

Achievement Centers for Children

**Consolidated Financial Statements
June 30, 2021 and 2020**

Independent Auditor's Report

To the Board of Directors of
Achievement Centers for Children

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Achievement Centers for Children (a nonprofit corporation) and its wholly-owned subsidiary (collectively, the "Organization"), which comprise the consolidated statements of financial position as of June 30, 2021 and 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated financial statements.

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

To the Board of Directors of
Achievement Centers for Children

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2021 and 2020, 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.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 13, 2021, on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Ciuni + Panichi, Inc.

Cleveland, Ohio
September 13, 2021

Achievement Centers for Children

Consolidated Statements of Financial Position

June 30, 2021 and 2020

| | <u>Assets</u> | |
|---|-----------------------------------|---------------|
| | 2021 | 2020 |
| Current assets: | | |
| Cash and cash equivalents | \$ 2,641,279 | \$ 1,177,751 |
| Promises to give, net | 250,464 | 483,480 |
| Accounts and grants receivable, net | 927,153 | 605,650 |
| Prepaid expenses and other assets | 62,801 | 89,432 |
| Total current assets | 3,881,697 | 2,356,313 |
| Long-term assets: | | |
| Promises to give, net | 50,000 | - |
| Property and equipment, net | 7,521,035 | 7,831,225 |
| Deposits | 880 | 880 |
| Intangibles, net | 856,122 | 935,202 |
| Beneficial interests in trusts | 868,997 | 735,691 |
| Investments – Board-designated | 13,574,766 | 10,558,406 |
| Investments – restricted | 683,290 | 634,339 |
| Total long-term assets | 23,555,090 | 20,695,743 |
| Total assets | \$ 27,436,787 | \$ 23,052,056 |
| | <u>Liabilities and Net Assets</u> | |
| Current liabilities: | | |
| Accounts payable – trade | \$ 125,952 | \$ 66,774 |
| Accrued payroll and related expenses | 435,880 | 327,426 |
| Deferred revenue | 176,812 | 52,626 |
| Other accrued expenses | 29,078 | 7,243 |
| Refundable advances (Note 1) | 1,533,105 | 1,258,233 |
| Total current liabilities | 2,300,827 | 1,712,302 |
| Long-term liabilities: | | |
| Forgivable mortgage | 70,000 | 72,500 |
| Total liabilities | 2,370,827 | 1,784,802 |
| Net assets: | | |
| Without donor restrictions: | | |
| Undesignated | 2,104,145 | 1,194,396 |
| Net investment in property and equipment | 7,451,035 | 7,758,725 |
| Board-designated endowment | 13,574,766 | 10,558,406 |
| Total net assets without donor restrictions | 23,129,946 | 19,511,527 |
| With donor restrictions | 1,936,014 | 1,755,727 |
| Total net assets | 25,065,960 | 21,267,254 |
| | \$ 27,436,787 | \$ 23,052,056 |

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

Achievement Centers for Children

Consolidated Statement of Activities

For the year ended June 30, 2021

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|-------------------------------|----------------------------|---------------|
| Operating public support and revenues: | | | |
| Public support: | | | |
| Donations (includes \$536,730 of in-kind) | \$ 1,246,439 | \$ 66,369 | \$ 1,312,808 |
| Special events (includes \$30,912 of in-kind) | 517,914 | - | 517,914 |
| Less: direct benefit to donor costs | (35,641) | - | (35,641) |
| Donations – foundations & trusts | 537,703 | 260,351 | 798,054 |
| Grant forgiveness recognized (Note 1) | 1,207,132 | - | 1,207,132 |
| Total public support | 3,473,547 | 326,720 | 3,800,267 |
| Revenues: | | | |
| Fees for services | 6,502,956 | - | 6,502,956 |
| Grants – government | 278,602 | - | 278,602 |
| Other | 598,763 | - | 598,763 |
| Investment return designated for operations | 128,832 | - | 128,832 |
| Total revenues | 10,982,700 | 326,720 | 11,309,420 |
| Net assets released from restrictions | 344,663 | (344,663) | - |
| Total operating public support and revenues | 11,327,363 | (17,943) | 11,309,420 |
| Operating expenses: | | | |
| Program services: | | | |
| Social services to families and individuals | 1,658,223 | - | 1,658,223 |
| Education | 1,993,752 | - | 1,993,752 |
| General rehabilitation | 3,227,124 | - | 3,227,124 |
| Transportation | 16,628 | - | 16,628 |
| Recreation | 1,906,122 | - | 1,906,122 |
| Total program services | 8,801,849 | - | 8,801,849 |
| Supporting services: | | | |
| Management and general | 1,289,213 | - | 1,289,213 |
| Fundraising | 634,242 | - | 634,242 |
| Total supporting services | 1,923,455 | - | 1,923,455 |
| Total operating expenses | 10,725,304 | - | 10,725,304 |
| Change in net assets from operations | 602,059 | (17,943) | 584,116 |
| Non-operating changes: | | | |
| Change in value of beneficial interests in trusts | - | 149,279 | 149,279 |
| Investment return, net | 3,145,192 | 48,951 | 3,194,143 |
| Investment return designated for operations | (128,832) | - | (128,832) |
| Total non-operating changes | 3,016,360 | 198,230 | 3,214,590 |
| Change in net assets – total | 3,618,419 | 180,287 | 3,798,706 |
| Net assets – beginning | 19,511,527 | 1,755,727 | 21,267,254 |
| Net assets – ending | \$ 23,129,946 | \$ 1,936,014 | \$ 25,065,960 |

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

Achievement Centers for Children

Consolidated Statement of Activities

For the year ended June 30, 2020

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|-------------------------------|----------------------------|---------------|
| Operating public support and revenues: | | | |
| Public support: | | | |
| Donations (includes \$571,049 of in-kind) | \$ 1,244,857 | \$ 82,888 | \$ 1,327,745 |
| Special events (includes \$91,168 of in-kind) | 797,518 | - | 797,518 |
| Less: direct benefit to donor costs | (127,806) | - | (127,806) |
| United Way of Greater Cleveland – allocation | - | 40,500 | 40,500 |
| Donations – foundations & trusts | 779,502 | 238,082 | 1,017,584 |
| Total public support | 2,694,071 | 361,470 | 3,055,541 |
| Revenues: | | | |
| Fees for services | 6,668,784 | - | 6,668,784 |
| Grants – government | 316,928 | - | 316,928 |
| Other | 542,738 | - | 542,738 |
| Investment return designated for operations | 193,579 | - | 193,579 |
| Total revenues | 10,416,100 | 361,470 | 10,777,570 |
| Net assets released from restrictions | 297,767 | (297,767) | - |
| Total operating public support and revenues | 10,713,867 | 63,703 | 10,777,570 |
| Operating expenses: | | | |
| Program services: | | | |
| Social services to families and individuals | 1,763,615 | - | 1,763,615 |
| Education | 1,654,812 | - | 1,654,812 |
| General rehabilitation | 3,440,203 | - | 3,440,203 |
| Transportation | 17,041 | - | 17,041 |
| Recreation | 2,298,129 | - | 2,298,129 |
| Total program services | 9,173,800 | - | 9,173,800 |
| Supporting services: | | | |
| Management and general | 1,180,291 | - | 1,180,291 |
| Fundraising | 650,618 | - | 650,618 |
| Total supporting services | 1,830,909 | - | 1,830,909 |
| Total operating expenses | 11,004,709 | - | 11,004,709 |
| Change in net assets from operations | (290,842) | 63,703 | (227,139) |
| Non-operating changes: | | | |
| Change in value of beneficial interests in trusts | - | (35,026) | (35,026) |
| Investment return, net | (80,029) | (661) | (80,690) |
| Investment return designated for operations | (193,579) | - | (193,579) |
| Total non-operating changes | (273,608) | (35,687) | (309,295) |
| Change in net assets – total | (564,450) | 28,016 | (536,434) |
| Net assets – beginning | 20,075,977 | 1,727,711 | 21,803,688 |
| Net assets – ending | \$ 19,511,527 | \$ 1,755,727 | \$ 21,267,254 |

