

JUNIOR ACHIEVEMENT OF DALLAS, INC.

FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION
(with Independent Auditor's Report thereon)

June 30, 2017 and 2016

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Independent Auditor's Report

Board of Directors
Junior Achievement of Dallas, Inc.
Richardson, Texas

We have audited the accompanying financial statements of Junior Achievement of Dallas, Inc., which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities, cash flows and functional expenses for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Junior Achievement of Dallas, Inc. as of June 30, 2017 and 2016, 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 Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The combining statements of financial position and activities as of and for the years ended June 30, 2017 and 2016 on pages 16 through 19 are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Handwritten signature in cursive script, appearing to read "Goldstein, Pein & Pein".

September 20, 2017

JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2017 AND 2016

ASSETS

| | 2017 | 2016 |
|-------------------------------|---------------------|---------------------|
| Current Assets: | | |
| Cash and cash equivalents | \$ 860,983 | \$ 748,914 |
| Current investments | 23,754 | 39,197 |
| Contributions receivable, net | 303,892 | 125,483 |
| Prepaid expenses | 47,304 | 6,354 |
| Total Current Assets | 1,235,933 | 919,948 |
| Investments | 152,966 | 111,511 |
| Contributions receivable | 445,000 | - |
| Property and equipment, net | 153,032 | 63,901 |
| Total Assets | \$ 1,986,931 | \$ 1,095,360 |

LIABILITIES AND NET ASSETS

| | | |
|---|---------------------|---------------------|
| Current Liabilities: | | |
| Accounts payable | \$ 34,591 | \$ 37,378 |
| Accrued payroll | 88,049 | 66,723 |
| Capital lease obligation, current portion | 2,106 | 2,083 |
| Other liabilities | 18,126 | 6,380 |
| Total Current Liabilities | 142,872 | 112,564 |
| Capital lease obligation | 6,825 | 7,724 |
| Total Liabilities | 149,697 | 120,288 |
| Commitments and Contingencies | - | - |
| Net Assets: | | |
| Unrestricted net assets | 867,857 | 838,561 |
| Temporarily restricted net assets | 855,000 | 25,000 |
| Permanently restricted net assets | 114,377 | 111,511 |
| Total Net Assets | 1,837,234 | 975,072 |
| Total Liabilities and Net Assets | \$ 1,986,931 | \$ 1,095,360 |

JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2017
(with summarized comparative information for the year ended June 30, 2016)

| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Totals</u> | |
|---------------------------------------|---------------------|-----------------------------------|-----------------------------------|---------------------|-------------------|
| | | | | <u>2017</u> | <u>2016</u> |
| Public Support and Revenue: | | | | | |
| Contributions: | | | | | |
| Corporate | \$ 574,409 | \$ 765,000 | \$ - | \$ 1,339,409 | \$ 611,544 |
| Individual | 168,206 | 90,000 | - | 258,206 | 167,860 |
| Foundation | 248,015 | - | - | 248,015 | 176,526 |
| Total Contributions | 990,630 | 855,000 | - | 1,845,630 | 955,930 |
| Special events income | 999,355 | - | - | 999,355 | 867,731 |
| Special events expenses | (150,446) | - | - | (150,446) | (160,953) |
| Special events income, net | 848,909 | - | - | 848,909 | 706,778 |
| Unrealized gain on investments | 23,074 | - | - | 23,074 | 1,044 |
| In-kind contributions | 136,349 | - | - | 136,349 | 87,005 |
| Other income | 3,578 | - | 2,866 | 6,444 | 9,320 |
| Net assets released from restrictions | 25,000 | (25,000) | - | - | - |
| Total Public Support and Revenue | 2,027,540 | 830,000 | 2,866 | 2,860,406 | 1,760,077 |
| Expenses: | | | | | |
| Program services | 1,478,104 | - | - | 1,478,104 | 1,359,306 |
| Support services: | | | | | |
| Management and general expense | 173,131 | - | - | 173,131 | 149,391 |
| Fund raising expense | 347,009 | - | - | 347,009 | 307,405 |
| Total Expenses | 1,998,244 | - | - | 1,998,244 | 1,816,102 |
| Change in Net Assets | 29,296 | 830,000 | 2,866 | 862,162 | (56,025) |
| Net Assets, beginning of year | 838,561 | 25,000 | 111,511 | 975,072 | 1,031,097 |
| Net Assets, end of year | <u>\$ 867,857</u> | <u>\$ 855,000</u> | <u>\$ 114,377</u> | <u>\$ 1,837,234</u> | <u>\$ 975,072</u> |

See accompanying notes to
financial statements

JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2016

| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Total</u> |
|---------------------------------------|---------------------|-----------------------------------|-----------------------------------|-------------------|
| Public Support and Revenue: | | | | |
| Contributions: | | | | |
| Corporate | \$ 586,544 | \$ 25,000 | \$ - | \$ 611,544 |
| Individual | 167,860 | - | - | 167,860 |
| Foundation | 176,526 | - | - | 176,526 |
| Total Contributions | 930,930 | 25,000 | - | 955,930 |
| Special events income | 867,731 | - | - | 867,731 |
| Special events expenses | (160,953) | - | - | (160,953) |
| Special events income, net | 706,778 | - | - | 706,778 |
| Unrealized gain on investments | 1,044 | - | - | 1,044 |
| In-kind contributions | 87,005 | - | - | 87,005 |
| Other income | 7,673 | - | 1,647 | 9,320 |
| Net assets released from restrictions | - | - | - | - |
| Total Public Support and Revenue | 1,733,430 | 25,000 | 1,647 | 1,760,077 |
| Expenses: | | | | |
| Program services | 1,359,306 | - | - | 1,359,306 |
| Support services: | | | | |
| Management and general expense | 149,391 | - | - | 149,391 |
| Fund raising expense | 307,405 | - | - | 307,405 |
| Total Expenses | 1,816,102 | - | - | 1,816,102 |
| Change in Net Assets | (82,672) | 25,000 | 1,647 | (56,025) |
| Net Assets, beginning of year | 921,233 | - | 109,864 | 1,031,097 |
| Net Assets, end of year | <u>\$ 838,561</u> | <u>\$ 25,000</u> | <u>\$ 111,511</u> | <u>\$ 975,072</u> |

JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED JUNE 30, 2017 AND 2016

| | <u>2017</u> | <u>2016</u> |
|---|-------------------|-------------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 862,162 | \$ (56,025) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation and amortization | 36,890 | 90,795 |
| Reinvested interest and dividends | (2,938) | (3,731) |
| Net unrealized gain on investments | (23,074) | (1,684) |
| Fair market value of software donated | (27,058) | (13,651) |
| Changes in operating assets and liabilities: | | |
| Contributions receivable | (623,409) | (624) |
| Prepaid expenses | (40,950) | 3,498 |
| Accounts payable | (2,787) | 29,235 |
| Accrued payroll | 21,326 | 30,224 |
| Other liabilities | 11,746 | 1,180 |
| Net cash provided by operating activities | <u>211,908</u> | <u>79,217</u> |
| Cash flows from investing activities: | | |
| Proceeds from insurance | 52,971 | 128,978 |
| Restoration of damaged property expenditures | (143,660) | - |
| Capital expenditures | (8,274) | (58,592) |
| Net cash (used for) provided by investing activities | <u>(98,963)</u> | <u>70,386</u> |
| Cash flows from financing activities: | | |
| Principal payments on capital lease obligation | (876) | (1,621) |
| Net cash used for financing activities | <u>(876)</u> | <u>(1,621)</u> |
| Net increase | 112,069 | 147,982 |
| Cash and cash equivalents, beginning of year | <u>748,914</u> | <u>600,932</u> |
| Cash and cash equivalents, end of year | <u>\$ 860,983</u> | <u>\$ 748,914</u> |
| <i>Supplemental Disclosures</i> | | |
| In-kind gifts | <u>\$ 136,349</u> | <u>\$ 87,005</u> |
| Interest paid | <u>\$ 671</u> | <u>\$ 697</u> |

**JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2017**

(with summarized comparative information for the year ended June 30, 2016)

| | Support Services | | | Totals | |
|--|---------------------|---------------------------|-------------------|---------------------|---------------------|
| | Program Services | Management and General | Fund Raising | 2017 | 2016 |
| Personnel Costs: | | | | | |
| Salaries | \$ 618,191 | \$ 102,461 | \$ 223,270 | \$ 943,922 | \$ 820,008 |
| Payroll taxes | 45,067 | 7,537 | 16,389 | 68,993 | 57,670 |
| Total Personnel Costs | <u>663,258</u> | <u>109,998</u> | <u>239,659</u> | <u>1,012,915</u> | <u>877,678</u> |
| Other Expenses: | | | | | |
| Credit card fees | 11,466 | 2,422 | 2,261 | 16,149 | 11,987 |
| License fees | 53,600 | 5,797 | 2,898 | 62,295 | 51,596 |
| Employee insurance | 76,686 | 12,817 | 27,668 | 117,171 | 114,694 |
| Pension and annuity | 72,665 | 12,138 | 26,035 | 110,838 | 83,858 |
| General insurance | 12,187 | 525 | 406 | 13,118 | 17,987 |
| Outside services | 168,342 | 14,612 | 29,195 | 212,149 | 141,756 |
| Occupancy | 6,193 | 504 | 504 | 7,201 | 4,419 |
| Interest expense | 335 | 168 | 168 | 671 | 697 |
| Lease - equipment | 2,038 | 252 | 226 | 2,516 | 8,179 |
| Office and center maintenance | 21,631 | 2,559 | 2,303 | 26,493 | 21,618 |
| Stationery and office supplies | 9,168 | 1,085 | 986 | 11,239 | 7,966 |
| Subscription and dues | 6,550 | - | 345 | 6,895 | 6,138 |
| Postage and delivery | 10,220 | 953 | 841 | 12,014 | 14,660 |
| Telephone | 16,998 | 1,662 | 2,430 | 21,090 | 20,035 |
| Utilities | 13,585 | 1,677 | 1,509 | 16,771 | 16,549 |
| Staff training | 16,784 | 987 | 1,975 | 19,746 | 22,582 |
| Travel | 14,439 | 1,055 | 3,625 | 19,119 | 18,631 |
| Volunteer recognition | 9,690 | - | - | 9,690 | 11,068 |
| Volunteer training | 339 | - | - | 339 | 2,777 |
| Public relations | 1,390 | - | 154 | 1,544 | 3,056 |
| Job shadow day | 7,520 | - | - | 7,520 | 5,707 |
| Program materials | 251,345 | - | - | 251,345 | 254,532 |
| Fund raising | - | - | 224 | 224 | 249 |
| Scholarships | - | - | - | - | 5,000 |
| Recruiting and relocation | 817 | - | - | 817 | 481 |
| Board expenses | 534 | 178 | 178 | 890 | 587 |
| Miscellaneous | 443 | 53 | 99 | 595 | 820 |
| Total Expenses before depreciation and amortization | <u>1,448,223</u> | <u>169,442</u> | <u>343,689</u> | <u>1,961,354</u> | <u>1,725,307</u> |
| Depreciation and amortization | 29,881 | 3,689 | 3,320 | 36,890 | 90,795 |
| Total Expenses | <u>\$ 1,478,104</u> | <u>\$ 173,131</u> | <u>\$ 347,009</u> | <u>\$ 1,998,244</u> | <u>\$ 1,816,102</u> |

