DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN

FINANCIAL STATEMENTS

JUNE 30, 2018

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Independent Auditors' Report

The Board of Directors
Delta Gamma Anchor Center for
Blind Children
Denver, Colorado

We have audited the accompanying financial statements of Delta Gamma Anchor Center for Blind Children, (a nonprofit organization) which comprise the statements of financial position as of June 30, 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.

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion Md., Ste. 690 • Denver, CO 80246 • 303-733-3796 • 303-733-6230 fax • www.tagcpaco.com

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Delta Gamma Anchor Center for Blind Children, as of June 30, 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.

The adone Shap, LLC

August 17, 2018 Denver, Colorado

DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN STATEMENTS OF FINANCIAL POSITION

<u>June 30,</u>	2018	2017
Assets		
Cash and cash equivalents	\$ 871,706	\$ 349,208
Investments	4,637,289	4,525,087
Prepaid expenses	46,721	22,697
Promises to give	519,164	543,077
Property and equipment, net of	013,101	0.0,077
accumulated depreciation	5,018,161	5,267,273
Cash held for long-term purposes	197,508	129,342
Total Assets	\$ 11,290,549	\$ 10,836,684
	 	
<u>Liabilities and Net Assets</u>		
Liabilities Liabilities		
Accounts payable and accrued expenses	\$ 52,832	\$ 78,725
Deferred revenue	41,418	20,950
Deferred revenue	41,418	20,930
Total liabilities	94,250	99,675
Net assets		
Unrestricted		
Undesignated	6,222,150	5,910,337
Board designated	2,165,663	2,058,644
Total unrestricted	8,387,813	7,968,981
Temporarily restricted	1,872	34,757
Permanently restricted	2,806,614	2,733,271
•		
Total net assets	11,196,299	10,737,009
Total Liabilities and Net Assets	\$ 11,290,549	\$ 10,836,684

DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN STATEMENT OF ACTIVITIES

For the Year Ended June 30,				2018
	<u>Unrestricted</u>	Temporarily Restricted	Permanently Restricted	Total
Support, Revenue, and				
Other Gains Contributions Program fees Federal awards Special events (net) Investment income Other	\$ 1,491,926 93,110 4,900 479,044 158,881 6,088	\$ 99,126 0 0 0 0 0	\$ 0 0 0 0 0 232,099 0	\$ 1,591,052 93,110 4,900 479,044 390,980 6,088
Net assets released from restrictions	290,767	(132,011)	(158,756)	0
Total support, revenue, and other gains	2,524,716	(32,885)	73,343	2,565,174
Expenses Program services School Supporting services Management	1,656,257			1,656,257
and general	193,049			193,049
Fundraising Total supporting services	256,578 449,627			256,578 449,627
Total expenses	2,105,884			2,105,884
Changes in net assets	418,832	(32,885)	73,343	459,290
Net assets, beginning of year	7,968,981	34,757	2,733,271	10,737,009
Net assets, end of year	\$ 8,387,813	\$ 1,872	\$ 2,806,614	<u>\$ 11,196,299</u>

DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN STATEMENT OF ACTIVITIES

For the Year Ended June 30,				2017
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support, Revenue, and Other Gains Contributions Program fees Special events (net) Investment income Other Net assets released from restrictions	\$ 681,763 92,332 466,426 256,776 16,384 239,684	\$ 99,123 0 0 0 0 0 (80,710)	\$ 0 0 0 319,576 0 (158,974)	\$ 780,886 92,332 466,426 576,352 16,384
Total support, revenue, and other gains	1,753,365	18,413	160,602	1,932,380
Expenses Program services School Supporting services Management	1,631,034			1,631,034
and general Fundraising Total supporting services	153,474 340,065 493,539			153,474 340,065 493,539
Total expenses	2,124,573			2,124,573
Changes in net assets	(371,208)	18,413	160,602	(192,193)
Net assets, beginning of year	8,340,189	16,344	2,572,669	10,929,202
Net assets, end of year	\$ 7,968,981	<u>\$ 34,757</u>	\$ 2,733,271	\$ 10,737,009

DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN STATEMENTS OF FUNCTIONAL EXPENSES