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

Achievement Centers for Children
Consolidated Statement of Functional Expenses

For the year ended June 30, 2021

| | Program Services | | | | | Supporting Services | | | | |
|--|--|---------------------|---------------------------|------------------|---------------------|------------------------------|------------------------------|-------------------|---------------------------------|----------------------|
| | Social Services to Families and Individuals | Education | General Rehabilitation | Transportation | Recreation | Total Program Services | Management and General | Fundraising | Total Supporting Services | Total Expenses |
| Salaries and wages | \$ 1,044,703 | \$ 1,243,996 | \$ 2,092,503 | \$ 1,646 | \$ 910,066 | \$ 5,292,914 | \$ 881,633 | \$ 426,313 | \$ 1,307,946 | \$ 6,600,860 |
| Employee taxes and benefits | 296,017 | 311,304 | 399,837 | 311 | 220,579 | 1,228,048 | 251,309 | 108,900 | 360,209 | 1,588,257 |
| Total personnel costs | <u>1,340,720</u> | <u>1,555,300</u> | <u>2,492,340</u> | <u>1,957</u> | <u>1,130,645</u> | <u>6,520,962</u> | <u>1,132,942</u> | <u>535,213</u> | <u>1,668,155</u> | <u>8,189,117</u> |
| Professional fees and contracts (includes \$29,689 of in-kind) (see Note 6) | 45,858 | 60,624 | 110,298 | 119 | 71,001 | 287,900 | 40,252 | 32,311 | 72,563 | 360,463 |
| Occupancy (includes \$493,152 of in-kind) (see Note 6) | 143,304 | 232,395 | 259,344 | 72 | 337,106 | 972,221 | 27,118 | 9,740 | 36,858 | 1,009,079 |
| Supplies (includes \$44,801 of in-kind) (see Note 6) | 16,420 | 50,700 | 34,405 | 42 | 122,692 | 224,259 | 14,060 | 69,473 | 83,533 | 307,792 |
| Local transportation | 17,027 | 4,862 | 3,432 | 14,039 | 24,606 | 63,966 | 1,313 | 273 | 1,586 | 65,552 |
| Advertising | 2,000 | 2,076 | 3,073 | 5 | 2,842 | 9,996 | 1,695 | 857 | 2,552 | 12,548 |
| Printing and publications | 5,824 | 6,221 | 10,001 | 16 | 9,559 | 31,621 | 5,478 | 4,550 | 10,028 | 41,649 |
| Postage and shipping | 2,028 | 1,978 | 3,640 | 5 | 2,526 | 10,177 | 1,908 | 3,019 | 4,927 | 15,104 |
| Telephone | 9,036 | 3,448 | 4,109 | 185 | 7,787 | 24,565 | 1,626 | 338 | 1,964 | 26,529 |
| Rental and maintenance of equipment | 44 | 4,875 | 1,216 | - | 900 | 7,035 | 41 | 1,069 | 1,110 | 8,145 |
| Insurance | 5,639 | 5,499 | 9,616 | 15 | 10,238 | 31,007 | 5,304 | 1,102 | 6,406 | 37,413 |
| Continuing education | 8,533 | 5,312 | 8,232 | 8 | 10,649 | 32,734 | 1,161 | 241 | 1,402 | 34,136 |
| Bad debt expense | 1,900 | 1,853 | 3,242 | 5 | 976 | 7,976 | - | - | - | 7,976 |
| Miscellaneous | 27 | 226 | 103,008 | - | - | 103,261 | - | - | - | 103,261 |
| Total before depreciation and amortization | <u>1,598,360</u> | <u>1,935,369</u> | <u>3,045,956</u> | <u>16,468</u> | <u>1,731,527</u> | <u>8,327,680</u> | <u>1,232,898</u> | <u>658,186</u> | <u>1,891,084</u> | <u>10,218,764</u> |
| Depreciation and amortization | 59,863 | 58,383 | 181,168 | 160 | 174,595 | 474,169 | 56,315 | 11,697 | 68,012 | 542,181 |
| | <u>1,658,223</u> | <u>1,993,752</u> | <u>3,227,124</u> | <u>16,628</u> | <u>1,906,122</u> | <u>8,801,849</u> | <u>1,289,213</u> | <u>669,883</u> | <u>1,959,096</u> | <u>10,760,945</u> |
| Less: expenses netted with revenues on the consolidated statement of activities | - | - | - | - | - | - | - | (35,641) | (35,641) | (35,641) |
| Total expenses | <u>\$ 1,658,223</u> | <u>\$ 1,993,752</u> | <u>\$ 3,227,124</u> | <u>\$ 16,628</u> | <u>\$ 1,906,122</u> | <u>\$ 8,801,849</u> | <u>\$ 1,289,213</u> | <u>\$ 634,242</u> | <u>\$ 1,923,455</u> | <u>\$ 10,725,304</u> |

