

The Blind Children's Center, Inc.

Financial Statements

June 30, 2019
(With Comparative Totals for 2018)



TABLE OF CONTENTS

	<u>Page No.</u>
Independent Auditor's Report	1 - 2
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 17



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
The Blind Children's Center, Inc.
Los Angeles, California

We have audited the accompanying financial statements of The Blind Children's Center, Inc. (the "Center"), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 The Blind Children's Center, Inc. as of June 30, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



An independent firm
associated with Moore's
Global Network Limited

Change in Accounting Principle

As described in Note 2 to the financial statements, the Center has adopted ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect to that matter.

Emphasis of Matter

As discussed in Note 2 to the financial statements, on March 11, 2020, the World Health Organization declared the novel strain of coronavirus (COVID-19), a global pandemic and recommended containment and mitigation measures worldwide. The ultimate financial impact and duration of these events cannot be reasonably estimated at this time. Our opinion is not modified with respect to that matter.

Report on Summarized Comparative Information

We have previously audited The Blind Children's Center, Inc.'s 2018 financial statements, and our report dated January 28, 2019 expressed an unmodified opinion on those audited financial statements. As part of our audit of the 2019 financial statements, we also audited the adjustments to the 2018 financial statements to apply the change in accounting principle discussed above. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, adjusted for the change in accounting principle discussed above, is consistent, in all material respects, with the audited financial statements from which it has been derived. Also, in our opinion, such adjustments are appropriate and have been properly applied.



Armanino^{LLP}
Los Angeles, California

April 1, 2020

The Blind Children's Center, Inc.
Statement of Financial Position
June 30, 2019
(With Comparative Totals for 2018)

	2019	2018
ASSETS		
Current assets		
Cash and cash equivalents	\$ 1,207,121	\$ 1,418,697
Investments	7,300,743	8,051,689
Bequests receivable	167,892	-
Contributions receivable	95,632	8,122
Pledges receivable	45,000	-
Inventory of publications	46,590	87,157
Prepaid expenses	72,005	39,200
Total current assets	8,934,983	9,604,865
Property and equipment, net	1,181,988	1,239,001
Total assets	\$ 10,116,971	\$ 10,843,866
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued expenses	\$ 432,565	\$ 388,358
Total current liabilities	432,565	388,358
Commitments (Note 7)		
Net assets		
Without donor restrictions		
Investment in property and equipment	1,181,988	1,239,001
Research fund	125,000	-
General	7,249,443	8,406,895
Total without donor restrictions	8,556,431	9,645,896
With donor restrictions	1,127,975	809,612
Total net assets	9,684,406	10,455,508
Total liabilities and net assets	\$ 10,116,971	\$ 10,843,866

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

The Blind Children's Center, Inc.
Statement of Activities
For the Year Ended June 30, 2019
(With Comparative Totals for 2018)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2019 Total</u>	<u>2018 Total</u>
Revenues, gains and other support				
Contributions	\$ 578,287	\$ 398,550	\$ 976,837	\$ 873,329
Bequests	492,397	167,892	660,289	161,180
Special events	423,058	-	423,058	565,812
Publications	5,075	-	5,075	4,290
Other income	90,275	-	90,275	16,042
Investment income, net	488,202	33,501	521,703	574,337
Net assets released from restrictions	<u>281,580</u>	<u>(281,580)</u>	<u>-</u>	<u>-</u>
Total revenues, gains and other support	<u>2,358,874</u>	<u>318,363</u>	<u>2,677,237</u>	<u>2,194,990</u>
Functional expenses				
Program services	<u>2,458,732</u>	<u>-</u>	<u>2,458,732</u>	<u>2,425,626</u>
Support services				
Management and general	317,794	-	317,794	334,133
Fundraising	<u>671,813</u>	<u>-</u>	<u>671,813</u>	<u>668,161</u>
Total support services	<u>989,607</u>	<u>-</u>	<u>989,607</u>	<u>1,002,294</u>
Total functional expenses	<u>3,448,339</u>	<u>-</u>	<u>3,448,339</u>	<u>3,427,920</u>
Change in net assets	(1,089,465)	318,363	(771,102)	(1,232,930)
Net assets, beginning of year	<u>9,645,896</u>	<u>809,612</u>	<u>10,455,508</u>	<u>11,688,438</u>
Net assets, end of year	<u>\$ 8,556,431</u>	<u>\$ 1,127,975</u>	<u>\$ 9,684,406</u>	<u>\$ 10,455,508</u>

