

LANDMARKS FOR FAMILIES, INC.
NORTH CHARLESTON, SOUTH CAROLINA

AUDITED FINANCIAL STATEMENTS

FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

LANDMARKS FOR FAMILIES, INC.
TABLE OF CONTENTS
SEPTEMBER 30, 2024 AND 2023

| | <u>PAGE</u> |
|-------------------------------------|--------------------|
| INDEPENDENT AUDITORS' REPORT | 1 - 2 |
| FINANCIAL STATEMENTS | |
| Statements of Financial Position | 3 |
| Statements of Activities | 4 - 5 |
| Statements of Functional Expenses | 6 - 7 |
| Statements of Cash Flows | 8 |
| Notes to Financial Statements | 9 - 21 |

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Landmarks for Families, Inc.
North Charleston, South Carolina

Opinion

We have audited the financial statements of Landmarks for Families, Inc., ("a nonprofit organization") which comprise the statements of financial position as of September 30, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the financial position of the Landmarks for Families, Inc. as of September 30, 2024 and 2023, and the change 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.

Basis for Opinions

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Landmarks for Families, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Landmarks for Families, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Landmarks for Families, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Landmarks for Families, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Glaser and Company, LLC

Charleston, South Carolina
February 20, 2025

LANDMARKS FOR FAMILIES, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2024 AND 2023

| | <u>2024</u> | <u>2023</u> |
|---|---------------------|---------------------|
| <u>ASSETS</u> | | |
| <u>Current Assets</u> | | |
| Cash and cash equivalents | \$ 979,211 | \$ 1,636,076 |
| Receivables | 562,823 | 268,978 |
| Grants receivable and unconditional promises to give, net | 394,000 | 363,000 |
| Prepaid expenses | 82,128 | 69,591 |
| | <hr/> | <hr/> |
| Total Current Assets | 2,018,162 | 2,337,645 |
| <u>Non-Current Assets</u> | | |
| Commissioner's fund investments, at fair value | 274,312 | 238,986 |
| Grants receivable and unconditional promises to give, net | 305,494 | 530,127 |
| Property and equipment, net | 3,320,088 | 3,193,230 |
| | <hr/> | <hr/> |
| Total Non-Current Assets | 3,899,894 | 3,962,343 |
| | <hr/> | <hr/> |
| Total Assets | \$ 5,918,056 | \$ 6,299,988 |
| | <hr/> | <hr/> |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| <u>Current Liabilities</u> | | |
| Accounts payable - trade | \$ 45,416 | \$ 52,139 |
| Accrued payroll and related liabilities | 202,140 | 184,609 |
| Miscellaneous accrued expenses | 50,702 | 11,926 |
| Deferred revenue | 37,500 | 37,700 |
| | <hr/> | <hr/> |
| Total Current Liabilities | 335,758 | 286,374 |
| | <hr/> | <hr/> |
| Total Liabilities | 335,758 | 286,374 |
| <u>Net Assets</u> | | |
| Without donor restrictions | 4,159,511 | 4,613,999 |
| With donor restrictions | 1,422,787 | 1,399,615 |
| | <hr/> | <hr/> |
| Total Net Assets | 5,582,298 | 6,013,614 |
| | <hr/> | <hr/> |
| Total Liabilities and Net Assets | \$ 5,918,056 | \$ 6,299,988 |
| | <hr/> | <hr/> |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

| | 2024 | | | 2023 | | |
|---|-------------------------------|----------------------------|--------------|-------------------------------|----------------------------|--------------|
| | Without Donor Restrictions | With Donor Restrictions | Total | Without Donor Restrictions | With Donor Restrictions | Total |
| Support and Revenue | | | | | | |
| Client fees | \$ 1,027,304 | \$ - | \$ 1,027,304 | \$ 1,020,467 | \$ - | \$ 1,020,467 |
| Community-Based Prevention Services | 650,191 | - | 650,191 | 631,308 | - | 631,308 |
| USDA food and nutritional services | 34,190 | - | 34,190 | 36,909 | - | 36,909 |
| Contributed nonfinancial assets and services | 93,880 | - | 93,880 | 55,469 | - | 55,469 |
| Contributions from: | | | | | | |
| Charleston County School District | 31,140 | - | 31,140 | 29,456 | - | 29,456 |
| Other donations | 604,386 | 33,743 | 638,129 | 638,165 | 95,358 | 733,523 |
| Grants: | | | | | | |
| Federal government grants | 431,649 | - | 431,649 | - | - | - |
| State government grants | 375,175 | 279,362 | 654,537 | 462,595 | 158,000 | 620,595 |
| Local government grants | 21,154 | - | 21,154 | 34,717 | - | 34,717 |
| Foundation grants | 174,008 | 152,037 | 326,045 | 109,208 | 1,013,119 | 1,122,327 |
| Corporate grants | 124,250 | 30,000 | 154,250 | 24,000 | 19,000 | 43,000 |
| Other grants | 30,488 | - | 30,488 | 21,663 | - | 21,663 |
| Special events, net | 261,240 | - | 261,240 | 245,016 | - | 245,016 |
| Lease revenue | 45,000 | - | 45,000 | 45,000 | - | 45,000 |
| Miscellaneous income | (65) | - | (65) | 26,481 | - | 26,481 |
| Interest and dividend income | 32,611 | 3,652 | 36,263 | 17,661 | 3,590 | 21,251 |
| Net unrealized and realized gain | | | | | | |
| on investments | 41,800 | - | 41,800 | 16,573 | - | 16,573 |
| Gain on sale of equipment | - | - | - | 40 | - | 40 |
| Total support and revenue | 3,978,401 | 498,794 | 4,477,195 | 3,414,728 | 1,289,067 | 4,703,795 |
| Net assets released from restriction | 475,622 | (475,622) | - | 608,159 | (608,159) | - |
| Total support and revenue and net assets released from restriction | \$ 4,454,023 | \$ 23,172 | \$ 4,477,195 | \$ 4,022,887 | \$ 680,908 | \$ 4,703,795 |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
STATEMENTS OF ACTIVITIES - CONTINUED
FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