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

Achievement Centers for Children
Consolidated Statement of Functional Expenses

For the year ended June 30, 2020

| | Program Services | | | | | Supporting Services | | | | |
|--|--|---------------------|---------------------------|------------------|---------------------|------------------------------|------------------------------|-------------------|---------------------------------|----------------------|
| | Social Services to Families and Individuals | Education | General Rehabilitation | Transportation | Recreation | Total Program Services | Management and General | Fundraising | Total Supporting Services | Total Expenses |
| Salaries and wages | \$ 1,110,355 | \$ 983,669 | \$ 2,278,781 | \$ 5,676 | \$ 1,138,560 | \$ 5,517,041 | \$ 817,800 | \$ 391,339 | \$ 1,209,139 | \$ 6,726,180 |
| Employee taxes and benefits | 310,886 | 238,766 | 407,757 | 951 | 252,103 | 1,210,463 | 229,475 | 99,439 | 328,914 | 1,539,377 |
| Total personnel costs | <u>1,421,241</u> | <u>1,222,435</u> | <u>2,686,538</u> | <u>6,627</u> | <u>1,390,663</u> | <u>6,727,504</u> | <u>1,047,275</u> | <u>490,778</u> | <u>1,538,053</u> | <u>8,265,557</u> |
| Professional fees and contracts (includes \$26,080 of in-kind) (see Note 6) | 38,205 | 56,258 | 122,939 | 308 | 108,545 | 326,255 | 24,684 | 17,607 | 42,291 | 368,546 |
| Occupancy (includes \$493,152 of in-kind) (see Note 6) | 149,955 | 244,872 | 271,256 | - | 361,547 | 1,027,630 | 28,374 | 10,192 | 38,566 | 1,066,196 |
| Supplies (includes \$142,985 of in-kind) (see Note 6) | 21,391 | 34,476 | 33,879 | 172 | 164,961 | 254,879 | 12,254 | 222,031 | 234,285 | 489,164 |
| Local transportation | 34,672 | 7,844 | 4,152 | 8,788 | 33,169 | 88,625 | 1,477 | 347 | 1,824 | 90,449 |
| Advertising | 1,461 | 1,641 | 2,214 | 14 | 3,008 | 8,338 | 1,646 | 4,758 | 6,404 | 14,742 |
| Printing and publications | 8,620 | 8,713 | 12,455 | 182 | 10,909 | 40,879 | 6,334 | 4,591 | 10,925 | 51,804 |
| Postage and shipping | 2,299 | 2,517 | 3,717 | 21 | 5,410 | 13,964 | 1,801 | 3,123 | 4,924 | 18,888 |
| Telephone | 9,814 | 3,882 | 4,114 | 276 | 8,068 | 26,154 | 1,530 | 421 | 1,951 | 28,105 |
| Rental and maintenance of equipment | 3 | 295 | 2,635 | - | 1,958 | 4,891 | 3 | 11,895 | 11,898 | 16,789 |
| Insurance | 6,177 | 5,921 | 9,358 | 57 | 13,223 | 34,736 | 4,844 | 1,137 | 5,981 | 40,717 |
| Continuing education | 7,961 | 6,504 | 8,482 | 22 | 10,487 | 33,456 | 723 | 170 | 893 | 34,349 |
| Interest | - | - | 20,349 | - | - | 20,349 | - | - | - | 20,349 |
| Bad debt expense | - | - | - | - | 3,247 | 3,247 | - | - | - | 3,247 |
| Miscellaneous | 679 | 850 | 86,418 | 6 | 958 | 88,911 | 1,412 | 120 | 1,532 | 90,443 |
| Total before depreciation and amortization | <u>1,702,478</u> | <u>1,596,208</u> | <u>3,268,506</u> | <u>16,473</u> | <u>2,116,153</u> | <u>8,699,818</u> | <u>1,132,357</u> | <u>767,170</u> | <u>1,899,527</u> | <u>10,599,345</u> |
| Depreciation and amortization | 61,137 | 58,604 | 171,697 | 568 | 181,976 | 473,982 | 47,934 | 11,254 | 59,188 | 533,170 |
| | <u>1,763,615</u> | <u>1,654,812</u> | <u>3,440,203</u> | <u>17,041</u> | <u>2,298,129</u> | <u>9,173,800</u> | <u>1,180,291</u> | <u>778,424</u> | <u>1,958,715</u> | <u>11,132,515</u> |
| Less: expenses netted with revenues on the consolidated statement of activities | - | - | - | - | - | - | - | (127,806) | (127,806) | (127,806) |
| Total expenses | <u>\$ 1,763,615</u> | <u>\$ 1,654,812</u> | <u>\$ 3,440,203</u> | <u>\$ 17,041</u> | <u>\$ 2,298,129</u> | <u>\$ 9,173,800</u> | <u>\$ 1,180,291</u> | <u>\$ 650,618</u> | <u>\$ 1,830,909</u> | <u>\$ 11,004,709</u> |

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

Achievement Centers for Children

Consolidated Statements of Cash Flows

For the years ended June 30, 2021 and 2020

| | 2021 | 2020 |
|--|--------------|--------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 3,798,706 | \$ (536,434) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation and amortization | 542,181 | 533,170 |
| Net realized and unrealized (gain) loss on investments | (3,053,853) | 253,662 |
| Provision for uncollectible promises to give and accounts and grants receivable | 7,976 | 3,247 |
| Forgiveness of debt | (2,500) | (2,500) |
| Change in value of beneficial interests in trusts | (149,279) | 35,026 |
| Changes in operating assets and liabilities: | | |
| Promises to give | 182,040 | (138,336) |
| Accounts receivable | (328,503) | 392,867 |
| Prepaid expenses and other assets | 26,631 | 3,841 |
| Accounts payable | 59,178 | (86,060) |
| Accrued expenses | 130,289 | (25,287) |
| Deferred revenue | 124,186 | (293,722) |
| Refundable advances | 274,872 | 1,258,233 |
| Net cash provided by operating activities | 1,611,924 | 1,397,707 |
| Cash flows from investing activities: | | |
| Receipt of principal from beneficial interests in trusts | 15,973 | 12,967 |
| Purchases of investments | (2,862,438) | (6,999,330) |
| Proceeds from sales of investments | 2,850,980 | 7,019,937 |
| Purchases of property and equipment | (152,911) | (172,050) |
| Net cash used by investing activities | (148,396) | (138,476) |
| Cash flows from financing activities: | | |
| Net repayments on line of credit | - | (750,000) |
| Net cash used by financing activities | - | (750,000) |
| Net increase in cash and cash equivalents | 1,463,528 | 509,231 |
| Cash and cash equivalents, beginning of year | 1,177,751 | 668,520 |
| Cash and cash equivalents, end of year | \$ 2,641,279 | \$ 1,177,751 |

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

Achievement Centers for Children

Consolidated Statements of Cash Flows (continued)

For the years ended June 30, 2021 and 2020

| | <u>2021</u> | <u>2020</u> |
|---|-------------|-------------|
| Supplemental disclosures of cash flow information: | | |
| Cash paid during the year for interest | \$ - | \$ 20,349 |

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

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies

Organization and Operations

Achievement Centers for Children (ACC) is a nonprofit corporation that was founded in 1940 to address the needs of children and young adults with disabilities in the Northeast Ohio area. ACC operates from three sites in the Cleveland area. ACC offers education programs including a licensed school specializing in the education of children with autism; social work services including behavioral health and early childhood mental health; therapy services including speech, physical, and occupational; and an assortment of recreation programs including residential camp, day camp, therapeutic horsemanship, adapted aquatics, and adapted sports.

The largest sources of funding for ACC are service fees and voluntary contributions from individuals and foundations. The other funding sources are the earnings from ACC's endowment fund and government grants.

North Coast Therapy Associates LLC (NCTA) is a wholly-owned subsidiary of ACC. NCTA provides occupational and physical therapy services to students in Northern Ohio school districts.

Consolidation

The consolidated financial statements include the accounts of ACC and NCTA (collectively referred to as the "Organization"). All significant intra-entity balances and transactions have been eliminated in consolidation.

COVID-19 Impact

The Organization was impacted by the onset of the COVID-19 pandemic. This reduced the ability of the Organization to provide some services in several of its programs. On a temporary basis, some programs suspended services until the Organization could reposition itself to resume services or find an alternative method of providing services. In all such instances the safety and well-being of the Organization's clients and staff, and all constituents, is a foremost consideration in resuming services.

The Organization has maintained staffing levels throughout the pandemic at pre-pandemic levels. This was considered imperative in ensuring that the ability to continue programs and to provide services, once the Organization was able to, would not be impaired. The Organization was able to quickly organize itself to enable virtually all of its employees to work remotely. As a result, the Organization was able to evaluate alternative ways to operate which will benefit the Organization in the future.

The pandemic provided the Organization with an opportunity to consider other means for providing services. The Organization has invested in, and implemented, virtual services and Telehealth services. By implementing these services, the Organization is able to bill for services rendered and therefore able to maintain a revenue stream, if at a reduced level for the time being. Additionally, many of the partners who support the Organization have taken steps to continue their support through this difficult time by way of client referrals and financial support.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

COVID-19 Impact (continued)

The Organization has analyzed the net book value, revenue and income, and historic surplus/deficit for its programs, and evaluated the restart and measured reopening of its programs, in order to determine if there is possible permanent or long-term impairment of the assets that support these programs or the Organization's ability to provide services on par with previous years. No such impairment has been determined.

ACC received \$1,207,132 in Paycheck Protection Program (PPP) funding on April 21, 2020 and \$1,458,605 in additional PPP funding on April 12, 2021 and categorized each loan as a refundable advance in the respective consolidated statement of financial position. The terms of the funding agreements indicate that ACC must utilize the proceeds of each refundable advance to fund/offset qualifying expenses over up to a 24-week period and must maintain full-time equivalent employee ("FTE") requirements during the covered period. The terms of the agreements specify that ACC must repay any unforgiven principal of the refundable advances plus interest, which accrues at 1% annually. The PPP refundable advance and interest may be forgiven if ACC meets the conditions for such forgiveness outlined in the PPP. The first PPP refundable advance, received in 2020, was forgiven in May 2021 and recognized as grant revenue in the consolidated statement of activities for the year ended June 30, 2021. ACC anticipates the full amount of the second PPP refundable advance to be forgiven in fiscal year 2022.