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

The Blind Children's Center, Inc.
Statement of Functional Expenses
For the Year Ended June 30, 2019
(With Comparative Totals for 2018)

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>2019 Total</u>	<u>2018 Total</u>
Personnel expenses					
Salaries	\$ 1,528,957	\$ 231,337	\$ 295,385	\$ 2,055,679	\$ 2,292,701
Payroll taxes	107,260	15,731	20,022	143,013	170,728
Employee benefits	280,371	40,580	47,958	368,909	265,398
Professional and specialist's fees	69,802	4,626	31,647	106,075	44,450
Educational supplies	54,857	155	226	55,238	47,244
Office rent	26,820	1,778	2,587	31,185	27,142
Occupancy expenses	104,721	8,179	10,107	123,007	107,908
Depreciation and amortization	95,428	6,325	9,209	110,962	94,761
Research	25,000	-	-	25,000	22,645
Donor stewardship	-	-	2,150	2,150	1,508
Mileage	976	-	-	976	1,658
Postage	7,634	642	737	9,013	5,249
Printing	44,248	-	5,640	49,888	10,426
Professional development	5,476	363	529	6,368	2,175
Repairs and maintenance	52,783	3,257	4,742	60,782	26,702
Software maintenance	3,771	250	364	4,385	4,680
Special events expense	-	-	229,374	229,374	245,671
Telephone	24,992	1,656	2,413	29,061	25,997
Bad debt expense	-	-	1,525	1,525	23,977
Other expenses	25,636	2,915	7,198	35,749	6,900
	<u>\$ 2,458,732</u>	<u>\$ 317,794</u>	<u>\$ 671,813</u>	<u>\$ 3,448,339</u>	<u>\$ 3,427,920</u>

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

The Blind Children's Center, Inc.
Statement of Cash Flows
For the Year Ended June 30, 2019
(With Comparative Totals for 2018)

	<u>2019</u>	<u>2018</u>
Cash flows from operating activities		
Change in net assets	\$ (771,102)	\$ (1,232,930)
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation and amortization	110,962	94,761
Net realized and unrealized gains on investments	(411,584)	(412,971)
Loss on disposal of property and equipment	1,023	-
Changes in operating assets and liabilities		
Bequests receivable	(167,892)	50,650
Contributions receivable	(87,510)	142,707
Pledges receivable	(45,000)	-
Inventory of publications	40,567	923
Prepaid expenses	(32,805)	(3,479)
Accounts payable and accrued expenses	44,207	(136,430)
Net cash used in operating activities	<u>(1,319,134)</u>	<u>(1,496,769)</u>
Cash flows from investing activities		
Purchases of investments	(3,029,259)	(7,851,253)
Proceeds from sale of investments	4,191,789	9,572,960
Purchases of property and equipment	<u>(54,972)</u>	<u>(304,111)</u>
Net cash provided by investing activities	<u>1,107,558</u>	<u>1,417,596</u>
Net decrease in cash	(211,576)	(79,173)
Cash, beginning of year	<u>1,418,697</u>	<u>1,497,870</u>
Cash, end of year	<u>\$ 1,207,121</u>	<u>\$ 1,418,697</u>

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

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

1. NATURE OF OPERATIONS

The mission of The Blind Children's Center, Inc. (the "Center") is to prepare children who are visually impaired to thrive in a sighted world through exclusive, family-focused early intervention and child development programs.

The Center is a 501 (c) (3) nonprofit organization founded in 1938 by the Delta Gamma Alumnae Association of Southern California. Each year the Center serves approximately 100 children who are blind or visually impaired and provides an array of support services for more than 350 family members. Our goal is to optimize each child's development and opportunities to lead a meaningful life through a comprehensive program beginning with early intervention, followed by an educational curriculum specifically adapted to the needs of each student. We are committed to a family-focused approach where parents, siblings, grandparents, and caregivers are included in the educational process every step of the way.

In keeping with best practices, our programs are fully inclusive with sighted children integrated in each class, providing unique opportunities for social interaction and acquisition of critical skills. Our multidisciplinary team of experts utilizes leading-edge technology and adaptive devices to help our students who are visually impaired keep pace in the sighted world. A model program, the Center impacts communities globally through presentations, conferences, and research grants, as well as a full suite of publications for families and professionals. In all, more than 750,000 copies of our publications have been distributed in 75 countries and translated into 17 languages.