See accompanying notes to
financial statements

**JUNIOR ACHIEVEMENT OF DALLAS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2016**

| | Program Services | Support Services | | Total |
|--|-----------------------------|-----------------------------------|-------------------------|---------------------|
| | | Management and General | Fund Raising | |
| Personnel Costs: | | | | |
| Salaries | \$ 533,236 | \$ 87,924 | \$ 198,848 | \$ 820,008 |
| Payroll taxes | 37,568 | 6,289 | 13,813 | 57,670 |
| Total Personnel Costs | <u>570,804</u> | <u>94,213</u> | <u>212,661</u> | <u>877,678</u> |
| Other Expenses: | | | | |
| Credit card fees | 8,511 | 1,798 | 1,678 | 11,987 |
| License fees | 44,672 | 4,616 | 2,308 | 51,596 |
| Employee insurance | 75,008 | 12,540 | 27,146 | 114,694 |
| Pension and annuity | 54,370 | 9,116 | 20,372 | 83,858 |
| General insurance | 16,718 | 719 | 550 | 17,987 |
| Outside services | 105,025 | 12,250 | 24,481 | 141,756 |
| Occupancy | 3,799 | 310 | 310 | 4,419 |
| Interest expense | 349 | 174 | 174 | 697 |
| Lease - equipment | 6,625 | 818 | 736 | 8,179 |
| Office and center maintenance | 17,510 | 2,162 | 1,946 | 21,618 |
| Stationery and office supplies | 6,490 | 774 | 702 | 7,966 |
| Subscription and dues | 5,831 | - | 307 | 6,138 |
| Postage and delivery | 12,471 | 1,163 | 1,026 | 14,660 |
| Telephone | 16,171 | 1,574 | 2,290 | 20,035 |
| Utilities | 13,405 | 1,655 | 1,489 | 16,549 |
| Staff training | 19,195 | 1,129 | 2,258 | 22,582 |
| Travel | 14,121 | 1,079 | 3,431 | 18,631 |
| Volunteer recognition | 11,068 | - | - | 11,068 |
| Volunteer training | 2,777 | - | - | 2,777 |
| Public relations | 2,750 | - | 306 | 3,056 |
| Job shadow day | 5,707 | - | - | 5,707 |
| Program materials | 254,532 | - | - | 254,532 |
| Fund raising | - | - | 249 | 249 |
| Scholarships | 5,000 | - | - | 5,000 |
| Recruiting and relocation | 481 | - | - | 481 |
| Board expenses | 353 | 117 | 117 | 587 |
| Miscellaneous | 676 | 75 | 69 | 820 |
| Total Expenses before depreciation and amortization | <u>1,274,419</u> | <u>146,282</u> | <u>304,606</u> | <u>1,725,307</u> |
| Depreciation and amortization | <u>84,887</u> | <u>3,109</u> | <u>2,799</u> | <u>90,795</u> |
| Total Expenses | <u>\$ 1,359,306</u> | <u>\$ 149,391</u> | <u>\$ 307,405</u> | <u>\$ 1,816,102</u> |

See accompanying notes to
financial statements

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 1 - NATURE OF OPERATIONS

Junior Achievement of Dallas, Inc. ("JA") is a not-for-profit organization incorporated under the laws of the State of Texas to promote and administer the programs of Junior Achievement USA, Inc. ("JA USA") within the geographic territory assigned to it of Northeast Texas. JA provides programs to promote interest in the free enterprise system among elementary school, middle school and high school students of Northeast Texas area schools. JA's programs help to make students aware of the business world and compete in a global economy by organizing a series of classes that are taught by volunteers from local businesses. JA also offers the JA Finance Park® program which is a month-long program that introduces students to personal financial planning and career exploration. JA is in the process of implementing a new program, JA BizTown®, which combines in-class learning with a day-long visit to a simulated city, which represents a local business community with "storefronts" where students are immersed in a reality-based decision-making process and apply what they have learned in the classroom. The JA BizTown® program will be providing services starting in the 2017-18 fiscal year. JA derives its support and revenue primarily from contributions by local businesses, foundations and individuals and from fundraising event sponsorship.

JA maintains offices in Dallas and Tyler, Texas. JA's primary location is in Dallas, consisting of an approximately 13 thousand square foot facility used for administration, training and conducting program services.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements have been prepared using the accrual method of accounting and conform to accounting principles generally accepted in the United States of America ("GAAP"). As required by GAAP, net assets, public support and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions.

Accordingly, net assets and changes therein are classified as follows:

Unrestricted net assets: Net assets that are not subject to donor-imposed restrictions including Board designated net assets.

Temporarily restricted net assets: Net assets subject to donor-imposed restrictions that may or will be met either by actions of JA or the passage of time. These amounts are reclassified to unrestricted net assets when such restrictions are met or have expired. Temporarily restricted net assets generally consist of gifts and other unexpended resources available for scholarships.

Permanently restricted net assets: Net assets subject to donor-imposed restrictions to be maintained permanently by JA. Items that affect this net asset category include gifts wherein donors stipulate that the corpus be held in perpetuity (primarily gifts for endowment) and only the income be made available for scholarships.

Revenues and gains and losses on other assets or liabilities are reported as changes in unrestricted net assets unless their use is limited by explicit donor-imposed restrictions or by law. Expenses are reported as decreases in unrestricted net assets. Expiration of temporary restrictions on net assets is reported as net assets released from restrictions.

Contributions

Contributions and special events revenue, which include unconditional promises to give or pledges, are recognized, at fair value, as revenue in the period received. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Any decreases in the quantity or nature of assets expected to be received subsequent to the initial recognition of the contribution are reported as a loss in the applicable net asset class.