Adopted Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers*. The core principle of ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Organizations may use either a full retrospective or a modified retrospective approach. In June 2020, FASB issued ASU 2020-05, *Revenue from Contracts with Customers and Leases: Effective Dates for Certain Entities*, which delayed the effective date of ASU 2014-09 to annual reporting periods beginning after December 15, 2019. On July 1, 2020, the Organization adopted this ASU and all related amendments. The Organization's consolidated financial statements have been updated to reflect the implementation of this standard on a retrospective basis with the cumulative effect of initially applying the standard recognized at the date of initial application. There was no impact on beginning net assets as a result of this implementation.

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework – Changes to the Disclosure Requirements for Fair Value Measurement* to improve the effectiveness of disclosures in the notes to the consolidated financial statements. This ASU is effective for fiscal years beginning after December 15, 2019. On July 1, 2020, the Organization adopted this ASU. There was no impact on beginning net assets as a result of this implementation.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Basis of Presentation

The Organization follows authoritative guidance issued by the FASB Accounting Standards Codification (ASC) as the single source of authoritative accounting principles generally accepted in the United States of America. The accompanying consolidated financial statements have been prepared on the accrual basis of accounting. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets that are not subject to donor-imposed stipulations, and are therefore available for use at the discretion of the Board of Directors (“Board”) and/or management for general operating purposes.

Net Assets Without Donor Restrictions (Undesignated) – Consists of net assets that are not subject to donor-imposed restrictions nor have been designated for a specific purpose by the Organization’s Board. The purpose of these net assets is to provide support for the daily operations and the mission of the Organization.

Net Assets Without Donor Restrictions (Board-Designated) – Consists of net assets that can be used only for the specific purposes determined by a formal action of the Organization’s Board, which is the Organization’s highest level of decision-making authority. Designations may be changed or lifted only by the Organization’s Board taking the same formal action that imposed the constraint originally. The purpose of Board-designated net assets is to provide funding to ensure the continuous operation of the Organization.

Net Assets With Donor Restrictions – Net assets whose use has been limited by donor-imposed time and/or purpose restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets are reclassified to net assets without donor restrictions and reported in the consolidated statement of activities as net assets released from restrictions. If donor-imposed restrictions are met in the same year as they are imposed, the net assets are reported as without donor restriction. Some net assets with donor restrictions include a donor stipulation that assets provided be maintained permanently (perpetual in nature) while permitting the Organization to expend the income generated by the assets in accordance with the provisions of additional donor-imposed stipulations or a Board-approved spending policy (Note 12).

Non-operating activities reflect transactions of a long-term investment or capital nature. These include contributions to be invested by the Organization to generate a return that will support future operations, contributions to be used for facilities and equipment, investment return (including interest and dividends, and realized and unrealized investment gains or losses, net of investment fees), and changes in the value of beneficial interests in trusts.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses

The consolidated statements of functional expenses present expenses by functional and natural classification. Expenses directly attributable to program services, management and general, and fundraising are reported as expenses of that functional area. Payroll expenses have been allocated between program, management and general, and fundraising functions based on job roles. Other indirect expenses have been allocated to functional areas on the basis of FTEs or building occupancy, as applicable.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Reclassifications

Certain reclassifications have been made to the prior year consolidated financial statements to conform to the current year presentation.

Cash Equivalents

The Organization considers all highly liquid debt instruments with original maturities of three months or less to be cash equivalents, excluding those held in brokerage accounts intended for long-term investment.

Accounts Receivable and Credit Policies

Accounts receivable primarily represent fees for services due under normal trade terms requiring payment in 30 days (self-pay customers) or in accordance with contract agreements with a variety of third-party payers.

Accounts receivable are stated at the amount billed to the customer. Self-pay customers with account balances greater than 60 days old are considered delinquent.

Payments of accounts receivable are allocated to the specific invoices identified on the customer's remittance advice or, if unspecified or delinquent, are applied to the earliest unpaid invoices.

The carrying amount of accounts receivable is reduced by an allowance that reflects management's best estimate of the amounts that will not be collected. Management individually reviews all customers' accounts receivable balances, and based on an assessment of current creditworthiness, estimates the portion, if any, of the balance that will not be collected. At both June 30, 2021 and 2020, accounts and grants receivable are presented net of management's estimated allowance for doubtful accounts which was \$14,000 and \$7,000, respectively.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Revenue Recognition

The Organization identifies a contract when it has approval and commitment from both parties, the rights of the parties are identified, payment terms are identified, the contract has commercial substance, and collectability of consideration is probable.

Earned revenue sources include fees for services (see “Organization and Operations” in Note 1) and components of special event revenue. A key judgment of the Organization is when it has funding from a third party source for a particular service and it determines whether the contract with that funder constitutes an exchange transaction.

Fee for service revenue performance obligations are typically satisfied when a service is provided, either as the particular service is rendered or over time as a series of services is offered. Special events’ performance obligation is holding the event itself. The Organization is taking the practical expedient approach for fees within each service’s revenue stream as the contracts for each service’s revenue stream are the same.

For the year ended June 30, 2021, the Organization had revenues recognized over time of approximately \$2,018,000 and revenues recognized at a point in time of approximately \$4,799,000. The Organization had approximately \$927,000 and \$605,000 of exchange-related receivables at June 30, 2021 and 2020, respectively and contract liabilities of approximately \$177,000 and \$53,000 at June 30, 2021 and 2020, respectively.

Contributions and Related Receivables

Contributions received are recorded as without donor restriction or with donor restriction depending on the existence and/or nature of any donor-imposed restrictions.

Unconditional pledges receivable are recognized as revenues in the period the promise is received. Conditional pledges receivable are recognized when the conditions upon which they depend are substantially met. The pledges are stated at their estimated fair value. Pledges that are to be received over a period of time greater than one year are discounted to their estimated fair value assuming their respective payment terms and an appropriate discount rate as of the date the pledge is received. The discount is amortized into contribution revenue over the term of the respective pledge agreement.

The Organization uses the allowance method to record estimated uncollectible promises to give. The allowance is based upon prior years’ experience and management’s analysis of specific promises made.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

In-Kind Contributions

In-kind contributions are reflected as revenues at their estimated fair value at the date of donation. The Organization reports gifts of rent, professional services, materials, and other non-monetary contributions as revenue without donor restrictions and expense in the accompanying consolidated statements of activities unless accompanied by explicit donor-imposed restrictions; in which case, the contributions would be recorded as revenues with donor restrictions.

Contributed Services

The Organization recognizes contributions of services received when those services (a) create or enhance nonfinancial assets, or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by the donation.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their estimated fair values in the accompanying consolidated statements of financial position. Interest and dividend income, and realized and unrealized gains and losses, net of investment fees, are included in the consolidated statements of activities. For endowment assets with donor restrictions, investment return that is appropriated for expenditure in the same year it is earned is reflected as non-operating income without donor restriction.