| | 2024 | | | 2023 | | |
|---|---------------------------------------|------------------------------------|--------------|---------------------------------------|------------------------------------|--------------|
| | Without Donor Restrictions | With Donor Restrictions | Total | Without Donor Restrictions | With Donor Restrictions | Total |
| Total support and revenue and net assets released from restriction - continued | \$ 4,454,023 | \$ 23,172 | \$ 4,477,195 | \$ 4,022,887 | \$ 680,908 | \$ 4,703,795 |
| Operating Expenses | | | | | | |
| Program services | 3,910,729 | - | 3,910,729 | 3,924,740 | - | 3,924,740 |
| Supporting services: | | | | | | |
| Management and general | 501,019 | - | 501,019 | 509,722 | - | 509,722 |
| Fundraising | 313,250 | - | 313,250 | 363,264 | - | 363,264 |
| Total supporting services | 814,269 | - | 814,269 | 872,986 | - | 872,986 |
| Total operating expenses | 4,724,998 | - | 4,724,998 | 4,797,726 | - | 4,797,726 |
| Change in net assets from operations | (270,975) | 23,172 | (247,803) | (774,839) | 680,908 | (93,931) |
| Other Expenses | | | | | | |
| Rebranding | (114,200) | - | (114,200) | (59,344) | - | (59,344) |
| Capital campaign study | (14,813) | - | (14,813) | - | - | - |
| Government affairs project | (22,500) | - | (22,500) | - | - | - |
| Development training | (32,000) | - | (32,000) | - | - | - |
| Total other expenses | (183,513) | - | (183,513) | (59,344) | - | (59,344) |
| (Decrease) increase in net assets | (454,488) | 23,172 | (431,316) | (834,183) | 680,908 | (153,275) |
| Net assets at beginning of year | 4,613,999 | 1,399,615 | 6,013,614 | 5,448,182 | 718,707 | 6,166,889 |
| Net assets at end of year | \$ 4,159,511 | \$ 1,422,787 | \$ 5,582,298 | \$ 4,613,999 | \$ 1,399,615 | \$ 6,013,614 |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2024

| | Supporting Services | | | |
|---|-----------------------------|-----------------------------------|--------------------|--|
| | Program Services | Management and General | Fundraising | Total Supporting Services |
| | | | | Total |
| <u>Personnel</u> | | | | |
| Salaries | \$ 2,258,391 | \$ 226,050 | \$ 135,318 | \$ 361,368 |
| Employee benefits | 200,967 | 20,115 | 12,042 | 32,157 |
| Payroll taxes | 169,235 | 16,939 | 10,140 | 27,079 |
| Total personnel | 2,628,593 | 263,104 | 157,500 | 420,604 |
| <u>Other functional expenses</u> | | | | |
| Auditing and accounting | - | 68,450 | - | 68,450 |
| Client allowances and incentives | 67,939 | 25 | 861 | 886 |
| Contracted services | 156,971 | 36,835 | 100,788 | 137,623 |
| Depreciation | 142,743 | 14,287 | 8,553 | 22,840 |
| Events | - | - | 12,587 | 12,587 |
| Dues and subscriptions | 26,791 | 2,303 | 16,638 | 18,941 |
| Food | 91,100 | 254 | 122 | 376 |
| Insurance | 186,640 | 27,263 | 20,476 | 47,739 |
| Maintenance and repairs | 84,809 | 12,980 | 4,991 | 17,971 |
| Medical | 170 | - | - | - |
| Miscellaneous | 32,668 | 22,791 | 916 | 23,707 |
| Good Cheer | 58,397 | - | - | - |
| Other service fees | 103,506 | 12,354 | 14,567 | 26,921 |
| Postage | 1,551 | 1,631 | 3,528 | 5,159 |
| Program materials | 54,393 | 184 | 2,334 | 2,518 |
| Rebranding | - | 114,200 | - | 114,200 |
| Supplies and equipment | 80,008 | 11,601 | 15,277 | 26,878 |
| Telephone | 38,187 | 2,830 | 2,503 | 5,333 |
| Travel | 48,785 | 11,253 | 16,024 | 27,277 |
| Utilities | 91,439 | 9,102 | 3,193 | 12,295 |
| Software and licenses | 16,039 | 3,772 | 1,705 | 5,477 |
| Total other functional expenses | 1,282,136 | 352,115 | 225,063 | 577,178 |
| Total expenses | \$ 3,910,729 | \$ 615,219 | \$ 382,563 | \$ 997,782 |
| | | | | \$ 4,908,511 |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2023