Contributions receivable are generally paid within one year after the fiscal year-end. An allowance for uncollectible pledges is provided at the end of each campaign based on the JA's collection history. The allowance is adjusted at the end of each year to reflect management's current estimates of collectability. If significant, contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risks involved.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

In-Kind Contributions

In-kind contributions are recognized as revenue and expense or assets at the fair value of those goods and services provided they meet the criteria for recognition. In-kind contributions principally consist of professional services, public relations, program event space, and donated software and hardware.

Investments

Investments are recorded at estimated fair value based on quoted market prices. Realized and unrealized gains and losses, as well as investment income, are reported in the Statement of Activities as increases or decreases in unrestricted, temporarily restricted, or permanently restricted net assets as designated by the donor.

Statement of Cash Flows

The statement of cash flows is presented using the indirect method. For the purpose of this statement, JA considers all cash on hand, cash in checking accounts, certificates of deposit and other similar instruments with original maturities of three months or less as cash and cash equivalents.

Property and Equipment

Property and equipment expenditures are capitalized at cost. Donated property and equipment are recorded at estimated fair value on the date of donation. Equipment with an expected life of three years or more and costing more than \$1 thousand is capitalized. Depreciation is computed using the straight-line method over estimated useful lives of three to ten (3-10) years for furniture, fixtures and equipment and forty (40) years for buildings. Repair and maintenance costs are expensed as incurred. Depreciation expense for the years ended June 30, 2017 and 2016 was \$37 thousand and \$91 thousand, respectively.

Functional Allocation of Expenses

The costs of providing JA's programs and supporting services are presented on the functional basis in the Statement of Activities. The Statement of Functional Expenses presents the allocation of expenses to the programs and supporting services. These allocations are based upon estimates of facilities usage, activities of personnel, specifically identifiable costs and various other bases.

Permanently Restricted Assets

JA has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) 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, JA classifies as permanently restricted net assets:

1. The original value of gifts donated to the permanent endowment; and
2. The original value of subsequent gifts to the permanent endowment.

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by JA in a manner consistent with the standard of prudence prescribed by SPMIFA. In accordance with SPMIFA, JA considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the funds;
2. The purposes of the donor-restricted endowment funds;
3. General economic conditions;
4. The possible effect of inflation and deflation;
5. The expected total return from income and the appreciation of investments; and
6. Other resources of JA.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Income Taxes

JA is exempt from federal income tax pursuant to Section 501(c)(3) of the Internal Revenue Code. Accordingly, JA is not subject to federal income taxes except to the extent it derives income from certain activities not substantially related to its tax-exempt purposes (unrelated trade or business activities). JA incurred no unrelated business income for the years ended June 30, 2017 and 2016.

Accounting Estimates and Assumptions

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Such estimates and assumptions primarily relate to valuation as of the date of the financial statements. Accordingly, actual results could differ from these estimates and assumptions. The methods used in making accounting estimates are believed by management to be reasonable and have been consistently applied.

NOTE 3 - INVESTMENTS

Investments as of June 30, 2017 and 2016 were as follows:

| | <u>2017</u> | <u>2016</u> |
|-------------------------|-------------------|-------------------|
| Mutual funds | \$ 166,484 | \$ 140,544 |
| Certificates of deposit | 10,236 | 10,164 |
| | <u>\$ 176,720</u> | <u>\$ 150,708</u> |

Investment return for the years ended June 30, 2017 and 2016 was as follows:

| | <u>2017</u> | <u>2016</u> |
|--------------------------------|------------------|-----------------|
| Dividend and interest income | \$ 3,444 | \$ 3,731 |
| Unrealized gain on investments | 23,074 | 1,044 |
| | <u>\$ 26,518</u> | <u>\$ 4,775</u> |

Dividend and interest income is included in other income in the Statement of Activities.

Investment Return Objectives, Risk Parameters and Strategies

The Board of Directors attempts to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distributions with acceptable levels of risk. Investment risks are measured in terms of the total endowment fund, investment assets and the allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

NOTE 4 - FAIR VALUE

Pursuant to ASC 820, as issued by the Financial Accounting Standards Board, certain assets are reported at estimated "fair value". ASC 820 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date and sets out a fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). Inputs are broadly defined under ASC 820 as assumptions market participants would use in pricing an asset or liability. The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 - Quoted market prices in active markets, such as the New York Stock Exchange, for identical assets or liabilities.

Level 2 - Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3 - Unobservable inputs that are not corroborated by market data.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 4 - FAIR VALUE (continued)

JA assesses the levels of the investments at each measurement date, and transfers between levels are recognized on the actual date of the event or change in circumstances that caused the transfer. For the years ended June 30, 2017 and 2016, there were no such transfers.

The fair value of investment securities, as described in Note 3, is the market value based on quoted market prices, when available, or market prices provided by recognized broker-dealers. JA's investments are the only assets measured at fair value on a recurring basis. The fair values of such investments are entirely Level 1 values as defined above as of June 30, 2017 and 2016.

NOTE 5 - CONTRIBUTIONS RECEIVABLE

Contributions receivable consisted of the following as of June 30, 2017 and 2016:

| | <u>2017</u> | <u>2016</u> |
|--|-------------------|-------------------|
| Contributions receivable due in less than 1 year | \$ 310,929 | \$ 132,520 |
| Allowance for uncollectable pledges | (7,037) | (7,037) |
| Contributions receivable, net | <u>\$ 303,892</u> | <u>\$ 125,483</u> |

Contributions receivable due after 1 year consist of the following as of June 30, 2017 and 2016:

| | <u>2017</u> | <u>2016</u> |
|--|-------------------|-------------|
| Due after 1 year but less than 2 years | \$ 270,000 | \$ - |
| Due after 2 years but less than 3 years | 175,000 | - |
| Total contributions receivable - non-current | <u>\$ 445,000</u> | <u>\$ -</u> |

NOTE 6 - PROPERTY AND EQUIPMENT

Management evaluates its long-lived assets for financial impairment whenever events or changes in circumstances indicate the carrying value of an asset may not be recoverable. An impairment loss is recognized when the estimated undiscounted cash flows from the assets are less than the carrying value of the assets. Assets to be disposed of are reported at the lower of their carrying amount, or fair value, less costs to sell.