Investment return, net, consisted of the following for the years ended June 30:

| | <u>2021</u> | <u>2020</u> |
|--|---------------------|--------------------|
| Interest and dividends | \$ 219,083 | \$ 242,386 |
| Net realized and unrealized gains (losses) | 3,053,853 | (253,662) |
| Investment management fees | <u>(78,793)</u> | <u>(69,414)</u> |
| | \$ <u>3,194,143</u> | \$ <u>(80,690)</u> |

Property and Equipment

The Organization capitalizes purchases and donations of property and equipment exceeding \$500. Purchased buildings and equipment are carried at cost and are depreciated on the straight-line basis over the estimated lives of the respective assets ranging from 3 to 40 years. Camp leasehold improvements are amortized over the estimated lives of the improvements. Maintenance and repairs are charged to expense. Renewals and betterments are capitalized. When properties are sold or otherwise disposed of, the cost and accumulated depreciation thereon are removed from the accounts, and the gain or loss on the disposition is reflected in the consolidated statements of activities in the period of disposition.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Property and Equipment (continued)

Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported without donor restrictions 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. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Intangible Assets

The Organization evaluates intangible assets for impairment on an annual basis. Upon measurement, any excess in carrying value over the estimated fair value is charged to results of operations. No impairment was recognized during fiscal 2021 or 2020.

The intangible assets represent trade name and customer relationships, \$249,843 and \$939,885, respectively, related to the purchase of NCTA. The customer relationships are being amortized on the straight-line basis over twelve years. The trade name is not amortized since it is considered to have an indefinite life. Amortization expense was \$79,080 and \$79,079, for the years ended June 30, 2021 and 2020, respectively. Accumulated amortization at June 30, 2021 and 2020 was \$333,606 and \$254,526, respectively.

The estimated aggregate amortization expense to be recognized in each of the succeeding five years ended June 30 and thereafter for contacts are as follows:

| | | |
|------------|----|----------------|
| 2022 | \$ | 79,080 |
| 2023 | | 79,080 |
| 2024 | | 79,080 |
| 2025 | | 79,080 |
| 2026 | | 79,080 |
| Thereafter | | <u>210,879</u> |
| | \$ | <u>606,279</u> |

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Beneficial Interests in Trusts

ACC has beneficial interests in perpetual trusts. ACC records its share of the fair market value of such trusts as long-term assets and contribution revenue with donor restrictions at the date it is notified of its interest in such trusts. As ACC receives distributions from these trusts, it records the distributions as other income. The other income is classified as either without donor restrictions or with donor restrictions in accordance with the terms of the trust agreement. Changes in the fair value of ACC's beneficial interest in perpetual trusts are recorded as gains/losses with donor restrictions in the accompanying consolidated statements of activities under the caption "change in value of beneficial interests in trusts."

Income Tax Status

ACC is tax-exempt, under Section 501(c)(3) of the Internal Revenue Code of 1986. No provision for federal income taxes has been reported in its consolidated financial statements. NCTA is a single member LLC and is considered a disregarded entity for tax purposes. As such, the Organization files a consolidated Federal Form 990. NCTA's activity is considered in line with ACC's exempt purpose and therefore not subject to income tax.

Income taxes are accounted for under the provisions of the "Income Taxes" topic of the FASB ASC. Uncertain income tax positions are evaluated at least annually by management. The Organization classifies interest and penalties related to income tax matters as income tax expense in the accompanying consolidated financial statements. As of June 30, 2021 and 2020, the Organization has identified no uncertain income tax positions and has incurred no amounts for income tax penalties and interest for the years then ended.

The Organization files its Federal Form 990 in the U.S. federal jurisdiction and a state registration at the office of the state's Attorney General for the State of Ohio.

Advertising

The Organization expenses advertising costs as they are incurred.

Concentrations of Credit Risk

Financial instruments which potentially subject the Organization to concentrations of credit risk consist of cash and temporary investments, investment securities, unconditional promises to give, and accounts and grants receivable.

The Organization maintains its cash and cash equivalents with a national financial institution. The balances, at times, may exceed federally insured limits.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Concentrations of Credit Risk (continued)

The Organization has significant investments in equity and debt securities and is, therefore, subject to concentrations of credit risk. Investments are managed by investment advisors who follow an investment policy statement as approved by the Board. Though the market value of investments is subject to fluctuations on a year to year basis, the Board believes that the investment policy is prudent for the long-term welfare of the Organization.

Credit risk with respect to promises to give and accounts and grants receivable is limited due to the number and credit worthiness of the foundations, corporations, individuals, and governmental units that comprise the funder base.

Deferred Revenue

The Organization's deferred revenues consist of amounts collected for program services (primarily camp fees and autism school funding).

Refundable Advances

The Organization's refundable advances consist of PPP funding and amounts collected for special events that will be performed/held in a subsequent fiscal year. The Organization's refundable advances at June 30, 2021 include the PPP funding received in fiscal 2021. The Organization's refundable advances at June 30, 2020 included the PPP funding received in fiscal 2020.

Upon consideration of the guidance outlined in ASU 2018-08, the Organization has classified refundable advances as conditional contributions. Recognition of the PPP contribution revenue occurs when the Organization has satisfied the conditions for forgiveness (incurring qualified expenditures and maintaining FTE requirements during the covered period). Recognition of the special event contribution revenue occurs when the event is performed/held.

Recent Accounting Pronouncements

In February 2016, the FASB issued ASU 2016-02, *Leases* (ASU 2016-02). The new standard establishes a right-of-use model that requires a lessee to record a right-of-use asset and a lease liability on the consolidated statement of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statements of activities and functional expenses. FASB issued ASU 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842)*, that deferred the effective date for the Organization until annual periods beginning after December 15, 2021.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 1: Summary of Significant Accounting Policies (continued)

Recent Accounting Pronouncements (continued)

In September 2020, the FASB issued ASU 2020-07, Not for Profit Entities (Topic 958): *Presentation and Disclosures by Not for Profit Entities for Contributed Nonfinancial Assets*, which clarifies the presentation of contributed nonfinancial assets as a separate line item in the consolidated statement of activities and enhances disclosure requirements. This ASU is effective for fiscal years beginning after June 15, 2021, and interim periods within fiscal years beginning after June 15, 2022.

Management is currently evaluating the impact of these ASUs on its consolidated financial statements.

Subsequent Events

In preparing these consolidated financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through September 13, 2021, the date the consolidated financial statements were available to be issued.

Note 2: Promises to Give, Net

Promises to give due more than one year from the date of the promise are recorded at their estimated fair value using estimated future cash flows, discounted at appropriate rates considering factors such as credit and market risks. Amortization of the discount is credited to contribution revenue.

Promises to give, net consisted of the following as of June 30:

| | <u>2021</u> | <u>2020</u> |
|---------------------------------------|-------------------|-------------------|
| Payable within one year | \$ 253,464 | \$ 486,480 |
| Payable in one to five years | <u>50,000</u> | <u>-</u> |
| | 303,464 | 486,480 |
| Less: allowance for doubtful accounts | <u>(3,000)</u> | <u>(3,000)</u> |
| Promises to give, net | \$ <u>300,464</u> | \$ <u>483,480</u> |

The Organization's Board attained "100% giving" during each of the years ended June 30, 2021 and 2020 through direct contributions from the Board members and/or the entities with which the members are affiliated. At June 30, 2021 and 2020, promises to give receivable from related parties were \$7,270 and \$12,633, respectively. Contribution revenue from related parties for the years ended June 30, 2021 and 2020 was \$770,772 and \$713,068, respectively.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 3: Pension Plan

All employees 18 years of age and older with two years of at least 1,000 hours of service in each year are covered by a defined contribution pension plan. Voluntary employer contributions to the plan are equal to 6% of the employee's salary for the third and fourth years of service, 7% for the fifth through ninth years of service, and 8% of the employee's salary thereafter. For the years ended June 30, 2021 and 2020, the amount of pension expense was \$284,253 and \$272,754, respectively.

