships, outsourcing projects, sales income and interest income.

## NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. Under the accrual method of accounting, revenues are recorded when earned and expenses are recorded when incurred, irrespective of when paid. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

## Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation. The Organization is required to file annual reports to the Internal Revenue Service, Form 990, Return of Organizations Exempt from Federal Income Tax. nonPareil Institute is in compliance with all federal tax filings for the years ended December 31, 2018 and 2017.

## Basis of Presentation

The financial statements of the Organization have been prepared in accordance with United States generally accepted accounting principles (GAAP) and include all accounts of the Organization. For financial reporting purposes, the Organization follows the reporting requirements of GAAP, which requires that resources be classified for accounting and reporting purposes based on the existence or absence of donor imposed restrictions. This is accomplished by the classification of net asset balances into two classes of net assets: without donor restrictions and with donor restrictions.

The Organization accounts for its funding in accordance with the provisions of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, ASU No. 2016-14 - Not-

## NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

for-Profit Entities (Topic 958), which establishes standards for external financial reporting by not-forprofit organizations and requires that resources be classified for accounting and reporting purposes into two net asset categories according to donor imposed restrictions. ASC Topic 958 requires that unconditional promises to give (pledges) be recorded as receivables and requires the Organization to distinguish between contributions received for each net asset category in accordance with donor imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Descriptions of the two net asset categories are as follows:
Without donor restrictions - Net assets that are not subject to donor-imposed restrictions.

> With donor restrictions - Net assets subject to donor-imposed restrictions that will be met either by actions of the Organization or the passage of time.

Training fees, contributions, contributed services and materials, sales income, fundraising income and sponsorships are recognized when earned, irrespective of when paid. Refundable advances are recorded when the revenue is earned, not received. Contributions are recognized as revenue when received or pledged and are recorded as net assets with donor restrictions and net assets without donor restrictions depending on the existence or nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose of the contribution is accomplished, net assets with donor restrictions are classified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

At December 31, 2018 and 2017, net assets with donor restrictions were $\$ 623,073$ and $\$ 476,601$, respectively. At December 31, 2018 and 2017, net assets without donor restrictions were $\$ 302,013$ and $\$ 280,119$, respectively, have been designated to be used with the permission of the Board of Directors (the "Board").

## Fair Value of Financial Instruments

The Organization's financial instruments consist of cash and cash equivalents, investments, accounts receivable, prepaid expenses, other assets, accounts payable, accrued expenses and refundable advances. Accounts receivable, prepaid expenses, other assets, accounts payable, accrued expenses and refundable advances are stated at cost which approximates fair value. Cash and cash equivalents and investments are stated at fair value.

## Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less, when purchased, to be cash equivalents.

## Investments

Investments are recorded in the financial statements at estimated fair value. The Organization's investments consist of three certificates of deposits with financial institutions that are federally insured. The Organization's investment strategy is the preservation of capital.

## NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

## Accounts Receivable

Accounts receivable consists of training fees receivables and grant receivables and are recorded net of allowance for uncollectible accounts, if necessary. For the years ended December 31, 2018 and 2017, there were $\$ 3,566$ and $\$ 12,260$, respectively, recorded to bad debt expense. As of December 31, 2018 and 2017, there were $\$ 0$, and $\$ 2,000$, respectively, recorded for allowance for bad debt.

## Property and Equipment

It is the Organization's policy to capitalize property and equipment over $\$ 1,000$. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Property and equipment are depreciated using the straight-line method, ranging from three to nine years. Expenditures for repairs and maintenance are charged to operating expense as incurred.

## Deposits

Deposits consist of a deposit for an office lease.

## Refundable Advances

Resources received in exchange transactions are recognized as refundable advances to the extent that the earnings process has not been completed. These resources are recorded as unrestricted revenues when the related obligations have been satisfied.