| | <u>Supporting Services</u> | | | |
|---|----------------------------|--------------------|--------------------|---------------------|
| | <u>Program</u> | <u>Management</u> | | <u>Total</u> |
| | <u>Services</u> | <u>and General</u> | <u>Fundraising</u> | <u>Supporting</u> |
| | | | | <u>Services</u> |
| | | | | <u>Total</u> |
| <u>Personnel</u> | | | | |
| Salaries | \$ 2,301,814 | \$ 263,047 | \$ 171,888 | \$ 434,935 |
| Employee benefits | 209,105 | 23,896 | 15,615 | 39,511 |
| Payroll taxes | 170,629 | 27,770 | 18,366 | 46,136 |
| Total personnel | <u>2,681,548</u> | <u>314,713</u> | <u>205,869</u> | <u>520,582</u> |
| <u>Other functional expenses</u> | | | | |
| Auditing and accounting | - | 70,259 | - | 70,259 |
| Client allowances and incentives | 82,299 | - | 10,617 | 10,617 |
| Contracted services | 190,805 | 27,374 | 62,432 | 89,806 |
| Depreciation | 184,933 | 21,504 | 8,602 | 30,106 |
| Events | - | - | 11,284 | 11,284 |
| Dues and subscriptions | 14,102 | 2,651 | 11,509 | 14,160 |
| Food | 85,007 | 339 | 106 | 445 |
| Insurance | 143,819 | 11,852 | 6,670 | 18,522 |
| Maintenance and repairs | 28,866 | 2,186 | 667 | 2,853 |
| Medical | 267 | - | - | - |
| Miscellaneous | 26,249 | 16,338 | 6,323 | 22,661 |
| Good Cheer | 48,745 | 45 | 436 | 481 |
| Other service fees | 115,931 | 13,727 | 14,747 | 28,474 |
| Postage | 1,369 | 577 | 3,730 | 4,307 |
| Program materials | 44,003 | 153 | 126 | 279 |
| Rebranding | - | 59,344 | - | 59,344 |
| Supplies and equipment | 47,537 | 6,552 | 9,694 | 16,246 |
| Telephone | 37,378 | 2,309 | 2,453 | 4,762 |
| Travel | 79,404 | 7,524 | 3,724 | 11,248 |
| Utilities | 96,253 | 9,698 | 2,674 | 12,372 |
| Software and licenses | 16,225 | 1,921 | 1,601 | 3,522 |
| Total other functional expenses | <u>1,243,192</u> | <u>254,353</u> | <u>157,395</u> | <u>411,748</u> |
| Total expenses | <u>\$ 3,924,740</u> | <u>\$ 569,066</u> | <u>\$ 363,264</u> | <u>\$ 932,330</u> |
| | | | | <u>\$ 4,857,070</u> |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2024 AND 2023

| | <u>2024</u> | <u>2023</u> |
|---|-------------------|---------------------|
| <u>Cash Flows from Operating Activities:</u> | | |
| Change in Net Assets | \$ (431,316) | \$ (153,275) |
| Adjustments to reconcile change in net assets to net cash used for operating activities: | | |
| Depreciation | 165,583 | 215,039 |
| Change in discount on unconditional promises to give | (34,367) | 61,873 |
| Net realized and unrealized gain on investments | (41,800) | (16,573) |
| Net realized gain on disposition of property and equipment | - | (40) |
| (Increase) decrease in assets: | | |
| Prepaid expenses | (12,537) | (21,637) |
| Grants receivable and unconditional promises to give | 228,000 | (635,000) |
| Receivables | (293,845) | (86) |
| Increase (decrease) in liabilities: | | |
| Accounts payable - trade | (6,723) | 20,579 |
| Accrued payroll and related liabilities | 17,531 | 10,652 |
| Miscellaneous accrued expenses | 38,776 | (8,769) |
| Deferred revenue | (200) | (3,429) |
| Net Cash Used for Operating Activities | <u>(370,898)</u> | <u>(530,666)</u> |
| <u>Cash Flows from Investing Activities:</u> | | |
| Net sales (purchases) of investments | 6,474 | (2,876) |
| Purchases of property and equipment | <u>(292,441)</u> | <u>(21,748)</u> |
| Net Cash Used for Investing Activities | <u>(285,967)</u> | <u>(24,624)</u> |
| Net Decrease in Cash and Cash Equivalents | (656,865) | (555,290) |
| Cash and Cash Equivalents, Beginning of Year | <u>1,636,076</u> | <u>2,191,366</u> |
| Cash and Cash Equivalents, End of Year | <u>\$ 979,211</u> | <u>\$ 1,636,076</u> |

See accompanying notes to financial statements.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

1. NATURE OF OPERATIONS

Nature of Activities

Founded in 1790 as the Charleston Orphan House, Landmarks for Families, Inc.'s (the Organization) mission is to empower and equip our community's most vulnerable children by providing a safe environment, educational support, and career readiness, in collaboration with families and community partners. Our vision is that all children will have loving and stable families and a nurturing community empowering them to lead successful lives.