Note 4: Property and Equipment, Net

The following is a summary of property and equipment, net, at June 30, 2021 and 2020:

| | <u>2021</u> | <u>2020</u> |
|--------------------------------|----------------------------|----------------------------|
| Land | \$ 2,194,701 | \$ 2,194,701 |
| Building and improvements | 7,277,888 | 7,266,657 |
| Leasehold improvements | 5,294,604 | 5,279,564 |
| Furniture and equipment | 2,310,811 | 2,185,171 |
| Vehicles | <u>257,469</u> | <u>256,469</u> |
| | 17,335,473 | 17,182,562 |
| Less: accumulated depreciation | <u>(9,814,438)</u> | <u>(9,351,337)</u> |
| Property and equipment, net | \$ <u><u>7,521,035</u></u> | \$ <u><u>7,831,225</u></u> |

The Organization operates camp facilities (Camp Cheerful) on property owned by the Cleveland Metropolitan Parks District (the "Parks District"). The agreement with the Parks District expires December 31, 2034. The Organization is required to pay for liability insurance. There are no required lease payments. The value of the leased facilities cannot be reasonably estimated due to the unique nature of the leased property. Therefore, no amounts are recorded on the consolidated statements of activities and functional expenses for the years ended June 30, 2021 or 2020. At the end of the lease, all camp leasehold improvements revert to the lessor.

Note 5: Fair Value Measurements

The FASB framework for measuring fair value 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) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are described as follows:

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 5: Fair Value Measurements (continued)

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability; and
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at Level 2 and Level 3 fair value. There have been no changes in the methodologies used at June 30, 2021 and 2020.

Alternative investment: Valued at the NAV of units held within an investment company. The NAV, as provided by the investment company, is used as a practical expedient to estimate fair value. The NAV is based on the fair value of the underlying investments held by the investment company less its liabilities.

Beneficial interests in trusts: The beneficial interests in trusts are held by third-parties and contain a mix of investments, including cash, mutual funds, exchange-traded funds, and a common/collective trust. Valued at the daily closing price as reported by the funds.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 5: Fair Value Measurements (continued)

Financial assets consisted of the following at June 30, 2021:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|--|----------------|----------------|----------------|---------------|
| Investments in the fair value hierarchy: | | | | |
| Cash equivalents | \$ 355,278 | \$ - | \$ - | \$ 355,278 |
| Common stocks: | | | | |
| Consumer discretionary | 116,362 | - | - | 116,362 |
| Consumer staples | 64,953 | - | - | 64,953 |
| Energy | 32,000 | - | - | 32,000 |
| Financials | 135,414 | - | - | 135,414 |
| Health care | 139,280 | - | - | 139,280 |
| Industrials | 96,438 | - | - | 96,438 |
| Information technology | 325,782 | - | - | 325,782 |
| Materials | 30,130 | - | - | 30,130 |
| Real estate investment trust | 45,225 | - | - | 45,225 |
| Telecommunication | 135,517 | - | - | 135,517 |
| Utilities | 29,140 | - | - | 29,140 |
| Mutual funds: | | | | |
| Equity | 8,228,411 | - | - | 8,228,411 |
| Fixed-income | 3,930,926 | - | - | 3,930,926 |
| Beneficial interests in trusts | - | 523,992 | 345,005 | 868,997 |
| Total investments and beneficial interests in trusts in the fair value hierarchy | \$ 13,664,856 | \$ 523,992 | \$ 345,005 | 14,533,853 |
| Investments measured at NAV: | | | | |
| Alternative investment* | | | | 593,200 |
| Total investments and beneficial interests in trusts, at fair value | | | | \$ 15,127,053 |

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 5: Fair Value Measurements (continued)

Financial assets consisted of the following at June 30, 2020:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|--|----------------------|-------------------|-------------------|--------------------------|
| Investments in the fair value hierarchy: | | | | |
| Cash equivalents | \$ 456,893 | \$ - | \$ - | \$ 456,893 |
| Common stocks: | | | | |
| Consumer discretionary | 101,815 | - | - | 101,815 |
| Consumer staples | 48,903 | - | - | 48,903 |
| Energy | 25,617 | - | - | 25,617 |
| Financials | 104,199 | - | - | 104,199 |
| Health care | 103,210 | - | - | 103,210 |
| Industrials | 60,510 | - | - | 60,510 |
| Information technology | 228,257 | - | - | 228,257 |
| Materials | 29,243 | - | - | 29,243 |
| Real estate investment trust | 40,330 | - | - | 40,330 |
| Telecommunication | 77,908 | - | - | 77,908 |
| Utilities | 19,129 | - | - | 19,129 |
| Mutual funds: | | | | |
| Equity | 6,384,835 | - | - | 6,384,835 |
| Fixed-income | 2,992,745 | - | - | 2,992,745 |
| Beneficial interests in trusts | - | <u>447,042</u> | <u>288,649</u> | <u>735,691</u> |
| Total investments and beneficial interests in trusts in the fair value hierarchy | \$ <u>10,673,594</u> | \$ <u>447,042</u> | \$ <u>288,649</u> | 11,409,285 |
| Investments measured at NAV: | | | | |
| Alternative investment* | | | | <u>519,151</u> |
| Total investments and beneficial interests in trusts, at fair value | | | | \$ <u>11,928,436</u> |

*In accordance with the "Fair Value Measurement" topic of the FASB ASC, certain investments that were measured at net asset value per share (or its equivalent) have not been classified in the fair value hierarchy. The amounts presented in these tables are intended to permit reconciliation of the fair value hierarchy to the line items presented in the consolidated statements of financial position.

The following tables summarize investments for which fair value is measured using the net asset value per share practical expedient as of June 30, 2021 and 2020.

| <u>June 30, 2021</u> | <u>Fair Value</u> | <u>Unfunded Commitments</u> | <u>Redemption Frequency (if currently eligible)</u> | <u>Redemption Notice Period</u> |
|------------------------------|-------------------|-----------------------------|---|---------------------------------|
| Independence Global Fund LLC | \$ 593,200 | N/A | Quarterly | 75 days |

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 5: Fair Value Measurements (continued)

| <u>June 30, 2020</u> | <u>Fair Value</u> | <u>Unfunded Commitments</u> | <u>Redemption Frequency (if currently eligible)</u> | <u>Redemption Notice Period</u> |
|------------------------------|-------------------|---------------------------------|---|-------------------------------------|
| Independence Global Fund LLC | \$ 519,151 | N/A | Quarterly | 75 days |

For the years ended June 30, 2021 and 2020, there were purchases of Level 3 assets of \$-0- and \$4,227, respectively.

The schedule below details the financial assets listed above as they appear in the consolidated statements of financial position as of June 30:

| | <u>2021</u> | <u>2020</u> |
|--------------------------------|----------------------|----------------------|
| Beneficial interests in trusts | \$ 868,997 | \$ 735,691 |
| Investments – Board-designated | 13,574,766 | 10,558,406 |
| Investments – restricted | <u>683,290</u> | <u>634,339</u> |
| | <u>\$ 15,127,053</u> | <u>\$ 11,928,436</u> |

Note 6: Donated Materials and Services

All significant donated materials and services are recorded by the Organization at their estimated fair value at the date of donation. The Organization records the value of the material received or the services rendered as revenue. The value of any donated materials and services whose benefit will last more than one period is capitalized and amortized over its useful life. Donated materials and services were \$567,642 and \$662,217 for the years ended June 30, 2021 and 2020, respectively, of which \$493,152 and \$493,152 in 2021 and 2020, respectively, represents donated rent in relation to the Organization’s facility located in Westlake, Ohio (see Note 9), \$44,801 and \$142,985 for the years ended June 30, 2021 and 2020, respectively, related to donated supplies for operations and special events, and \$29,689 and \$26,080 for the years ended June 30, 2021 and 2020, respectively, related to pro bono legal services provided for the Organization in relation to personnel issues and policies.