	School	Management And <u>General</u>	<u>Fundraising</u>	Totals
For the Year Ended June 30, 2	<u>2018</u>			
Salaries and wages Employee benefits Payroll taxes Total compensation	\$ 1,028,277 73,643 <u>78,393</u> 1,180,313	\$ 64,426 3,985 4,276 72,687	\$ 178,030 11,493 12,353 201,876	\$ 1,270,733 89,121 <u>95,022</u> 1,454,876
Professional fees Supplies Telephone Postage Occupancy Equipment rental and	36,780 29,679 8,247 2,027 133,062	12,875 243 450 215 32,841	3,736 759 1,300 4,752 8,422	53,391 30,681 9,997 6,994 174,325
maintenance Printing Dues and subscriptions Travel and conventions Miscellaneous Depreciation and amortization	33,116 2,553 1,537 12,349 11,501 205,093	1,806 339 7 0 30,048 41,538	5,218 8,378 7 0 9,149	40,140 11,270 1,551 12,349 50,698
Total functional expenses	\$ 1,656,257	\$ 193,049	\$ 256,578	\$ 2,105,884
For the Year Ended June 30, 2	<u> 2017</u>			
Salaries and wages Employee benefits Payroll taxes Total compensation	\$ 1,023,202 39,797 81,242 1,144,241	\$ 74,952 2,983 6,093 84,028	\$ 232,845 6,961 14,217 254,023	\$ 1,330,999 49,741 101,552 1,482,292
Professional fees Supplies Telephone Postage Occupancy Equipment rental and	30,172 36,577 8,053 3,139 127,286	14,603 256 388 303 12,368	2,575 2,192 1,262 6,811 19,936	47,350 39,025 9,703 10,253 159,590
ravel and conventions Miscellaneous Depreciation and amortization	31,754 2,497 1,111 20,711 8,500 216,993	1,530 366 6 0 29,168	4,973 11,398 7 0 2,902 33,986	38,257 14,261 1,124 20,711 40,570 261,437
Total functional expenses	\$ 1,631,034	\$ 153,474	\$ 340,065	\$ 2,124,573

DELTA GAMMA ANCHOR CENTER FOR BLIND CHILDREN STATEMENTS OF CASH FLOWS

For the Years Ended June 30,		2018	_	2017
Cash flows from operating activities Cash received from contributions Cash received from federal awards Other cash received Interest and dividends received Cash paid to employees and suppliers Net cash provided by (used for) operating activities	\$	1,695,007 4,900 749,908 102,806 (2,127,429) 425,192	\$	829,593 0 1,013,224 101,557 (2,422,260) (477,886)
Cash flows from investing activities Proceeds from the sale of investments Purchase of investments Purchase of property and equipment Net (increase) decrease in assets held for long-term purposes Net cash provided by investing activities		2,426,923 (2,250,951) (10,500) (68,166) 97,306	_	1,843,701 (1,422,185) (17,361) 61,736 465,891
Net increase (decrease) in cash and cash equivalents		522,498		(11,995)
Cash and cash equivalents, beginning of year		349,208		361,203
Cash and cash equivalents, end of year	\$	871,706	<u>\$</u>	349,208
Reconciliation of changes in net assets to net cash provided by (us	sed	for) operating	act	ivities:
Changes in net assets Adjustments Depreciation and amortization Unrealized (gain) loss on investments Realized (gain) on investments	\$	459,290 259,612 (97,802) (190,372)	\$	(192,193) 261,437 (342,821) (131,974)
(Increase) decrease in assets Promises to give Prepaid expenses Increase (decrease) in liabilities Accounts payable and accrued expenses		23,913 (24,024) (25,893)		(23,788) 5 (722)
Deferred revenue Net cash provided by (used for) operating activities	\$	20,468 425,192	\$	(47,830) (477,886)

NOTE 1 – <u>DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES</u>

Delta Gamma Anchor Center for Blind Children (Center) is a nonprofit corporation whose mission is to teach visually impaired infants, young children and their families, providing hope and a nurturing environment where children reach their highest potential.

The Center is exempt from income tax under section 501(c)(3) of the United States Internal Revenue Code and comparable state law, and contributions to it are deductible within the limitations prescribed by the Code. The Center has been classified as a publicly supported organization which is not a private foundation under section 509(a) of the Code. The Center did not have any material unrelated business income tax liability or significant uncertain income tax positions for the years ended June 30, 2018 and 2017. The Center's open Internal Revenue Service audit periods are June 30, 2015 and thereafter.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Classes of Net Assets

The financial statements report amounts separately by classes of net assets:

<u>Unrestricted</u> amounts are those currently available at the discretion of the Board for use in the Center's activities, and those resources invested in property and equipment.

<u>Temporarily restricted</u> amounts are those which are restricted by donors for specific operating purposes, for the acquisition of land, buildings, and equipment, or with a stipulated time restriction. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

<u>Permanently restricted</u> net assets are those restricted by donors requiring in perpetuity that the principal be invested and the income only be used for the Center's exempt purpose. Income from these funds is recognized as unrestricted, temporarily restricted, and permanently restricted income.

Property, Equipment and Depreciation

Assets over \$1,000 are recorded at cost if purchased, or if donated at their fair value at the time of the donation. Depreciation of property and equipment is provided over the estimated useful life of the respective asset on a straight line basis.