On January 8, 2024, the Organization formally changed its name from Charleston Orphan House, Inc. to Landmarks for Families, Inc.

The Organization provides prevention and intervention services for children in Charleston, Berkeley and Dorchester counties who are at risk for or who have been abused, neglected or abandoned. Services are based out of the Organization's 16 acre campus in North Charleston, South Carolina and 30+ acre campus know as Callen-Lacey Center for Children in Moncks Corner, South Carolina.

Programs

Landmarks for Families cultivates thriving children and families who are all on unique journeys. From family education and preservation programs to residential care and family reunification supports, the Landmarks for Families continuum of care is designed to meet the family's needs when and where they are. Through this continuum, Landmarks for Families teaches, heals, strengthens, and empowers children and families with this promise: Prevention if we can, safety when we must, and support, always.

The Landmarks for Families continuum of care starts with Parent Education and Support. Parenting classes, relationship building workshops, support groups, family therapy, and summer literacy camps are among the services Landmarks for Families delivers to support and educates children and families. Family Preservation and Reunification services are delivered in the home and are designed to keep families together and support them through transitions and times of struggle. By strengthening family relationships, providing guidance, and establishing structures that ensure safety and connection, families can heal, become resilient, and thrive. Rounding out our continuum of care, Residential Services are available when children need a safe place to stay, heal, learn, and grow. Landmarks for Families is committed to the wellbeing of children and families at all moments because all journeys take different paths.

Landmarks for Families utilizes the Teaching-Family Model, an evidence-based system of care that prioritizes therapeutic relationships with caregivers as the primary conduit of effective treatment in supportive family-style settings. This model is rooted in cognitive behavioral theory and provides effective individualized and trauma-informed treatment services to children, youth, adults, and families.

The model sees family-style relationships as essential to the healthy development of social, relational, and interpersonal skills. It can be used with a range of diagnoses and symptoms, as well as with those who have experienced significant trauma, maltreatment, and loss.

The Teaching Family Model is a strength-based, comprehensive, and trauma-informed model of care that builds positive change while remaining focused on the holistic development of the person served. This philosophy is integrated throughout our continuum of care and allows our organization to provide effective, holistic services to the children and families in our community.

- Family Education and Support – Services are based in community settings and are offered in the forms of parenting classes, relationship building groups, after-school programming, therapeutic groups, and a summer literacy camp.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

1. NATURE OF OPERATIONS – CONTINUED

- Family Preservation and Reunification – Services are provided in-home to support family preservation and reunification by building skills, strengthening family bonds, and working towards family-oriented goals.
- Residential Services – Services are offered on-campus for youth in need of a safe, stable place when they are not able to return home.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of the Organization have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which requires the Organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions

Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

Net assets with donor restrictions

Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

Basis of Accounting

The accounts of the Organization are maintained, and the financial statements are prepared, on the accrual basis of accounting. Accordingly, revenues are recognized when earned, and expenses are recognized when incurred.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Investments

The Organization's investments are reported at fair value. Fair value is 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. See Note 9 for discussion of fair value measurements.

Investment income and gains are reported as unrestricted unless otherwise stipulated by donors. Investment income and gains restricted by donors are reported as increases in net assets without donor restrictions if the restrictions are met (either a stipulated time period ends or a purpose restriction is accomplished) in the reporting period in which the income and gains are recognized. Unrealized gains and losses are included in the change in net assets.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

- *Interest Rate Risk – Investments*

Interest rate risk is the risk that changes in interest rates of debt investments will adversely affect the fair value of an investment. The Organization's Investment policy limits investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

- *Credit Risk – Investments*

Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The Organization's credit risk policy mitigates potential for loss of principal by purchasing only high investment grade fixed-income securities.

- *Concentration of Credit Risk – Investments*

Concentration of credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The Organization's investment policy addresses credit risk by allocating its assets among a number of asset classes, which may include cost equivalents, and domestic and international fixed income securities.

Fair Value Measurements

Financial Accounting Standards Board (FASB) ASC Topic 820, "Fair Value Measurements and Disclosures (ASC 820) and defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles and expands disclosures about fair value measurements. ASC 820 was effective for the Organization's financial assets and liabilities for the years ended September 30, 2024 and 2023.

Property and Equipment and Depreciation

The Organization capitalizes all expenditures for property and equipment in excess of \$5,000. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line and double declining balance methods based on the items' estimated useful lives ranging from 3 to 39 years.

Functional Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the Statements of Activities and in the Statements of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are charged to programs and supporting services on the basis of time and expense analyses. Management and general expenses and fundraising expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Receivables

Receivables are stated at unpaid balances less amounts determined by management to be uncollectible. It is the Organization's policy to charge off an uncollectible receivable when management determines the receivable will not be collected based on experience, third-party contracts, and other circumstances. Accounts are considered delinquent when they are sixty days past due. Interest is not charged on past due accounts. At September 30, 2024 and 2023, no allowance was deemed necessary.

The Organization uses the allowance method to determine uncollectible unconditional promises receivable. The allowance is based on prior years' experience and management's analysis of specific promises made. As of September 30, 2024 and 2023, no allowance was deemed necessary.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Deferred Revenue

Payment received in advance of performance of services or delivery of goods' is reported as deferred revenue. Deferred revenue as of September 30, 2024 and 2023 is comprised of lease payments, client clothing allowances, and funds received from a partner agency.