## Noncash Donations and Contributed Services

Donated materials, fixed assets, and certain services are reflected as contributions at their estimated fair values on the date of receipt and are recorded in the appropriate asset or expense account. Services are recorded if they create or enhance nonfinancial assets or require special skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

## Classification of Revenue and Expense

Operating activities include items which are directly related to the Organization or are essential support elements of those programs. The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program activities and supporting services in the statements of functional expenses. Depreciation and interest expense have been allocated to the related operating activities.

## Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

## NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

## New Accounting Pronouncement

On August 18, 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 amendments in this update are effective for annual financial statements issued for fiscal years beginning after December 15, 2017. The updated guidance addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The main provisions of this guidance include: presentation of two net asset classes versus the previously required three; recognition of capital gifts for construction as a net asset without donor restrictions when the associated long-lived asset is placed in service; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions. The guidance also enhances disclosures for board designated amounts, composition of net assets without donor restrictions, liquidity, and expenses by both their natural and functional classification. The Organization has adjusted the presentation of these financials statements accordingly. The ASU has been applied retroactively to all periods presented.

## $\underline{\text { Advertising and Marketing Costs }}$

The Organization charges advertising and marketing costs to operations in the year the expense is incurred. During the years ended December 31, 2018 and 2017, advertising and marketing expenses incurred were $\$ 90$ and $\$ 81,144$.

## NOTE C - FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefitted as shown in the statements of functional expenses. Natural expenses attributable to more than one functional expense category are allocated using a variety of cost allocation techniques such as square footage and time and effort. Expenses are recorded when incurred in accordance with the accrual basis of accounting.

## NOTE D - INVESTMENTS

The Organization invested $\$ 250,000$ and $\$ 0$ into three certificates of deposits with financial institutions for the years ended December 31, 2018, and 2017, respectively. Interest income from the certificates of deposit for the years ended December 31, 2018 and 2017, was $\$ 590$ and $\$ 0$, respectively.

## NOTE E - FAIR VALUE MEASUREMENT

FASB Accounting Standards Codification 820, Fair Value Measurements and Disclosures, ("ASC 820") provides the framework for measuring and reporting fair value.

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction

NOTE E - FAIR VALUE MEASUREMENT, continued
between market participants on the measurement date. Those fair value measurements maximize the use of observable inputs.

The fair value framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described as follows:

Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities.
Level 2: Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quotes prices in markets that are not active or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3: Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The following table presents the fair value hierarchy for the Organization's financial assets and liabilities that are measured at fair value on a recurring basis as of December 31, 2018:

|  | Total | Level 1 | Level 2 |  | Level 3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Certificates of Deposit | \$ 250,590 | \$ 250,590 | \$ | - | \$ | - |
| Total investments | \$ 250,590 | \$ 250,590 | \$ | - | \$ | - |

## NOTE F - FINANCIAL ASSETS AND LIQUIDITY RESOURCES

As of December 31, 2018 and 2017, financial assets and liquidity resources available within one year for general expenditures, such as ongoing operations and expansion efforts were as follows:

Cash and cash equivalents
Investments
Accounts receivable
Total financial assets, at year end

| 2018 | 2017 |
| :---: | :---: |
| \$ 482,259 | \$ 471,421 |
| 250,590 | - |
| 1,613 | 117,904 |
| 734,462 | 589,325 |
| $(623,073)$ | $(476,601)$ |
| \$ 111,389 | \$ 112,724 |

Expenses for ongoing operations are covered by a combination of monthly client fees, donations, miscellaneous revenue and available financial assets. Average monthly revenue from client fees in 2018 and 2017 was $\$ 184,461$ and $\$ 182,322$ respectively. Average monthly expenses for ongoing operations in 2018 and 2017 was $\$ 268,415$ and $\$ 262,635$ respectively. Thus, average monthly revenue from client fees covered $68.7 \%$ of average monthly expenses in 2018 and $69.4 \%$ of average monthly expenses in 2017.