Note 7: Line of Credit

On February 23, 2017, ACC entered into a line of credit agreement with KeyBank National Association in order to fund the purchase of NCTA as well as to provide funds for the Organization’s working capital needs. The line of credit has a maximum principal amount of \$1,200,000. The agreement allows ACC to elect from three different interest rates at the time funds are drawn. Beginning in 2020, the line of credit included a sweep function where cash in the Organization’s back accounts are swept to pay down the principal balance of the line at the end of each day, thus reducing interest charges. The maturity date of the line of credit was extended to March 1, 2022. The line of credit is secured by ACC’s investments. ACC is subject to various financial and non-financial covenants under this line of credit. The line of credit had a balance of \$-0- both at June 30, 2021 and 2020.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 8: Forgiveable Mortgage

During July 2009, ACC entered into an agreement with the Ohio Department of Mental Health (ODMH) whereby ACC received \$100,000 from ODMH to pay off all outstanding principal relating to a local community foundation loan that had financed the purchase of property at 14910 Royalton Road, Strongsville, Ohio. According to the terms of the agreement with ODMH, the outstanding balance of the encumbrance will be forgiven over 40 years, one-four hundred and eightieth (1/480) per month, provided ACC utilizes the land and facilities for mental health services, specifically, therapeutic recreational programs for children with disabilities. The debt is secured by the property. During each of the years ended June 30, 2021 and 2020, \$2,500 was forgiven and recognized as revenue on the accompanying consolidated statements of activities. At June 30, 2021 and 2020, debt in the amount of \$70,000 and \$72,500, respectively, was included in long-term debt on the accompanying consolidated statements of financial position.

Note 9: Obligations under Leases

The Organization leases certain equipment for use in its operations pursuant to long-term leases and short-term agreements. Total lease and rental expenses, excluding donated rent, were \$10,732 and \$21,567 during the years ended June 30, 2021 and 2020, respectively.

Future minimum lease payments under noncancelable leases with terms greater than one year are as follows for the years ending June 30:

| | |
|------|------------------|
| 2022 | \$ 9,672 |
| 2023 | 9,672 |
| 2024 | <u>6,448</u> |
| | \$ <u>25,792</u> |

During 2007, the Organization entered into a lease agreement for a building, along with approximately 10 acres of property, in Westlake, Ohio, with a term of 15 years for \$1. This lease is set to expire in April 2022. The Organization has the option to renew for five additional years. The landlord agreed to pay the costs related to maintenance of the grounds during the term of the lease. The estimated fair market value of the amount by which the lease exceeds the amount charged to the Organization was \$493,152 and \$493,152 for 2021 and 2020, respectively. This amount is included within "donations" on the consolidated statements of activities as in-kind revenue, and within "occupancy" on the consolidated statements of functional expenses as in-kind expense. The Organization is currently in negotiations with the landlord for the future terms of a lease renewal.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 10: Beneficial Interests in Trusts

ACC's beneficial interests in trusts include two separate perpetual trust funds that have been instructed to provide ACC with the use of ACC's portion of the trusts' income in accordance with the trusts' documents. The income from one of the trusts is to be utilized for the improvement, maintenance, and operation of Camp Cheerful. The income from the remaining trust may be utilized at the Organization's discretion. ACC has an irrevocable right to receive the income from the trusts' assets in perpetuity. ACC's share of the trusts' assets, which had a market value on June 30, 2021 and 2020 of \$772,801 and \$647,336, respectively, are included in the accompanying consolidated statements of financial position within beneficial interest in trusts and net assets with donor restrictions. The trusts' investments are managed by external trustees designated by the donors. As such, ACC does not control the allocation of the trusts' investments.

ACC also has a beneficial interest in a trust that has been instructed to provide ACC with the use of ACC's portion of the trust's income in accordance with the trust's documents without restrictions. ACC has an irrevocable right to receive the income from the trusts' assets for the term of the trust agreement. The assets of the trust are being distributed to ACC over a period of ten years, beginning in fiscal 2019. ACC's share of the trust's assets, which had a market value on June 30, 2021 and 2020 of \$96,196 and \$88,355, respectively, are included in the accompanying consolidated statements of financial position within beneficial interest in trusts and net assets with restrictions. The trust's investments are managed by an external trustee designated by the donor. As such, ACC does not control the allocation of the trust's investments.

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Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 11: Net Assets with Donor Restrictions

Net assets with donor restrictions are comprised of the following at June 30:

| | 2021 | 2020 |
|---|---------------------|---------------------|
| Subject to expenditure for specified purpose or period: | | |
| Adapted football | \$ - | \$ 37,000 |
| Associate Board | 554 | 403 |
| Beneficial interest in trust | 96,196 | 88,355 |
| Camp services | 117,567 | 50,815 |
| Family support | 56,250 | 97,500 |
| IT support | 150,000 | - |
| COVID relief | 4,761 | 54,900 |
| I Can Bike | - | 29,021 |
| Westlake facility | 278 | 278 |
| United Way of Greater Cleveland allocations – time and use restricted | 8,100 | 40,500 |
| United Way of Greater Cleveland designations – time restricted | <u>46,217</u> | <u>75,280</u> |
| | <u>479,923</u> | <u>474,052</u> |
| Subject to the Organization’s spending policy and appropriations: | | |
| Beneficial interests in trusts | 772,801 | 647,336 |
| F.J. O’Neill Charitable Corporation endowment | 585,000 | 584,391 |
| Doug and Lu Bannerman endowment | 50,000 | 49,948 |
| Unappropriated earnings on endowments with donor restriction | <u>48,290</u> | <u>-</u> |
| | <u>1,456,091</u> | <u>1,281,675</u> |
| Total net assets with donor restrictions: | \$ <u>1,936,014</u> | \$ <u>1,755,727</u> |

On February 5, 1993, the Organization entered into an agreement with the F.J. O’Neill Charitable Corporation from which it has received donations of \$585,000 as endowment funds with donor restrictions. The income generated from the fund may be utilized at the Organization’s discretion; however, the principal of \$585,000 is restricted in perpetuity.

In October 2018, the Organization received a \$50,000 donation from Doug and Lu Bannerman as endowment funds. The income generated from the fund may be utilized at the Organization’s discretion; however, the principal of \$50,000 is restricted in perpetuity.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 11: Net Assets with Donor Restrictions (continued)

For the year ended June 30, 2021, there were earnings of \$48,951 in excess of amounts appropriated for expenditure, \$661 of this excess restored underwater endowments. The balance of \$48,290 represents unappropriated earnings on the endowments with donor restrictions.

Net assets with donor restrictions were released from donor restrictions by incurring expenditures satisfying the purpose and/or the expiration of time restrictions specified by donors as follows during the years ended June 30, 2021 and 2020:

| | <u>2021</u> | <u>2020</u> |
|---|-------------------|-------------------|
| Adapted sports | \$ - | \$ 5,000 |
| Adapted football | 37,000 | - |
| Associate Board | - | 795 |
| Beneficial interest in trust | 15,973 | 12,967 |
| Camp cheerful renovations | 7,350 | 2,845 |
| General support | - | 3,578 |
| Family support | 97,500 | 10,000 |
| I Can Bike | 29,021 | - |
| COVID relief | 50,139 | - |
| Therapy services | - | 100,000 |
| United Way of Greater Cleveland allocations – time and use restricted | 32,400 | 81,000 |
| United Way of Greater Cleveland designations – time restricted | <u>75,280</u> | <u>81,582</u> |
| | \$ <u>344,663</u> | \$ <u>297,767</u> |

Note 12: Net Asset Classification of Endowment Funds

The Organization's endowment fund consists of collectively invested Board-designated funds and donor-restricted funds. 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 to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Organization has interpreted the State of Ohio's enacted version of the Uniform Prudent Management of Institutional Fund Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies within net assets with donor restrictions (a) the original value of gifts donated, (b) the original value of subsequent gifts, and (c) accumulations to the endowment with donor restrictions in perpetuity made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 12: Net Asset Classification of Endowment Funds (continued)

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 purpose of the Organization and the donor-restricted endowment fund.
- (3) General economic conditions.
- (4) The investment policies of the Organization.