Throughout our long history a dedicated community of friends and supporters has sustained our vital work. We neither seek nor receive government assistance and are not a United Way Agency. Rather, the Center's funding reflects the generosity of private donors and the trust of foundations and corporations, which allows us to provide these life-changing services at no cost to our students and families.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Change in accounting principle

In August 2016, the Financial Accounting Standards Board has issued Accounting Standards Update ("ASU") No. 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities* ("ASU 2016-14"). ASU 2016-14 makes certain improvements to current reporting requirements, including:

1. Reducing the classes of net asset from three (unrestricted, temporarily restricted and permanently restricted) to two (with donor restrictions and without donor restrictions).
2. Enhancing disclosures about:
 - a. Amounts and purposes of governing board designations, appropriations, and similar actions that result in self-imposed limits on use of resources without donor imposed restrictions.
 - b. Composition of net assets with donor restrictions and how the restrictions affect the use of resources.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Change in accounting principle (continued)

- c. Qualitative information about management of liquid resources and quantitative information about the availability of liquid resources to meet cash needs for general expenditures within one year of the statement of financial position date.
 - d. Amounts of expenses by both their natural classification and their functional classification in one location as a separate statement or in the notes to the financial statements.
 - e. Methods used to allocate costs amongst program and support functions.
 - f. Underwater endowment funds
3. Reporting investment return net of external and direct internal investment expenses.
4. Use, in the absence of explicit donor stipulations, the placed-in-service approach for reporting expirations of restrictions on gifts of cash and other assets to be used to acquire or construct long-lived asset and reclassifying any amounts from net assets with donor restrictions to net assets without donor restrictions for such long-lived assets that have been placed in service as of the beginning of the period of adoption (thus eliminating the current option to release the donor-imposed restriction over the estimated useful life of the acquired asset).

The amendments have been applied on a retrospective basis in 2018.

Basis of accounting and financial statement presentation

The financial statements of the Center have been prepared on the accrual basis of accounting and presented on the basis of net assets with or without donor restrictions, in accordance with accounting principles generally accepted in the United States of America ("GAAP").

- *Net assets without donor restrictions* - represent resources available to the Center's operations which are not otherwise limited by donor restrictions and restricted resources that have become available for use by the Center in accordance with the intentions of the donors.
- *Net assets without donor restriction, investment in property and equipment* - represents the net book value of property and equipment, at cost.
- *Net assets without donor restriction, Research fund* - represents board designated funds set aside for future research grants.
- *Net assets with donor restrictions* - consists of contributed funds subject to donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Center may spend the funds. This class also includes contributed funds subject to irrevocable donor restrictions requiring that the assets be maintained in perpetuity usually for the purpose of generating investment income to fund operations as designated by donors.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Use of estimates

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

Income tax status

The Center is a nonprofit organization under section 501(c)(3) of the Internal Revenue Code and similar provisions for the state of California and, therefore, is exempt from federal and state income taxes.

The Center follows ASC 740, *Accounting for Income Taxes* ("ASC 740") which provides detailed guidance for the financial statement recognition, measurement and disclosure of uncertain tax positions recognized in an organization's financial statements. Specifically, ASC 740-10-25 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. It also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition.

Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by the Center and recognize a tax liability (or asset) if the Center has taken an uncertain position that more likely than not would not be sustained upon examination by the Internal Revenue Service. Management has analyzed the tax positions taken by the Center and has concluded that as of June 30, 2019, there were no uncertain positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the financial statements. The Center is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax period in progress. Management believes it is no longer subject to federal income tax examinations for years prior to 2016 and 2015 for the state of California.

Cash and cash equivalents

Cash and cash equivalents include all cash balances, money market funds, and highly liquid investments with an original maturity of three months or less.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Bequest receivable

Individual bequests are recorded as revenue at the time the Center becomes entitled to the assets, the probate court has issued the order permitting the executor to distribute the assets, the amount to be received is assured or can be reasonably determined, and the distributions are anticipated within a reasonable period, generally twelve months. The Center has been designated as a beneficiary of several bequests, which have not been recorded in the accompanying financial statements at June 30, 2019, as they do not meet the foregoing criteria.

Contributions receivables

When a donor has unconditionally promised to contribute funds in future periods, the Center recognizes the fair value of the pledge receivable. Pledges expected to be collected in future years are recorded as a donation and a receivable at the present value of the expected future cash flows.

Investments

The Center accounts for investments in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic 958-320 *Not-for-Profit Entities: Investments - Debt and Equity Securities* ("ASC 958-320"). ASC 958-320 requires that investments in debt and equity securities with readily determinable fair values to be reported at fair market value in the statement of financial position.