Property and equipment were as follows as of June 30, 2017 and 2016:

| | <u>2017</u> | <u>2016</u> |
|-----------------------------------|-------------------|------------------|
| Land | \$ 65,879 | \$ 65,879 |
| Building | 580,884 | 490,196 |
| Furniture, fixtures and equipment | 608,176 | 663,446 |
| | <u>1,254,939</u> | <u>1,219,521</u> |
| Less: accumulated depreciation | (1,094,104) | (1,057,128) |
| Less: unspent insurance proceeds | (7,803) | (98,492) |
| Property and equipment, net | <u>\$ 153,032</u> | <u>\$ 63,901</u> |

NOTE 7 - LINE OF CREDIT

JA has a revolving line of credit agreement with a financial institution in the amount of \$250 thousand. The line of credit includes interest at the financial institution's prime rate plus 2%. The line of credit is collateralized by real estate. There were no outstanding balances on the line of credit as of June 30, 2017 and 2016.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 8 - NET ASSETS

Temporarily Restricted Net Assets

Changes in temporarily restricted net assets for the years ended June 30, 2017 and 2016 consisted of the following:

| | <u>2017</u> | <u>2016</u> |
|---------------------------------|-------------------|------------------|
| Net assets, beginning of year | \$ 25,000 | \$ - |
| Program restricted contribution | 855,000 | 25,000 |
| Released from time restrictions | <u>(25,000)</u> | <u>-</u> |
| Net assets, end of year | <u>\$ 855,000</u> | <u>\$ 25,000</u> |

Temporarily restricted net assets as of June 30, 2016 was comprised of a contribution received with a time restriction satisfied in the year ended June 30, 2017.

Temporarily restricted net assets as of June 30, 2017 consisted of the following restrictions (time, program purpose, or both):

| <u>Temporary Restriction:</u> | <u>Amount</u> |
|---|-------------------|
| Program Purposes - JA BizTown® | \$ 125,000 |
| Time & Program Purposes - JA BizTown® in future fiscal years | 715,000 |
| Time & Program Purposes - JA Finance Park® in future fiscal years | <u>15,000</u> |
| | <u>\$ 855,000</u> |

Permanently Restricted Net Assets

Permanently restricted net assets as of June 30, 2017 and 2016 consisted of the following:

| | <u>2017</u> | <u>2016</u> |
|-------------------------------|-------------------|-------------------|
| Net assets, beginning of year | \$ 111,511 | \$ 109,864 |
| Income from investments | <u>2,866</u> | <u>1,647</u> |
| Net assets, end of year | <u>\$ 114,377</u> | <u>\$ 111,511</u> |

NOTE 9 - IN-KIND CONTRIBUTIONS

JA receives donated goods and services, paying for most services requiring specific expertise. A number of volunteers have donated substantial amounts of their time in certain of the JA's program service areas. When the value of donated services requires specific expertise, it is reflected in the financial statements as a revenue and expense. For the years ended June 30, 2017 and 2016, JA recorded in-kind contributions as follows:

| | <u>2017</u> | <u>2016</u> |
|-----------------------------|-------------------|------------------|
| Professional services | \$ 109,291 | \$ 65,516 |
| Common stock | - | 7,838 |
| Software | <u>27,058</u> | <u>13,651</u> |
| Total in-kind contributions | <u>\$ 136,349</u> | <u>\$ 87,005</u> |

NOTE 10 - COMMITMENTS AND CONTINGENCIES

Operating Lease

JA leases office space under a non-cancelable operating lease expiring in November 2018. Future minimum commitments under operating lease is as follows:

| <u>Year ending:</u> | |
|---------------------|-----------------|
| 2018 | \$ 7,200 |
| 2019 | 2,400 |
| Total | <u>\$ 9,600</u> |

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 10 - COMMITMENTS AND CONTINGENCIES (continued)

Capital Lease

During 2016, JA entered into a lease for two copiers with a total value of \$11.5 thousand. Accumulated amortization of the leased equipment as of June 30, 2017 and 2016, was \$4 thousand and \$2 thousand, respectively. The lease is payable in monthly payments of \$229 for 60 months.

The future minimum lease payments required under the capital leases and the present value of the net minimum lease payments as of June 30, 2017, are as follows:

| | <u>Year ending:</u> | <u>Amount</u> |
|---|---------------------|---------------|
| | 2018 | \$ 2,748 |
| | 2019 | 2,748 |
| | 2020 | 2,748 |
| | 2021 | 2,748 |
| Total minimum lease payments | | 10,992 |
| Less: Amount representing interest | | (2,061) |
| Present value of net minimum lease payments | | 8,931 |
| Less: Current maturities of capital lease obligations | | (2,106) |
| Long-term capital lease obligations | | \$ 6,825 |

Concentrations

JA derives the majority of its revenue from contributions and special events. Continued funding from these sources at current levels is dependent upon various factors. Such factors include economic conditions, compliance with grant provisions, donor satisfaction and public perception of mission effectiveness and relative

Most of JA's business activities are conducted within the Dallas, Texas metroplex. Therefore, JA is subject to the economic conditions in that area.

JA maintains cash balances in several financial institutions. The balances are insured by the FDIC up to \$250 thousand on interest bearing accounts, and all non-interest bearing accounts are fully insured. As of June 30, 2017 and 2016, JA had uninsured balances in the amounts of \$482 thousand and \$376 thousand, respectively.