Endowment net asset composition by type of fund as of June 30, 2021:

| | <u>Without Donor Restrictions</u> | <u>With Donor Restrictions</u> | <u>Total</u> |
|---------------------------------|---------------------------------------|------------------------------------|----------------------|
| Donor-restricted endowment fund | \$ - | \$ 683,290 | \$ 683,290 |
| Board-designated endowment fund | <u>13,574,766</u> | <u>-</u> | <u>13,574,766</u> |
| Total funds | \$ <u>13,574,766</u> | \$ <u>683,290</u> | \$ <u>14,258,056</u> |

Endowment net asset composition by type of fund as of June 30, 2020:

| | <u>Without Donor Restrictions</u> | <u>With Donor Restrictions</u> | <u>Total</u> |
|---------------------------------|---------------------------------------|------------------------------------|----------------------|
| Donor-restricted endowment fund | \$ - | \$ 634,339 | \$ 634,339 |
| Board-designated endowment fund | <u>10,558,406</u> | <u>-</u> | <u>10,558,406</u> |
| Total funds | \$ <u>10,558,406</u> | \$ <u>634,339</u> | \$ <u>11,192,745</u> |

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 12: Net Asset Classification of Endowment Funds (continued)

Changes in Endowment Net Assets for the Fiscal Year Ended June 30, 2021:

| | <u>Without Donor Restrictions</u> | <u>With Donor Restrictions</u> | <u>Total</u> |
|--|---------------------------------------|------------------------------------|----------------------|
| Endowment net assets, beginning of year | \$ 10,558,406 | \$ 634,339 | \$ 11,192,745 |
| Investment return: | | | |
| Interest and dividends | 206,844 | 12,239 | 219,083 |
| Net realized and unrealized gains | <u>2,883,907</u> | <u>169,946</u> | <u>3,053,853</u> |
| Total investment return | 3,090,751 | 182,185 | 3,272,936 |
| Investment management fees | (74,391) | (4,402) | (78,793) |
| Appropriation of endowment assets for expenditure | <u>-</u> | <u>(128,832)</u> | <u>(128,832)</u> |
| Endowment net assets, end of year | \$ <u>13,574,766</u> | \$ <u>683,290</u> | \$ <u>14,258,056</u> |

Changes in Endowment Net Assets for the Fiscal Year Ended June 30, 2020:

| | <u>Without Donor Restrictions</u> | <u>With Donor Restrictions</u> | <u>Total</u> |
|--|---------------------------------------|------------------------------------|----------------------|
| Endowment net assets, beginning of year | \$ 10,832,014 | \$ 635,000 | \$ 11,467,014 |
| Investment return: | | | |
| Interest and dividends | 228,192 | 14,194 | 242,386 |
| Net realized and unrealized losses | <u>(238,807)</u> | <u>(14,855)</u> | <u>(253,662)</u> |
| Total investment return | (10,615) | (661) | (11,276) |
| Investment management fees | (69,414) | - | (69,414) |
| Appropriation of endowment assets for expenditure | <u>(193,579)</u> | <u>-</u> | <u>(193,579)</u> |
| Endowment net assets, end of year | \$ <u>10,558,406</u> | \$ <u>634,339</u> | \$ <u>11,192,745</u> |

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 12: Net Asset Classification of Endowment Funds (continued)

Return Objectives and Risk Parameters

The Organization has adopted investment and spending policies for the endowment fund with the understanding that those assets will be prudently invested to provide a continuing source of funding for the agency and its programs. Assets include those assets of donor-restricted funds that the Organization must hold in perpetuity or for a donor-specified period as well as Board-designated funds. Under this policy, as approved by the Board, the Finance Committee of the Board should direct the Fund's investment managers to achieve the maximum possible long-term total return on the endowment fund while maintaining prudent investment management principles and the basic tenants of preservation of capital. The Organization conducts a quarterly monitoring of the portfolio.

Investment performance is measured against a custom benchmark consisting of results of 50% of the Russell 3000 Index, 15% MSCI All World ex-USA Index, 32% Barclays Capital Aggregate Index, and 3% 90-day U.S. Treasury Bills.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy

Recommendations for the use of endowment fund assets free of donor restriction shall be the responsibility of the Board. Recommendations of the Board shall be executed by management of the Organization. The Board has indicated that use of funds will be for the operational needs of the Organization and other such purposes as the Board shall deem appropriate. Except in special circumstances and except for recommending specific uses of generally restricted donor funds, the Board shall limit recommendations in the aggregate to an amount which shall not exceed 5% of a three-year rolling fiscal year-end average balance of the endowment fund.

Underwater Endowment Funds

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. A deficiency of this nature existed in the donor-restricted endowment funds at June 30, 2020. The funds had a gift value of \$635,000 and a fair value of \$634,339, resulting in a deficiency of \$661. This deficiency resulted from net realized and unrealized losses on the endowment assets for the year ended June 30, 2020. As of June 30, 2021 these endowment funds were no longer underwater.

Achievement Centers for Children

Notes to Consolidated Financial Statements

June 30, 2021 and 2020

Note 13: Liquidity and Availability of Resources

The Organization maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Organization is largely supported by fees generated from providing services, and partially supported by contributions. Some of its fees for services rendered have seasonal variations, as do some of the contributions it receives; these variations are accommodated through careful management of the financial assets. Additionally, the Organization takes into account donor restrictions that require resources to be used in a particular manner or in a future period, and therefore maintains sufficient resources to meet those responsibilities.

To help manage liquidity needs, the Organization conducts analysis and cash forecasting, and ACC has a committed line of credit of \$1.2 million upon which it can draw. At June 30, 2021 and 2020, ACC had \$1.2 million available under the line of credit.

In addition, ACC maintains Board-designated funds (net assets without donor restrictions), a portion of which are readily available to support the operations of ACC. ACC has the ability to access additional Board-designated funds by special authorization of the Board, if necessary.

The Organization’s financial assets available within one year of June 30 for general expenditures are as follows:

| | <u>2021</u> | <u>2020</u> |
|---|---------------------|---------------------|
| Cash and cash equivalents | \$ 2,641,279 | \$ 1,177,751 |
| Promises to give, net | 250,464 | 483,480 |
| Accounts and grants receivable, net | 927,153 | 605,650 |
| Beneficial interests in trusts | 868,997 | 735,691 |
| Investments | <u>14,258,056</u> | <u>11,192,745</u> |
| | 18,945,949 | 14,195,317 |
| Less: | | |
| Amounts unavailable for general expenditures within one year, due to: | | |
| Restricted by donors – temporary in nature | (528,213) | (474,052) |
| Restricted by donors – held in perpetuity | <u>(1,407,801)</u> | <u>(1,281,675)</u> |
| | (1,936,014) | (1,755,727) |
| Amounts unavailable to management without Board’s approval: | | |
| Board-designated | (13,574,766) | (10,558,406) |
| Amounts made available through Board-approved spending policy | <u>924,558</u> | <u>874,400</u> |
| Total financial assets unavailable within one year | <u>(14,586,222)</u> | <u>(11,439,733)</u> |
| Total financial assets available to management for general expenditures within one year | \$ <u>4,359,727</u> | \$ <u>2,755,584</u> |