Sales and purchases of securities are recorded on the trade date, which results in receivables and payables on trades that have not yet been settled at the financial statement date. Interest income is recorded as earned on an accrual basis, and dividend income is recorded based upon the ex-dividend date. Realized gains and losses are calculated based upon the underlying cost of securities traded. Unrealized gains and losses are included in the statement of activities and represent the difference between the cost and market quotations of investments held at the end of the fiscal year.

Investments in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain long-term investments, it is reasonably possible that changes in the values of these investments will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

Investments are made according to the investment policies, guidelines, and objectives adopted by the Center's Board of Directors. These guidelines provide for investments in equities, fixed income, and other securities with performance measured against appropriate indices. Market values of such investments are routinely reviewed by the Board of Directors.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fair value measurements

The Center has adopted Accounting Standards Codification No. 820-10, *Fair Value Measurements and Disclosures* ("ASC 820-10") which provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of inputs that may be used to measure fair value under ASC 820-10 are described below:

- *Level 1* - Quoted prices in active market for identical assets or liabilities,
- *Level 2* - Observable inputs based on quoted on prices in non-active markets or in active markets for similar assets and liabilities. Inputs other than quoted prices that are observable or inputs that are not directly observable, but are corroborated by observable market data,
- *Level 3* - Unobservable inputs that are supported by little or no market activity and that are significant to the measurements of the assets or liabilities. The Center did not have any investments that are categorized as Level 3 as of June 30, 2019.

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 maximum the use of observable inputs and minimize the use of unobservable inputs.

The fair value of fixed income and equity securities are based on quoted market prices.

Inventory of publications

Inventory of publications consists of educational booklets written by professionals at or associated with the Center. The Center publishes these booklets to be distributed to parents, educators and specialists throughout the world for a nominal fee. Inventory is stated at cost, computed on a first-in, first-out basis.

Property and equipment

Purchases of property and equipment are recorded at cost. Donated items are recorded at fair value when received. Depreciation and amortization on both purchased and donated items are computed using the straight-line method over the following estimated useful lives:

Buildings	33 years
Land improvements	5 - 33 years
Furniture and equipment	3 - 10 years

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Property and equipment (continued)

Normal repairs and maintenance are expensed as incurred, whereas significant charges that materially increase values or extend useful lives are capitalized and depreciated over the estimated useful lives of the related assets.

Contributions

The Center recognizes the full amount of contributions received in the period that they were made as with or without donor restrictions depending on the existence and/or nature of any donor restrictions.

Functional expenses

Expenses that can be identified with specific program or supporting services are charged directly to the related program or supporting service. Expenses that are associated with more than one program or supporting service are allocated based on evaluation by management. Expenses not related to a specific program are categorized by management as general and administrative expenses.

Subsequent events

The Center has evaluated events subsequent to June 30, 2019 to assess the need for potential recognition or disclosure in the financial statements. Such events were evaluated through April 1, 2020, the date the financial statements were available to be issued. Based upon this evaluation, it was determined that no subsequent events occurred that require recognition or additional disclosure in the financial statements except as disclosed below.

On March 11, 2020, the World Health Organization declared the novel strain of coronavirus (COVID-19) a global pandemic and recommended containment and mitigation measures worldwide. The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closings of businesses and shelter in place orders. As a result, equity markets have declined significantly from their historically high levels. The Center's own investment portfolio has declined approximately \$640,000 from its June 30, 2019 values. While the business disruption is currently expected to be temporary and markets typically recover, there is considerable uncertainty around the duration of the closings and shelter in place orders and the shorter-term market volatility. It is at least reasonably possible that this matter will negatively impact the Center. However, the financial impact and duration cannot be reasonably estimated at this time.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

3. INVESTMENTS

The following table sets forth by level, within the fair value hierarchy, the Center's assets at fair value as of June 30, 2019:

	Level 1	Level 2	Level 3	Fair Value
Government securities	\$ 411,552	\$ -	\$ -	\$ 411,552
Corporate bonds	228,391	-	-	228,391
Equities	2,080,842	-	-	2,080,842
Mutual funds	4,579,958	-	-	4,579,958
	\$ 7,300,743	\$ -	\$ -	\$ 7,300,743

4. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following:

Land	\$ 106,493
Buildings	278,893
Land improvements	1,804,363
Furniture and equipment	530,396
	2,720,145
Accumulated depreciation	(1,538,157)
	\$ 1,181,988

Depreciation expense for the year ended June 30, 2019 was \$110,962.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

5. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consisted of the following:

Therapeutic support services	\$	45,908
Infant program		114,091
Literacy program		22,901
Medical support program		25,455
Endowment investment income		335,868
Facility safety program		3,994
Capacity building program		13,146
Bequests receivable		167,892
Weingart Foundation		200,200
Estate-Jetta Goudal Grieve		157,020
Archer-Johnson Foundation		1,500
Estate-Walter & Holly Thomson		25,000
Estate-Margaret Bundy Scott		<u>15,000</u>
		<u>\$ 1,127,975</u>

6. ENDOWMENT

A portion of net assets with donor restrictions consist of endowments that are restricted by the donor for investment in perpetuity. The grant agreements for a portion of the net assets with donor restrictions allows the Center to use the interest and dividend income from the endowment for education purposes and allows the adjustment annually for realized and unrealized gains and losses. The Center's endowment consists of several individual funds established for education and general operations. Its endowment includes only donor-restricted endowment funds. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of relevant law

The Center's Board of Directors has interpreted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") 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 net assets with donor restrictions (a) the original value of gifts donated to the endowment included within net assets with donor restrictions, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the 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 is classified as without donor restrictions once the amounts are appropriated for expenditure by the Center in a manner consistent with the standard of prudence prescribed by UPMIFA.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

6. ENDOWMENT (continued)

Interpretation of relevant law (continued)

In accordance with UPMIFA, the Center 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 purposes 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

Endowment

The Center's endowment includes all net assets with donor restrictions.

Return objectives and risk parameters

The Center has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Center must hold in perpetuity or for a donor-specified period(s). Under this policy, as approved by the Board of Directors, the Center diversifies its investments, subject to practicality constraints, among a variety of asset classes so as to provide a balance that will enhance total real return while avoiding undue risk concentration in any single asset class or investment category. Actual returns in any given year may vary from their respective benchmarks.

Strategies employed for achieving objectives

To satisfy its long-term rate-of-return objectives, the Center 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 Center 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.

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

6. ENDOWMENT (continued)

Spending policy

The Center has not established a formal spending policy. To date, all earnings of the endowment funds not withdrawn are being reinvested.

Funds with deficiencies

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 Center to retain as a fund of perpetual duration. There were no such deficiencies as of June 30, 2019.

Endowment composition

Endowment net asset composition by type of fund as of June 30, 2019 and 2018 is as follows:

Endowments restricted by donors in perpetuity	\$ 398,720
Accumulated investment gains on donor-restricted endowments	<u>335,868</u>
	<u>\$ 734,588</u>

Changes in endowment net assets for the fiscal year ended June 30, 2019 is as follows:

	<u>With Donor Restrictions</u>
Balance, June 30, 2018	\$ 701,087
Investment income	<u>33,501</u>
Balance, June 30, 2019	<u>\$ 734,588</u>

7. COMMITMENTS

The Center leases office equipment for periods through April 2021. Rental expense was \$31,185 for the year ended June 30, 2019.

The scheduled minimum lease payments under the lease terms are as follows:

<u>Year ending June 30,</u>	
2020	\$ 4,583
2021	<u>2,180</u>
	<u>\$ 6,763</u>

The Blind Children's Center, Inc.
Notes to Financial Statements
June 30, 2019

8. RETIREMENT PLAN

The Center sponsors the Blind Children's Center 401(k) Profit Sharing Plan ("the Plan"). All employees 21 years old or older completing 1,000 hours of service to the Center are eligible to participate. Under the Plan, employees of the Center adopt salary reduction agreements and may contribute their reduced compensation to the Plan. The Center will match a portion of the participant's contribution to the Plan. The amount may vary from year to year based upon the budget approved by the Center's Board of Directors. During the year ended June 30, 2019, the Center contributed \$21,268 to the Plan.

9. LIQUIDITY AND FUNDS AVAILABLE

The Center regularly monitors liquidity required to meet its operating needs and other contractual commitments while also striving to maximize the investment of its available funds. As part of the Center's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. To meet liquidity needs, the Center has cash and investments available.

The following is a quantitative disclosure which describes assets that are available within one year of June 30, 2019 to fund general expenditures and other obligations when they become due.

Liquidity and funds available is as follows:

Financial assets	
Cash and cash equivalents	\$ 1,207,121
Investments	7,300,743
Bequests receivable	167,892
Contributions receivable	95,632
Pledges receivable	<u>45,000</u>
	8,816,388
Net assets with donor restrictions	(1,127,975)
Board designated net assets allocated to research	<u>(125,000)</u>
	<u><u>\$ 7,563,413</u></u>