

NEADS, INC.
FINANCIAL STATEMENTS
YEAR ENDED AUGUST 31, 2019
AND
INDEPENDENT AUDITOR'S REPORT

NEADS, INC.
FINANCIAL STATEMENTS
YEAR ENDED AUGUST 31, 2019

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
NEADS, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of NEADS, Inc. which comprise the statement of financial position as of August 31, 2019, and the related statements of activities, functional expenses, and cash flows for the year 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 NEADS, Inc. as of August 31, 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.

INDEPENDENT AUDITOR'S REPORT
(Continued)

Emphasis of a Matter

As disclosed in Note 2 to the financial statements, NEADS adopted the provisions of ASU 2016-14 - Presentation of Financial Statements of Not-for-Profit Entities. Our opinion is not modified with respect to this matter.

Report on Summarized Comparative Information

We have previously audited NEADS, Inc.'s 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 5, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended August 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Ballus Lynch, LLP

Worcester, Massachusetts
December 4, 2019

NEADS, INC.

STATEMENT OF FINANCIAL POSITION

AUGUST 31, 2019

(With Summarized Comparative Financial Information for 2018)

	Without Donor Restrictions	With Donor Restrictions	Totals	
			2019	2018
Assets				
Current assets				
Cash	\$ 544,325	\$ 310,804	\$ 855,129	\$ 1,173,785
Contributions receivable, net	-	132,000	132,000	30,000
Prepaid expenses	14,322	-	14,322	56,633
Other current assets	4,393	-	4,393	3,403
Total current assets	563,040	442,804	1,005,844	1,263,821
Investments	1,343,008	1,744,745	3,087,753	3,164,472
Long-term contributions receivable, net	-	7,000	7,000	-
Property and equipment, net	5,035,056	-	5,035,056	3,933,816
Total assets	\$ 6,941,104	\$ 2,194,549	\$ 9,135,653	\$ 8,362,109
Liabilities and Net Assets				
Current Liabilities				
Line of credit	\$ 26,378	\$ -	\$ 26,378	\$ 75,000
Current maturities of long-term debt	36,505	-	36,505	34,661
Current maturities of capital lease obligations	3,770	-	3,770	-
Accounts payable and accrued liabilities	245,262	-	245,262	301,876
Total current liabilities	311,915	-	311,915	411,537
Long-term liabilities				
Long-term debt, less current maturities	75,464	-	75,464	111,713
Long-term capital lease obligation, less current maturities	9,664	-	9,664	-
Total long-term liabilities	85,128	-	85,128	111,713
Net assets				
Without donor restrictions				
Undesignated	5,569,180	-	5,569,180	4,137,542
Board designated for endowment	974,881	-	974,881	1,089,678
Total net assets without donor restrictions	6,544,061	-	6,544,061	5,227,220
With donor restrictions				
	-	2,194,549	2,194,549	2,611,639
Total net assets	6,544,061	2,194,549	8,738,610	7,838,859
Total liabilities and net assets	\$ 6,941,104	\$ 2,194,549	\$ 9,135,653	\$ 8,362,109

See accompanying independent auditor's report and notes to financial statements.

NEADS, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED AUGUST 31, 2019

(With Summarized Comparative Financial Information for 2018)

	Without Donor Restrictions	With Donor Restrictions	Totals	
			2019	2018
Support and revenue				
General fees and contributions	\$ 1,655,992	\$ 692,306	\$ 2,348,298	\$ 2,323,410
Contributed goods and services	228,354	-	228,354	242,247
Grants and foundation gifts	102,325	1,218,219	1,320,544	608,355
Interest income	1,867	-	1,867	1,498
Investment return	30,418	44,755	75,173	187,620
Other income	23,531	-	23,531	39
Net assets released from restrictions	<u>2,372,370</u>	<u>(2,372,370)</u>	<u>-</u>	<u>-</u>
Total support and revenue	<u>4,414,857</u>	<u>(417,090)</u>	<u>3,997,767</u>	<u>3,363,169</u>
Expenses				
Program	2,576,322	-	2,576,322	2,489,473
Management and general	304,236	-	304,236	216,588
Fund raising	<u>217,458</u>	<u>-</u>	<u>217,458</u>	<u>176,439</u>
Total expenses	<u>3,098,016</u>	<u>-</u>	<u>3,098,016</u>	<u>2,882,500</u>
Change in net assets	1,316,841	(417,090)	899,751	480,669
Net assets, beginning of year	<u>5,227,220</u>	<u>2,611,639</u>	<u>7,838,859</u>	<u>7,358,190</u>
Net assets, end of year	<u>\$ 6,544,061</u>	<u>\$ 2,194,549</u>	<u>\$ 8,738,610</u>	<u>\$ 7,838,859</u>