Designation of Net Assets without Donor Restrictions

It is the policy of the Board of Directors of the Organization to review program needs from time to time and to designate appropriate sums of net assets without donor restrictions to assure adequate financing of program services.

Reclassification

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on the previously reported changes in net assets.

Revenue Recognition

Revenue and Support - The majority of the Organization's revenue is derived from providing services to clients through government programs. Revenue is recognized once a client's paperwork has been properly approved by the referral agency and the service is provided.

Support is recognized as revenue when it is received or unconditionally pledged. Contributions and grants received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions.

Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statements of Activities as net assets released from restrictions.

Promises to Give - Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Discount amortization is included in contribution revenue. Conditional promises to give are not included as support until the conditions are met.

Contributed Services - Contributed services are recognized as contributions, if the services (a) create or enhance nonfinancial assets or (b) require specialized skills and are performed by people with those skills, and (c) would otherwise be purchased by the Organization.

Contributed Assets - Contributions of property and equipment, marketable securities, and other non-cash donations are recorded as contributions at their estimated fair value at the date of donation. Noncash donations are only recorded if the donation is for a product that the Organization needs and would have to purchase. Such donations are reported as increases in net assets without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are recorded as net assets with donor restrictions. Absent donor stipulations regarding how long these donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes

Landmarks For Families, Inc. is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. The FASB provides guidance on the Organization's evaluation of accounting for uncertainty in income taxes. Management evaluated the Organization's tax position and concluded that the Organization had taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance.

Estimates

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

3. CONCENTRATION OF CREDIT RISK

The Organization's operations are concentrated in an industry that operates in a heavily regulated environment. The operations are subject to the administrative directives, rules and regulations of federal, state and local regulatory agencies, including, but not limited to, South Carolina Department of Social Services (SCDSS). Such administrative directives, rules and regulations are subject to change. Such changes may occur with little notice or inadequate funding to pay for the related cost, including the additional administrative burden, to comply with a change. Reimbursement rates provided to the Organization are at the discretion of the SCDSS.

Customers

During the years ended September 30, 2024 and 2023, the Organization received approximately 32% and 31% respectively, of its revenue, gains, and other support from the SCDSS. Related accounts receivable are approximately \$307,498 and \$115,429 as of September 30, 2024 and 2023, respectively.

Cash and Cash Equivalents

The Organization maintains its cash balances at various financial institutions located in the state of South Carolina. These cash funds were insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 at September 30, 2024 and 2023. At September 30, 2024, none of the Organization's cash balances exceeded federally insured limits.

Investments

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash deposits at a brokerage firm. The accounts at the brokerage firm contain cash and securities. Balances are insured up to \$500,000, with a limit of \$250,000 for cash, by the Securities Investor Protection Corporation (SIPC). At September 30, 2024 and 2023, the Organization's balances were fully insured.

4. RELATED PARTIES

During the years ended September 30, 2024 and 2023, board members made contributions of \$51,341 and \$87,360, respectively to the Organization in support of its programs.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

5. COMPENSATED ABSENCES

All regular full-time and permanent part-time employees of the Organization who work a minimum of 20 hours per week are granted vacation benefits in varying amounts depending on length of service with the Organization. Annual leave benefits are earned after an employee has completed a minimum of three months of employment. Employees may carry over a maximum of 80 hours of vacation leave each year.

Accumulated vacation leave is recorded as an expense and a liability as benefits accrue to employees. The value of accumulated vacation leave is estimated to be \$68,773 and \$74,390 at September 30, 2024 and 2023, respectively.

6. RECEIVABLES

Receivables are composed of the following at September 30:

| | <u>2024</u> | <u>2023</u> |
|--|-------------------|-------------------|
| SC Department of Social Services | \$ 307,498 | \$ 38,137 |
| US Department of Agriculture | 3,260 | 4,220 |
| US Department of Health and Human Services | - | 3,900 |
| Strengthening Families (SC DSS) | - | 77,292 |
| SC Department of Juvenile Justice | 5,000 | 10,000 |
| SC Office of Attorney General | 127,313 | 61,332 |
| Childrens Trust | 5,287 | - |
| SC Department of Education | - | 34,320 |
| Charleston County | 10,023 | 24,417 |
| Insurance refunds | 69,442 | - |
| Miscellaneous | 35,000 | 15,360 |
| | <u>562,823</u> | <u>268,978</u> |
| Total | <u>\$ 562,823</u> | <u>\$ 268,978</u> |

No allowance for doubtful accounts is deemed necessary as management expects to collect all receivables within one year.