The Center reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated asset must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how those long-lived assets must be maintained, the Center reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

NOTE 1 – <u>DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

Contributed Services

Many individuals volunteer their time and perform a variety of tasks to assist the Center including services in the Center's programs and special events. No amounts have been reflected in the financial statements for such services.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Investments

Investments are carried at fair value. Donated investments are initially recorded at fair value on the date of donation. Realized and unrealized gains and losses are reflected in the statement of activities.

Federal Awards

Revenue is recognized when expenses are incurred on the projects.

Advertising Costs

The costs of promotion and advertising are expensed as incurred.

Other Matters

For the purposes of the statement of cash flows, the Center considers investments in all highly liquid debt instruments with a maturity of three months or less to be cash and cash equivalents. The Center periodically has cash accounts that exceed the federally insured limit. They are selective with regard to the choice of financial institutions with which they deposit funds.

Subsequent Events

Management is required to evaluate, through the date the financial statements are issued or available to be issued, events or transactions that may require recognition or disclosure in the financial statements, and to disclose the date through which subsequent events were evaluated. The Center's financial statements were available to be issued on August 17, 2018, and this is the date through which subsequent events were evaluated. The Center did not identify any subsequent events requiring disclosure.

NOTE 2 – INVESTMENTS

Carried at fair value (based on quoted market prices):

		2018	 2017
Equity securities Fixed income Real estate Commodities	\$	3,281,233 1,241,438 68,731 45,887	\$ 3,191,263 1,231,293 68,745 33,786
	<u>\$</u>	4,637,289	\$ 4,525,087

NOTE 2 – <u>INVESTMENTS (CONTINUED)</u>

Composition of investment return:

		2018	 2017
Dividends and interest Unrealized gains on investments Realized gains on investments Investment return	\$	102,806 97,802 190,372 390,980	\$ 101,557 342,821 131,974 576,352
Total investment income	<u>\$</u>	390,980	\$ 576,352

In accordance with FASB ASC 820, Fair Value Measurements and Disclosures, all of the Center's investments are valued using Level 1, Quoted Prices in Active Markets for Identical Assets inputs. The Center reviews its holdings on a regular basis to determine if any investment has experienced an other-than-temporary decline in fair value.

NOTE 3 – PROMISES TO GIVE

Promises to give are recorded at the net present value, determined using a discount rate commensurate with the IRS Applicable Federal Rate on the date of the promise, as receivables in the year made. Donor restricted promises to give are reported as additions to the appropriate temporarily restricted net assets. Ninety-six percent of promises to give at June 30, 2018 were from one trust. Ninety-two percent of promises to give at June 30, 2017 were from one trust. The promises to give from various trusts and individuals were as follows:

		2018	 2017
In less than one year In one to five years	\$	519,164 0	\$ 543,077 0
Total promises to give	<u>\$</u>	519,164	\$ 543,077

Management believes all promises to give will be received.

NOTE 4 – PROPERTY AND EQUIPMENT

	 2018	_	2017
Building	\$ 6,537,237	\$	6,539,929
Furniture	198,450		192,418
Equipment	278,616		324,654
Auto	23,000		23,000
Logo	6,826		6,826
Artwork	18,855		18,855
	7,062,984		7,105,682
Accumulated depreciation	 <u>(2,728,705)</u>		(2,522,291)
•	4,334,279		4,583,391
Land	 683,882	_	683,882
	\$ 5,018,161	\$	5,267,273

NOTE 5 – <u>DEFERRED REVENUE</u>

The Center received sponsorships and ticket revenue as well as prepaid tuition totaling \$41,418 and \$20,950, which was recorded as deferred revenue as of June 30, 2018 and 2017 primarily for Sunset in the Country and third-party events in 2018 and 2017. The revenue and associated expense will be recorded as a special event when the event and school takes place in the subsequent period.

NOTE 6 – <u>NET ASSETS</u>

Net assets are available for the following purposes:

II INI . A	2018	2017
Unrestricted Net Assets: Undesignated Designated for quasi-endowment	\$ 6,222,150 2,165,663	\$ 5,910,337 2,058,644
Temporarily Restricted Net Assets:	<u>\$ 8,387,813</u>	<u>\$ 7,968,981</u>
Family support Parent Compass Outreach Therapy/classroom	\$ 0 1,872 0 0	\$ 4,397 586 26,980 2,794
	\$ 1,872	\$ 34,757

NOTE 7 – NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes as follows:

		2018	 2017
Building maintenance Digital literacy	\$	87,124 16,000	\$ 87,564 20,000
Family support Operations Outreach		7,397 71,631 26,980	2,979 71,411 20
Parent Compass Staff development and literacy		590 0	4,325 6,624
Supplies Therapy		4,000 77,045	 5,138 41,623
	<u>\$</u>	290,767	\$ 239,684