NOTE 11 - BENEFIT PLANS

Retirement Plan

JA participates in a retirement plan sponsored by JA USA. Employees with one year of service who work over a thousand hours annually, in accordance with the terms of the plan, are eligible to participate in the Retirement Plan for Employees of Junior Achievement, U.S.A. ("Plan"). The Plan is a defined benefit plan and is subject to the provisions of the Employee Retirement Income Security Act of 1974 (ERISA). The Plan provides retirement benefits based on age at retirement and years of service. JA contributed to JA USA an amount equal to 16.75 percent of eligible employees' annual salary for the years ended June 30, 2017 and 2016. Contributions are expensed as paid. JA is not directly responsible for the obligations of the Plan as administered by JA USA.

| <u>EIN/Pension</u> | <u>Plan Number</u> | <u>Funded Status</u> | | <u>Contributions of JA</u> | |
|---|--------------------|----------------------|-------------|----------------------------|-------------|
| <u>Pension Fund</u> | | <u>2017</u> | <u>2016</u> | <u>2017</u> | <u>2016</u> |
| 13-1635270 | PN 333 | 86% | 68% | \$ 111,838 | \$ 83,858 |
| Retirement Plan for Employees of Junior Achievement USA | | | | | |

JUNIOR ACHIEVEMENT OF DALLAS, INC.
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

NOTE 11 - BENEFIT PLANS (continued)

Health and Welfare Benefit Trust

JA participates in a self-funded medical, dental and other benefits plan sponsored by JA USA. The plan covers full-time employees of JA and their beneficiaries and covered dependents that are eligible to participate in the Junior Achievement, USA Health & Welfare Benefits Trust ("Trust"). The Trust is accounted for like a multi-employer plan. Premiums are paid into the Trust for each participant by JA. All the assets and liabilities of the plan are held in the Trust. JA is not directly responsible for the benefit obligations of the Plan as administered by JA USA. Accordingly, no balances or transactions of the Trust are recorded in the financial statements of JA. Benefit expense for the years ended June 30, 2017 and 2016 was approximately \$109 thousand and \$108 thousand, respectively.

NOTE 12 - TRANSACTIONS WITH AFFILIATE

Each Junior Achievement area is required to pay license fees to the national organization, JA USA, on all contributions, special events income, and certain grant income raised in its territory in accordance with a scale established by the board of directors of JA USA and ratified by the areas. The fee is computed at 9% of the first \$300 thousand and 1.8% of the amount over \$300 thousand. The license fee expense paid to JA USA was \$62 thousand and \$52 thousand for the years ended June 30, 2017 and 2016, respectively, and is included as expenses in the accompanying Statement of Activities.

JA incurred expenses for the purchase of program materials from JA USA in the amount of \$251 thousand and \$265 thousand in 2017 and 2016, respectively. As of June 30, 2017 and 2016, no amounts were payable to JA USA.

NOTE 13 - SUMMARIZED FINANCIAL INFORMATION

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with JA's financial statements for the year ended June 30, 2016, as included in these financial statements, from which the summarized information was derived.

NOTE 14 - TAX STATUS

According to the Internal Revenue Service, JA is considered a subordinate organization of JA USA and is recognized as a 501(c)(3) organization and is entitled to all rights of a 501(c)(3) organization.

JA considers whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements, and may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. Examples of tax positions include the tax-exempt status of JA and various positions related to the potential sources of unrelated business taxable income. There were no unrecognized tax benefits identified or recorded as liabilities during the years ended June 30, 2017 or 2016.

JA annually files Form 990 in the U.S. federal jurisdiction. JA's Form 990 for 2014 and subsequent years are subject to examination by the Internal Revenue Service.

NOTE 15 - SUBSEQUENT EVENTS

Management has reviewed events occurring subsequent to June 30, 2017 through the issue date of the financial statements, September 20, 2017. Based on this review, there were no material subsequent events that require recognition or additional disclosure in the financial statements except for the following disclosure.

As of June 30, 2017, the JA had temporarily restricted assets for the JA BizTown® program that will be released from restrictions in the fiscal year that the program starts providing services to the students of the school districts partnered with the program. The program is anticipated to start providing services in October 2017.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
COMBINING STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2017

| | <u>Dallas Office</u> | <u>Tyler Office</u> | <u>Elimination entries</u> | <u>Combined Total</u> |
|---|----------------------|---------------------|--------------------------------|---------------------------|
| ASSETS | | | | |
| Current Assets: | | | | |
| Cash and cash equivalents | \$ 711,344 | \$ 149,639 | \$ - | \$ 860,983 |
| Current investments | 23,754 | - | - | 23,754 |
| Contributions receivable, net | 303,342 | 550 | - | 303,892 |
| Prepaid expenses | 45,468 | 1,836 | - | 47,304 |
| Total Current Assets | 1,083,908 | 152,025 | - | 1,235,933 |
| Investments | 142,730 | 10,236 | - | 152,966 |
| Contributions receivable | 445,000 | - | - | 445,000 |
| Property and equipment, net | 153,032 | - | - | 153,032 |
| Total Assets | <u>\$ 1,824,670</u> | <u>\$ 162,261</u> | <u>\$ -</u> | <u>\$ 1,986,931</u> |
| LIABILITIES AND NET ASSETS | | | | |
| Current Liabilities: | | | | |
| Accounts payable | \$ 33,950 | \$ 641 | \$ - | \$ 34,591 |
| Accrued payroll | 84,035 | 4,014 | - | 88,049 |
| Capital lease obligation, current portion | 2,106 | - | - | 2,106 |
| Other current liabilities | 18,126 | - | - | 18,126 |
| Total Current Liabilities | 138,217 | 4,655 | - | 142,872 |
| Capital lease obligation | 6,825 | - | - | 6,825 |
| Total Liabilities | 145,042 | 4,655 | - | 149,697 |
| Commitments and Contingencies | - | - | - | - |
| Net Assets: | | | | |
| Unrestricted net assets | 720,251 | 147,606 | - | 867,857 |
| Temporarily restricted net assets | 855,000 | - | - | 855,000 |
| Permanently restricted net assets | 104,377 | 10,000 | - | 114,377 |
| Total Net Assets | 1,679,628 | 157,606 | - | 1,837,234 |
| Total Liabilities and Net Assets | <u>\$ 1,824,670</u> | <u>\$ 162,261</u> | <u>\$ -</u> | <u>\$ 1,986,931</u> |

NOTE - The above Combining Statement of Financial Position presents the operations of the two office locations in Northeast Texas, Dallas and Tyler, operated by Junior Achievement of Dallas, Inc.