## NOTE F - FINANCIAL ASSETS AND LIQUIDITY RESOURCES, continued

Expenses for expansion operations are covered by donations restricted for use in expansion activities. In addition, some ongoing operating expenses are covered by donations restricted to covering those specific operating expenses. Cash flows related to fundraising activity have seasonal variations, with most fundraising for ongoing operations occurring in the fourth quarter of the calendar year.

## NOTE G - CONCENTRATION OF CREDIT RISK

As of December 31, 2018 and 2017, the Organization maintained balances at a financial institution in excess of the $\$ 250,000$ insured by the Federal Deposit Insurance Corporation. The amounts at risk were approximately $\$ 43,000$ and $\$ 20,000$, respectively.

## NOTE H - PROPERTY AND EQUIPMENT

The Organization's property and equipment consists of the following at December 31st:
Property and equipment:
Computer hardware
Computer software
Furniture and equipment
Leasehold improvements

Accumulated depreciation
Property and equipment, net

| 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: |
| \$ | 428,190 | \$ | 260,515 |
|  | 134,832 |  | 134,832 |
|  | 156,717 |  | 167,207 |
|  | 260,314 |  | 157,734 |
|  | 980,053 |  | 720,288 |
|  | $(609,181)$ |  | $(542,870)$ |
| \$ | 370,872 |  | 177,418 |

The Organization expensed $\$ 79,574$ and $\$ 92,752$ to depreciation expense for the years ended December 31, 2018 and 2017, respectively.

## NOTE I - CONTRIBUTED SERVICES AND MATERIALS

For the years ended December 31, 2018 and 2017, the Organization received and recognized contributed services and materials as follows:

Gifts in kind - services
Gifts in kind - goods
Donated use of facilities
Totals

| $\mathbf{2 0 1 8}$ |  | 2017 |  |
| :---: | :---: | :---: | :---: |
|  |  | $\$ 80,138$ |  |
| $\mathbf{1 8 1 , 6 6 7}$ |  | 20,459 |  |
| $\mathbf{-}$ |  | 2,595 |  |

These amounts are included in revenue as unrestricted contributions and in the applicable expense and assets categories in the accompanying financial statements.

In addition, the Organization received contributed services and materials which are not recognized as contributions in the financial statements since the recognition criteria under U.S. GAAP were not met.

## NOTE J - OPERATING LEASE

In September, 2015, the Organization entered into an office lease with a partnership and then in October 2017, the lease was amended to include additional office space. The lease expires January 2028. The minimum future rental payments under the non-cancelable operating lease for the next five years and thereafter are estimated to be as follows:

| Years |  | Base rent |
| :--- | :--- | ---: |
| 2019 |  | 153,489 |
| 2020 |  | 157,906 |
| 2021 |  | 161,962 |
| 2022 |  | 166,018 |
| 2023 |  | 170,074 |
| Thereafter |  | 736,421 |
| Totals |  | $\$ 1,545,870$ |

The Organization expensed $\$ 383,708$ and $\$ 275,350$ to rent expense for the years ended December 31, 2018 and 2017, respectively.

## NOTE K - NET ASSETS

The Organization's net assets for the years ended December 31, 2018 and 2017 were as follows:

| 2018 | Beginning Balance |  | Increase (Decrease) |  | Ending Balance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Without donor restrictions | \$ | 280,119 | \$ | 21,894 | \$ | 302,013 |
| With donor restrictions |  | 476,601 |  | 146,472 |  | 623,073 |
| Totals | \$ | 756,720 | \$ | 168,366 | \$ | 925,086 |
| $\underline{2017}$ | Beginning Balance |  | Increase (Decrease) |  | Ending Balance |  |
| Without donor restrictions | \$ | 439,885 | \$ | $(159,766)$ | \$ | 280,119 |
| With donor restrictions |  | 286,249 |  | 190,352 |  | 476,601 |
| Totals | \$ | 726,134 | \$ | 30,586 | \$ | 756,720 |