7. GRANTS RECEIVABLE AND UNCONDITIONAL PROMISES TO GIVE

Grants receivable and unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discount rate for remaining long term pledge balances for September 30, 2024 and 2023 was 3.49% and 4.55%, respectively. The amortization of the discount is reported with contributions in the statements of activities. The allowance for doubtful accounts is estimated by management to include any specific balances whose collection appears doubtful. Amounts receivable are deemed past due when they are outstanding beyond the terms of the donor's pledge. The Organization does not accrue interest on past due amounts. Amounts are charged off when they are deemed fully uncollectible by management.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

7. GRANTS RECEIVABLE AND UNCONDITIONAL PROMISES TO GIVE - CONTINUED

The following is a summary of grants receivable, unconditional promises to give, and the allowance at September 30:

| | <u>2024</u> | <u>2023</u> |
|--|--------------------------|--------------------------|
| Grants and promises to give - current | \$ 394,000 | \$ 363,000 |
| Allowances for uncollectible amounts - current | <u>-</u> | <u>-</u> |
| Total net, current | <u>394,000</u> | <u>363,000</u> |
| Grants and promises to give - non-current | 333,000 | 592,000 |
| Less: unamortized discount | (27,506) | (61,873) |
| Allowances for uncollectible amounts - non-current | <u>-</u> | <u>-</u> |
| Total net, non-current | <u>305,494</u> | <u>530,127</u> |
| Total | <u><u>\$ 699,494</u></u> | <u><u>\$ 893,127</u></u> |

Future payments of grants receivable and unconditional promises to give at September 30, 2024:

| | |
|--------------------------------------|--------------------------|
| 2025 | \$ 394,000 |
| 2026 | 333,000 |
| Thereafter | <u>-</u> |
| Total unconditional promises to give | 727,000 |
| Less: unamortized discount | (27,506) |
| Less: reserve for doubtful accounts | <u>-</u> |
| Net unconditional promises to give | <u><u>\$ 699,494</u></u> |

8. COMMISSIONERS' FUND INVESTMENTS

The Commissioners' Fund (the Fund) consists of certain funds held by an investment manager in a combined trust fund. The Organization is entitled to use the corpus and income of the trust fund subject to any donor's restrictions and limitations which may exist with respect to the use of such funds. However, also included in the Fund are several other sub-funds which contain board designated and undesignated funds.

The investments are composed of the following assets at September 30:

| | <u>2024</u> | | |
|-----------------------------|--------------------------|--------------------------|--------------------------------------|
| | <u>Cost</u> | <u>Fair Value</u> | <u>Unrealized Gains (Losses)</u> |
| Mutual funds - fixed income | \$ 111,598 | \$ 110,540 | \$ (1,058) |
| Mutual funds - equities | <u>115,062</u> | <u>163,772</u> | <u>48,710</u> |
| | <u><u>\$ 226,660</u></u> | <u><u>\$ 274,312</u></u> | <u><u>\$ 47,652</u></u> |

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

8. COMMISSIONERS' FUND INVESTMENTS - CONTINUED

| | 2023 | | |
|-----------------------------|--------------------|--------------------------|---|
| | <u>Cost</u> | <u>Fair Value</u> | <u>Unrealized Gains (Losses)</u> |
| Mutual funds - fixed income | \$ 141,837 | \$ 127,821 | \$ (14,016) |
| Mutual funds - equities | 91,297 | 111,165 | 19,868 |
| | <u>\$ 233,134</u> | <u>\$ 238,986</u> | <u>\$ 5,852</u> |

Of the \$274,312 held at September 30, 2024, \$224,894 was donor restricted, and the remainder was without donor restrictions. Of the \$238,986 held at September 30, 2023, \$221,242 was donor restricted, and the remainder was without donor restrictions. Interest and dividend income on investments for years ended September 30, 2024 and 2023 were \$8,301 and \$8,159, respectively. Investment fees relating to the investments were \$3,347 and \$3,110 for the years ended September 30, 2024 and 2023, respectively, and are included on miscellaneous expenses under the management and general function. Management considers any difference between this approach and accounting principles generally accepted in the United States of America to be immaterial to the financial statements as a whole. Net realized and unrealized gains on investments for the year ended September 30, 2024 and 2023 were \$44,842 and \$10,110, respectively.

9. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

The Organization has adopted the provisions of FASB ASC 820 Fair Value Measurements and Disclosures for its financial assets and liabilities and is required to provide additional disclosures. FASB ASC 820 clarifies that fair value is an exit price, representing 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. The Organization utilizes market data or assumptions that market participants would use in pricing the asset or liability. FASB ASC 820 establishes a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value.

These tiers include: Level 1, defined as observable inputs such as quoted prices in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs about which little or no market data exists, therefore requiring an entity to develop its own assumptions.

Prices for certain cash equivalents, such as money market mutual funds and investment securities are readily available in the active markets in which those securities are traded, and the resulting fair values are categorized as Level 1.

The Organization does not have any financial assets or liabilities measured at fair value on a recurring basis categorized as Level 3, and there were no transfers in or out of Level 3 during the years ended September 30, 2024 and 2023.

There were no changes during the years ended September 30, 2024 and 2023 to the Organization's valuation techniques used to measure asset and liability fair values on a recurring basis.