**JUNIOR ACHIEVEMENT OF DALLAS, INC.
COMBINING STATEMENTS OF ACTIVITIES
YEAR ENDED JUNE 30, 2017**

| | Dallas Office | | | | Tyler Office | | | | Combined Total | | | |
|---------------------------------------|-------------------|---------------------------|---------------------------|---------------------|-------------------|---------------------------|---------------------------|-------------------|-------------------|---------------------------|---------------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
| Public Support and Revenue: | | | | | | | | | | | | |
| Contributions | | | | | | | | | | | | |
| Corporate | \$ 558,663 | \$ 765,000 | \$ - | \$ 1,323,663 | \$ 15,746 | \$ - | \$ - | \$ 15,746 | \$ 574,409 | \$ 765,000 | \$ - | \$ 1,339,409 |
| Individual | 159,896 | 90,000 | - | 249,896 | 8,310 | - | - | 8,310 | 168,206 | 90,000 | - | 258,206 |
| Foundation | 191,515 | - | - | 191,515 | 56,500 | - | - | 56,500 | 248,015 | - | - | 248,015 |
| Total Contributions | 910,074 | 855,000 | - | 1,765,074 | 80,556 | - | - | 80,556 | 990,630 | 855,000 | - | 1,845,630 |
| Special events income | 901,722 | - | - | 901,722 | 97,633 | - | - | 97,633 | 999,355 | - | - | 999,355 |
| Special events expenses | (130,714) | - | - | (130,714) | (19,732) | - | - | (19,732) | (150,446) | - | - | (150,446) |
| Special events income, net | 771,008 | - | - | 771,008 | 77,901 | - | - | 77,901 | 848,909 | - | - | 848,909 |
| Unrealized gain on investments | 23,074 | - | - | 23,074 | - | - | - | - | 23,074 | - | - | 23,074 |
| In-kind contributions | 136,349 | - | - | 136,349 | - | - | - | - | 136,349 | - | - | 136,349 |
| Other income | 2,514 | - | 2,866 | 5,380 | 1,064 | - | - | 1,064 | 3,578 | - | 2,866 | 6,444 |
| Net assets released from restrictions | 25,000 | (25,000) | - | - | - | - | - | - | 25,000 | (25,000) | - | - |
| Total Public Support and Revenue | 1,868,019 | 830,000 | 2,866 | 2,700,885 | 159,521 | - | - | 159,521 | 2,027,540 | 830,000 | 2,866 | 2,860,406 |
| Expenses: | | | | | | | | | | | | |
| Program services | 1,383,611 | - | - | 1,383,611 | 94,493 | - | - | 94,493 | 1,478,104 | - | - | 1,478,104 |
| Support services: | | | | | | | | | | | | |
| Management and general expense | 162,670 | - | - | 162,670 | 10,461 | - | - | 10,461 | 173,131 | - | - | 173,131 |
| Fund raising expense | 316,977 | - | - | 316,977 | 30,032 | - | - | 30,032 | 347,009 | - | - | 347,009 |
| Total Expenses | 1,863,258 | - | - | 1,863,258 | 134,986 | - | - | 134,986 | 1,998,244 | - | - | 1,998,244 |
| Change in Net Assets | 4,761 | 830,000 | 2,866 | 837,627 | 24,535 | - | - | 24,535 | 29,296 | 830,000 | 2,866 | 862,162 |
| Net Assets, beginning of year | 715,490 | 25,000 | 101,511 | 842,001 | 123,071 | - | 10,000 | 133,071 | 838,561 | 25,000 | 111,511 | 975,072 |
| Net Assets, end of year | <u>\$ 720,251</u> | <u>\$ 855,000</u> | <u>\$ 104,377</u> | <u>\$ 1,679,628</u> | <u>\$ 147,606</u> | <u>\$ -</u> | <u>\$ 10,000</u> | <u>\$ 157,606</u> | <u>\$ 867,857</u> | <u>\$ 855,000</u> | <u>\$ 114,377</u> | <u>\$ 1,837,234</u> |

NOTE - The above Combining Statement of Activities presents the operations of the two office locations in Northeast Texas, Dallas and Tyler, operated by Junior Achievement of Dallas, Inc.