## NOTE L - CONTRIBUTIONS WITH DONOR RESTRICTIONS

Contributions with donor restrictions are net assets subject to restrictions imposed by the Organization or donor that may or will be met by actions of the Board and/or passage of time. When the restriction expires (i.e., when a stipulated time restriction ends or the Board fulfills the purpose for which the net assets were restricted), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. For the year ended December 31, 2018 there were $\$ 83,491$ of contributions with donor restrictions given to the Organization for the location in Houston, Texas, $\$ 22,490$ given for the location in Plano, Texas, $\$ 6,350$ given for program extensions, $\$ 637,414$ given for expansion cities, $\$ 350$ given for scholarships, $\$ 100,000$ given for the other. For the year ended December 31, 2017 there were $\$ 82,899$ of contributions with

## NOTE L - CONTRIBUTIONS WITH DONOR RESTRICTIONS, continued

donor restrictions given to the Organization for the location in Houston, Texas, $\$ 94,032$ given for the location in Plano, Texas, $\$ 341,866$ given for program extensions, $\$ 121,406$ given for expansion cities, $\$ 66,783$ given for scholarships.

## NOTE M - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets with donor restrictions of $\$ 703,623$ were released from donor restrictions by incurring expenses satisfying the restricted purposes for the year ended December 31, 2018. The net assets with donor restrictions spent were $\$ 131,454$ on the Houston location, $\$ 81,078$ on the Plano location, $\$ 193,803$ on program extensions, $\$ 245,564$ on the expansion cities, $\$ 51,724$ for scholarships. Net assets with donor restrictions of $\$ 516,634$ were released from donor restrictions by incurring expenses satisfying the restricted purposes for the year ended December 31, 2017. The net assets with donor restrictions spent were $\$ 33,694$ on the Houston location, $\$ 12,178$ on the Plano location, $\$ 426,094$ on program extensions, $\$ 29,259$ on the expansion cities, $\$ 15,049$ for scholarships.

## NOTE N - NET ASSETS WITH DONOR RESTRICTIONS

The Organization's net assets with donor restrictions for the years ended December 31, 2018 and 2017 were as follows:

2018

| Houston | Beginning Balance | With donor restrictions | With donor restrictions released | Ending Balance |
| :---: | :---: | :---: | :---: | :---: |
|  | \$ 49,205 | \$ 83,491 | (\$ 131,454) | \$ 1,242 |
| Plano | 83,884 | 22,490 | $(81,078)$ | 25,296 |
| Program extensions | 187,453 | 6,350 | $(193,803)$ | - |
| Expansion cities | 104,685 | 637,414 | $(245,564)$ | 496,535 |
| Scholarships | 51,374 | 350 | $(51,724)$ | - |
| Other | - | 100,000 | - | 100,000 |
| Totals | \$ 476,601 | \$ 850,095 | $(\$ 703,623)$ | \$ 623,073 |
| 2017 |  |  |  |  |
|  | Beginning | With donor restrictions | With donor restrictions released | Ending Balance |
| Houston | \$ | \$ 82,899 | (\$ 33,694) | \$ 49,205 |
| Plano | 2,030 | 94,032 | $(12,178)$ | 83,884 |
| Program extensions | 271,681 | 341,866 | $(426,094)$ | 187,453 |
| Expansion cities | 12,538 | 121,406 | $(29,259)$ | 104,685 |
| Scholarships | - | 66,783 | $(15,409)$ | 51,374 |
| Totals | \$ 286,249 | \$ 706,986 | (\$516,634) | \$ 476,601 |

## NOTE $O$ - SUBSEQUENT EVENTS

FASB ASC 855-10 requires the disclosure of the date through which an entity has evaluated subsequent events and the basis for that date. That is, whether that date represents the date the financial statements were issued or were available to be issued. The Organization has evaluated subsequent events for potential recognition and/or disclosure in these financial statements through February 19, 2019, the date that the financial statements were available to be issued.