The following tables set forth by level within FASB ASC 820's fair value hierarchy, the Organization's financial assets and liabilities accounted for at fair value on a recurring basis as September 30, 2024 and 2023. As required by FASB ASC 820, assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

9. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES – CONTINUED

The Organization's assessment of the significance of a particular input to the fair value measurement requires judgement and may affect the valuation of fair value assets and liabilities and their placement within the fair value hierarchy levels.

| Description | 2024 | | |
|-----------------------------|--|---|---|
| | Level 1: Quoted Market Prices In Active Markets for Identical Assets | Level 2: Significant Other Observable Inputs | Level 3: Significant Other Unobservable Inputs |
| Mutual funds - fixed income | \$ 110,540 | \$ - | \$ - |
| Mutual funds - equities | 163,772 | - | - |
| Total | <u>\$ 274,312</u> | <u>\$ -</u> | <u>\$ -</u> |

| Description | 2023 | | |
|-----------------------------|--|---|---|
| | Level 1: Quoted Market Prices In Active Markets for Identical Assets | Level 2: Significant Other Observable Inputs | Level 3: Significant Other Unobservable Inputs |
| Mutual funds - fixed income | \$ 127,821 | \$ - | \$ - |
| Mutual funds - equities | 111,165 | - | - |
| Total | <u>\$ 238,986</u> | <u>\$ -</u> | <u>\$ -</u> |

The Organization has \$979,211 and \$1,636,076 respectively, of cash including cash held in brokerage accounts, as of September 30, 2024 and 2023, which are not classified as a Level as prescribed within FASB ASC 820.

The determination of the fair value above incorporates various factors required under FASB ASC 820. These factors include not only the credit standing of the counterparties involved and the impact of credit enhancements, but also the impact of the Organization's nonperformance risk on its liabilities.

10. LEASING ACTIVITIES

The Organization has a non-cancelable operating lease agreement with the Charleston County School District (the District). Under the agreement, the District will lease a portion of the Organization's property on which the District has constructed a Special Day School. The District is responsible for maintenance and repairs. The District may renew the lease four times for five years each. The annual lease amount will be adjusted to the fair market rental rate prior to each renewal term. Lease revenue for each of the years ended September 30, 2024 and 2023 was \$45,000. Deferred revenue associated with the lease is \$37,500 for each of the years ended September 30, 2024 and 2023. Minimum lease payments receivable from the District are \$45,000 each year through the end of fiscal year September 2037.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

11. PROPERTY AND EQUIPMENT

Property and equipment, net, consists of the following at September 30:

| | <u>2024</u> | <u>2023</u> |
|--|---------------------|---------------------|
| Land | \$ 651,510 | \$ 651,510 |
| Buildings and improvements | 6,484,931 | 6,471,488 |
| Office equipment and furniture | 550,251 | 538,751 |
| Vehicles | 150,579 | 150,579 |
| Construction in progress | <u>303,693</u> | <u>36,195</u> |
| Total cost excluding leased property and equipment | 8,140,964 | 7,848,523 |
| Accumulated depreciation | <u>(4,820,876)</u> | <u>(4,655,293)</u> |
| Net property and equipment | <u>\$ 3,320,088</u> | <u>\$ 3,193,230</u> |

Depreciation expense for the years ended September 30, 2024 and 2023, was \$165,583 and \$215,039, respectively.

Land and buildings valued at \$648,000 and \$323,000, respectively, were donated by the City of Charleston to the Organization during the year ended September 30, 1988. The deed contains a reverter clause which states "for so long as said property is used as a site for a residential children's treatment center operated by a non-profit organization." The Organization has and continues to utilize this property as a core part of its mission, and considers any trigger of this reverter clause as highly remote.

12. RETIREMENT PLAN

On January 31, 2009, the Organization established a salary deferral plan under Section 403(b) of the Internal Revenue Code. Under the terms of both the plan, the Organization matches up to 50% of the first 5% of all eligible participants' compensation. An employee becomes eligible to receive matching contributions in the salary deferral plan after attaining 21 years of age and completing 12 months and 1,000 hours of service. Participants become fully vested in the employer's contributions to the plan after five years of service at a rate of 25% per year in years two through five. In 2010, the Organization established another salary deferral plan under Section 457 of the Internal Revenue Code with the same matching provisions as in the Section 403(b) plan. The only material difference is that an employee can contribute a greater amount to the Section 457 plan than the Section 403(b) plan. Effective April 1, 2019, participants become fully vested in the employer's contributions to the plan immediately after such amounts are contributed to the Plan and the Organization matches up to 50% of the first 10% of all eligible participants' compensation. Total expense recorded for the years ended September 30, 2024 and 2023 for the Organization 's match under the 403(b) plan and the 457 plan was \$20,779 and \$25,616, respectively.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

13. CONTRIBUTED NONFINANCIAL ASSETS AND SERVICES

Contributed nonfinancial assets and services were recorded as revenue with corresponding amounts recorded as either expenses or assets, depending on the nature of the support. For the years ended September 30, 2024 and 2023, these amounts were as follows:

| | <u>2024</u> | <u>2023</u> |
|-----------------------|------------------|------------------|
| Contracted services | \$ 1,816 | \$ 2,755 |
| Supplies | 32,064 | 52,714 |
| Building improvements | <u>60,000</u> | <u>-</u> |
| | <u>\$ 93,880</u> | <u>\$ 55,469</u> |