JUNIOR ACHIEVEMENT OF DALLAS, INC.
COMBINING STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2016

| | <u>Dallas Office</u> | <u>Tyler Office</u> | <u>Elimination entries</u> | <u>Combined Total</u> |
|---|----------------------|---------------------|--------------------------------|---------------------------|
| ASSETS | | | | |
| Current Assets: | | | | |
| Cash and cash equivalents | \$ 630,323 | \$ 118,591 | \$ - | \$ 748,914 |
| Investments | 39,033 | 164 | - | 39,197 |
| Contributions receivable, net | 118,812 | 6,671 | - | 125,483 |
| Prepaid expenses | <u>5,704</u> | <u>650</u> | <u>-</u> | <u>6,354</u> |
| Total Current Assets | 793,872 | 126,076 | - | 919,948 |
| Investments | 101,511 | 10,000 | - | 111,511 |
| Property and equipment, net | <u>63,901</u> | <u>-</u> | <u>-</u> | <u>63,901</u> |
| Total Assets | <u>\$ 959,284</u> | <u>\$ 136,076</u> | <u>\$ -</u> | <u>\$ 1,095,360</u> |
| LIABILITIES AND NET ASSETS | | | | |
| Current Liabilities: | | | | |
| Accounts payable | \$ 37,378 | \$ - | \$ - | \$ 37,378 |
| Accrued payroll | 63,718 | 3,005 | - | 66,723 |
| Capital lease obligation, current portion | 2,083 | - | - | 2,083 |
| Other current liabilities | <u>6,380</u> | <u>-</u> | <u>-</u> | <u>6,380</u> |
| Total Current Liabilities | 109,559 | 3,005 | - | 112,564 |
| Capital lease obligation | <u>7,724</u> | <u>-</u> | <u>-</u> | <u>7,724</u> |
| Total Liabilities | <u>117,283</u> | <u>3,005</u> | <u>-</u> | <u>120,288</u> |
| Commitments and Contingencies | - | - | - | - |
| Net Assets: | | | | |
| Unrestricted net assets | 715,490 | 123,071 | - | 838,561 |
| Temporarily restricted net assets | 25,000 | - | - | 25,000 |
| Permanently restricted net assets | <u>101,511</u> | <u>10,000</u> | <u>-</u> | <u>111,511</u> |
| Total Net Assets | <u>842,001</u> | <u>133,071</u> | <u>-</u> | <u>975,072</u> |
| Total Liabilities and Net Assets | <u>\$ 959,284</u> | <u>\$ 136,076</u> | <u>\$ -</u> | <u>\$ 1,095,360</u> |

NOTE - The above Combining Statement of Financial Position presents the operations of the two office locations in Northeast Texas, Dallas and Tyler, operated by Junior Achievement of Dallas, Inc.

**JUNIOR ACHIEVEMENT OF DALLAS, INC.
COMBINING STATEMENTS OF ACTIVITIES
YEAR ENDED JUNE 30, 2016**

| | Dallas Office | | | | Tyler Office | | | | Combined Total | | | |
|----------------------------------|-------------------|------------------------|------------------------|-------------------|-------------------|------------------------|------------------------|-------------------|-------------------|------------------------|------------------------|-------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
| Public Support and Revenue: | | | | | | | | | | | | |
| Contributions: | | | | | | | | | | | | |
| Corporate | \$ 572,544 | \$ 25,000 | \$ - | \$ 597,544 | \$ 14,000 | \$ - | \$ - | \$ 14,000 | \$ 586,544 | \$ 25,000 | \$ - | \$ 611,544 |
| Individual | 124,360 | - | - | 124,360 | 43,500 | - | - | 43,500 | 167,860 | - | - | 167,860 |
| Foundation | 166,968 | - | - | 166,968 | 9,558 | - | - | 9,558 | 176,526 | - | - | 176,526 |
| Total Contributions | 863,872 | 25,000 | - | 888,872 | 67,058 | - | - | 67,058 | 930,930 | 25,000 | - | 955,930 |
| Special events income | 797,051 | - | - | 797,051 | 70,680 | - | - | 70,680 | 867,731 | - | - | 867,731 |
| Special events expenses | (151,098) | - | - | (151,098) | (9,855) | - | - | (9,855) | (160,953) | - | - | (160,953) |
| Special events income, net | 645,953 | - | - | 645,953 | 60,825 | - | - | 60,825 | 706,778 | - | - | 706,778 |
| Unrealized gain on investments | 1,044 | - | - | 1,044 | - | - | - | - | 1,044 | - | - | 1,044 |
| In-kind contributions | 87,005 | - | - | 87,005 | - | - | - | - | 87,005 | - | - | 87,005 |
| Other income | 1,267 | - | 1,647 | 2,914 | 6,406 | - | - | 6,406 | 7,673 | - | 1,647 | 9,320 |
| Total Public Support and Revenue | 1,599,141 | 25,000 | 1,647 | 1,625,788 | 134,289 | - | - | 134,289 | 1,733,430 | 25,000 | 1,647 | 1,760,077 |
| Expenses: | | | | | | | | | | | | |
| Program services | 1,261,797 | - | - | 1,261,797 | 97,509 | - | - | 97,509 | 1,359,306 | - | - | 1,359,306 |
| Support services: | | | | | | | | | | | | |
| Management and general expense | 138,591 | - | - | 138,591 | 10,800 | - | - | 10,800 | 149,391 | - | - | 149,391 |
| Fund raising expense | 275,263 | - | - | 275,263 | 32,142 | - | - | 32,142 | 307,405 | - | - | 307,405 |
| Total Expenses | 1,675,651 | - | - | 1,675,651 | 140,451 | - | - | 140,451 | 1,816,102 | - | - | 1,816,102 |
| Change in Net Assets | (76,510) | 25,000 | 1,647 | (49,863) | (6,162) | - | - | (6,162) | (82,672) | 25,000 | 1,647 | (56,025) |
| Net Assets, beginning of year | 792,000 | - | 99,864 | 891,864 | 129,233 | - | 10,000 | 139,233 | 921,233 | - | 109,864 | 1,031,097 |
| Net Assets, end of year | <u>\$ 715,490</u> | <u>\$ 25,000</u> | <u>\$ 101,511</u> | <u>\$ 842,001</u> | <u>\$ 123,071</u> | <u>\$ -</u> | <u>\$ 10,000</u> | <u>\$ 133,071</u> | <u>\$ 838,561</u> | <u>\$ 25,000</u> | <u>\$ 111,511</u> | <u>\$ 975,072</u> |

NOTE - The above Combining Statement of Activities presents the operations of the two office locations in Northeast Texas, Dallas and Tyler, operated by Junior Achievement of Dallas, Inc.