NOTE 8 – SPECIAL EVENTS

	2018	2017
Revenues		
Sunset in the Country 2017	598,352	0
Sunset in the Country 2016	0	845,081
Foresight Golf Classic 2018	138,850	0
Foresight Golf Classic 2017	0	107,400
Cherrity Pie	0	71,187
Visions of Love	42,681	21,001
Total revenues	779,883	1,044,669
Expenses		
Sunset in the Country 2017	200,049	0
Sunset in the Country 2016	0	465,561
Foresight Golf Classic 2018	75,506	0
Foresight Golf Classic 2017	0	71,959
Cherrity Pie	0	34,303
Visions of Love	25,284	6,420
Total expenses	300,839	578,243
Net Special Event Revenue	\$ 479,044	\$ 466,426

NOTE 9 – ENDOWMENTS

The Center's endowments consist of approximately three individual funds established for a variety of purposes. Two endowments are considered donor-restricted endowment funds and one is considered a board-designated endowment fund. As required by the generally accepted accounting principles, 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 the Center has interpreted the Colorado Prudent Management of Institutional Funds Act (CPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Center classifies as permanently restricted and board designated net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor restricted endowment fund that is not classified in permanently restricted or board designated net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Center in a manner consistent with the standard of prudence prescribed by CPMIFA. In accordance with CPMIFA, the Center considers the following factors in making a determination to appropriate or accumulate donor restricted and board designated endowment funds:

NOTE 9 – ENDOWMENTS (CONTINUED)

- 1. The duration and preservation of the fund.
- 2. The purpose of the Center and the donor restricted endowment fund.
- 3. General economic conditions.
- 4. The possible effect of inflation and deflation.
- 5. The expected total return from income and the appreciation of investments.
- 6. Other resources of the Center.
- 7. The investment policies of the Center.
- 8. One of the Center's permanently restricted endowments has a restriction that requires an affirmative vote of at least two-thirds of the entire Board in order to withdraw amounts greater that the amount calculated under the endowment's Spending Policy. The Center held \$2,806,614 and \$2,733,271 in permanently restricted endowment net asset for the years ended June 30, 2018 and 2017 and \$2,165,663 and \$2,058,644 in board designated endowment net asset for the years ended June 30, 2018 and 2017.

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

			T	emporarily	Pe	rmanently		
	Unrestricted		Restricted		Restricted		Total	
Endowment net assets,								
beginning of the year	\$	2,058,644	\$	34,757	\$	2,733,271	\$	4,826,672
Contributions		0		99,126		0		99,126
Investment income		157,498		0		232,099		389,597
Net assets released								
from restrictions		(50,479)		(132,011)		(158,756)		(341,246)
Endowment net assets,								
end of year	\$	2,165,663	\$	1,872	\$	2,806,614	\$	4,974,149

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

			Ter	nporarily	Pe	rmanently	
	J	<u>Jnrestricted</u>	Re	estricted	R	Restricted	 Total
Endowment net assets,							
beginning of the year	\$	2,227,703	\$	16,344	\$	2,572,669	\$ 4,816,716
Contributions		0		99,123		0	99,123
Investment income		256,809		0		319,576	576,385
Net assets released							
from restrictions		(425,868)		(80,710)		(158,974)	 (665,552)
Endowment net assets,							
end of year	\$	2,058,644	\$	34,757	\$	2,733,271	\$ 4,826,672

NOTE 10 – COMMITMENTS

Operating Leases

The Center entered into operating leases for copiers in October 2014 and November 2015 for \$264 and \$357 per month that expire in September 2019 and October 2020. Lease expense for the years ended June 30, 2018 and 2017 was \$7,446 and \$7,446.

Future minimum lease payments for the succeeding years ending June 30:

2019	\$ 7,458
2020	5,074
2021	1,428

NOTE 10 – <u>COMMITMENTS</u> (<u>CONTINUED</u>)

Commitment

The Center has an annual Sunset Event, Sunset in the Country 2018, for which the Center has signed a contract with a caterer to provide services for the event and with a production company for a video production for the event. The contracts contain various penalties for failure to hold the event.

NOTE 11 – PENSION PLAN

The Center offers a tax deferred annuity 403(b) retirement plan to all eligible employees. The Center provides matching funds of 4% to full time employees with one year of service and 5.6% to full time employees with two or more years of service. Pension expense was \$24,423 and \$24,821 for the years ended June 30, 2018 and 2017.

NOTE 12 – CONCENTRATION IN DONATIONS

Twenty-nine percent of the 2018 total support, revenue, and other gains were received from one donor. The Center monitors its cash flow so that it does not rely on these large donations to perform its exempt purpose.