14. NET ASSETS

Donor imposed restrictions on net assets are available for the following purposes as of September 30:

| | <u>2024</u> | <u>2023</u> |
|---|--------------|--------------|
| Donor-restricted endowments subject to spending policy and appropriation, to support the following purposes: | | |
| Client needs | \$ 48,915 | \$ 48,915 |
| Annual picnic | 10,000 | 10,000 |
| Scholarships/education | 10,000 | 10,000 |
| Christmas gifts | 5,000 | 5,000 |
| College loans | <u>5,000</u> | <u>5,000</u> |
| | 78,915 | 78,915 |

Net assets restricted for purpose:

| | | |
|-----------------------------|---------------------|---------------------|
| Future periods | 172,501 | 187,501 |
| Annual picnic | 56,432 | 55,021 |
| Scholarships/education | 62,972 | 61,436 |
| Christmas gifts & prizes | 26,575 | 25,870 |
| Transitional services | 135,404 | - |
| Campus improvements | 20,000 | 20,000 |
| Families First program | - | 92,003 |
| Medicaid lift | 113,958 | - |
| Children and youth programs | 50,771 | 9,113 |
| Work Wonders program | 30,000 | - |
| Facilities | 17,696 | - |
| Marketing | 12,313 | - |
| Success Coach model | <u>645,250</u> | <u>869,756</u> |
| | <u>1,343,872</u> | <u>1,320,700</u> |
| | <u>\$ 1,422,787</u> | <u>\$ 1,399,615</u> |

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

15. TRUST AND ENDOWMENT FUNDS

The Organization is the beneficiary of income from a trust fund, referred to as the Trustees' Fund, and two endowment funds. The corpus of these funds is not recorded in these financial statements since Landmarks For Families, Inc. is not the trustee of the funds; it is only the beneficiary of the income. Income is reported when received.

An 1808 City of Charleston Ordinance established that the trustees of the Trustees' Fund are the Mayor, the Chairman of the Commissioners of the Orphan House, and the City Treasurer. The Court of Common Pleas #79-CP-10-205 in June of 1979, states the "Commissioners have available to it the income from the funds administered by the Trustees of the Trustee Funds, but have no control of, or right to, the principal of the funds, nor any right to withdraw the Trustees Funds or the income there from. The trustees of the Trustee Funds are authorized and directed to pay over income involving any accrued income from the Trustee Funds to the Charleston Orphan House, Inc."

In 2015, the Court of Common Pleas #2011-CP-10-7896 granted the use of \$300,000 of the Trustee Funds in order to provide a bridge to pay for existing operations while the Organization transitions to revenue producing, self-sustaining programs. The Organization received the funds during the year ended September 30, 2017. The fair market value of the Trustees' Funds as of September 30, 2024 and 2023 was \$590,816 and \$462,914, respectively. Contributions received from this Trust for the years ended September 30, 2024 and 2023, were \$19,639 and \$18,207, respectively.

The Organization is also the beneficiary of the income from two endowment funds held by the Coastal Community Foundation of South Carolina, Inc. The two endowment funds are the Rosa Strait Endowment for youth education and the Zucker Family Endowment for CYDC. Any income earned by these two endowments may be paid to the Organization at the discretion of the Board of Directors of The Coastal Community Foundation of South Carolina, Inc. The principal of these endowments may not be invaded.

The fair market value of these endowment funds as of September 30, 2024 and 2023 was as follows:

| | <u>2024</u> | <u>2023</u> |
|---|-------------------|-------------------|
| Rosa Strait Endowment for youth education | \$ 224,117 | \$ 193,462 |
| Zucker Family Endowment for CYDC | <u>262,567</u> | <u>226,657</u> |
| | <u>\$ 486,684</u> | <u>\$ 420,119</u> |

Total income received from the funds in the years ended September 30, 2024 **and** 2023 was approximately \$16,778 and \$16,350 respectively. On the Statements of Activities, these amounts are included in foundation grant income.

16. SUBSEQUENT EVENTS

In accordance with ASC 855, management evaluated subsequent events at September 30, 2024 through February 20, 2025 the date these financial statements were available to be issued Based upon this evaluation, there were no material adjustments or disclosures to these financial statements.

LANDMARKS FOR FAMILIES, INC.
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2024 AND 2023

17. AVAILABILITY OF FINANCIAL RESOURCES

The following represents the Organization 's financial assets at September 30, 2024 and 2023, less amounts not available to use within the next year under contractual obligations and donor restrictions:

| | <u>2024</u> | <u>2023</u> |
|--|---------------------|---------------------|
| Financial assets at year end: | | |
| Cash and cash equivalents | \$ 979,211 | \$ 1,636,076 |
| Receivables | 562,823 | 268,978 |
| Grants Receivables and unconditional promises to give | 699,494 | 893,127 |
| Commissioner's fund investments, at fair value | <u>274,312</u> | <u>238,986</u> |
| Total financial assets | 2,515,840 | 3,037,167 |
| Less those unavailable for general expenditures within one year due to: | | |
| Contractual or donor-imposed restrictions: | | |
| Restricted by donor with time or purpose restrictions | (305,494) | (530,127) |
| Donor-restricted endowment | <u>(78,915)</u> | <u>(78,915)</u> |
| | <u>(384,409)</u> | <u>(609,042)</u> |
| Financial assets available to meet general expenditures over the next twelve months | <u>\$ 2,131,431</u> | <u>\$ 2,428,125</u> |