See accompanying independent auditor's report and notes to financial statements.

NEADS, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED AUGUST 31, 2019

(With Summarized Comparative Financial Information for 2018)

	Program	Management and General	Fund Raising	Totals	
				2019	2018
Salaries and benefits	\$ 1,452,110	\$ 237,666	\$ 143,425	\$ 1,833,201	\$ 1,696,162
Kennel supplies and dog care	139,937	-	-	139,937	137,245
Veterinary fees	183,715	-	-	183,715	196,419
Purchase of dogs	116,161	-	-	116,161	105,201
Education	24,260	-	-	24,260	19,722
Repairs and maintenance	55,668	605	4,236	60,509	29,271
Motor vehicles	27,275	-	-	27,275	25,367
Rent expense	1,300	-	-	1,300	857
Utilities	57,615	626	4,384	62,625	60,596
Telephone	13,441	810	1,943	16,194	11,413
Insurance	37,511	3,794	1,761	43,066	45,299
Fund raising expense	-	-	7,524	7,524	2,583
Advertising and printing	47,332	2,248	18,739	68,319	66,010
Office supplies	60,276	9,865	5,953	76,094	78,071
Postage	10,019	244	3,307	13,570	13,705
Professional services	135,353	35,866	9,577	180,796	173,059
Travel and entertainment	26,847	324	3,335	30,506	24,388
Fees	-	8,585	-	8,585	1,258
Interest expense	11,982	-	-	11,982	13,116
Depreciation	174,465	1,896	13,274	189,635	177,720
Miscellaneous	1,055	1,707	-	2,762	5,038
Total expenses	<u>\$ 2,576,322</u>	<u>\$ 304,236</u>	<u>\$ 217,458</u>	<u>\$ 3,098,016</u>	<u>\$ 2,882,500</u>

See accompanying independent auditor's report and notes to financial statements.

NEADS, INC.

STATEMENT OF CASH FLOWS

YEAR ENDED AUGUST 31, 2019

(With Summarized Comparative Financial Information for 2018)

	<u>2019</u>	<u>2018</u>
Cash flows from operating activities:		
Change in net assets	\$ 899,751	\$ 480,669
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	189,635	177,720
Investment gains	(73,638)	(124,746)
Contributions restricted for capital improvement	(524,003)	(180,168)
Changes in operating assets and liabilities:		
Contributions receivable	(59,000)	263,963
Prepaid expenses and other assets	41,321	(24,062)
Accounts payable and accrued liabilities	51,443	118,807
Net cash provided by operating activities	<u>525,509</u>	<u>712,183</u>
Cash flows from investing activities:		
Purchases of investments	(1,098)	(445,372)
Proceeds from sales and maturities of investments	151,455	727,619
Purchases of property and equipment	<u>(1,382,724)</u>	<u>(504,131)</u>
Net cash used in investing activities	<u>(1,232,367)</u>	<u>(221,884)</u>
Cash flows from financing activities:		
Proceeds from contributions restricted for:		
Acquisition of property and equipment	474,003	205,168
Net payments on line of credit	(48,622)	(60,000)
Principal payments of long-term debt	(34,405)	(32,688)
Principal payments of capital lease obligation	<u>(2,774)</u>	<u>-</u>
Net cash provided by financing activities	<u>388,202</u>	<u>112,480</u>
Net change in cash	(318,656)	602,779
Cash, beginning of year	<u>1,173,785</u>	<u>571,006</u>
Cash, end of year	<u>\$ 855,129</u>	<u>\$ 1,173,785</u>

See accompanying independent auditor's report and notes to financial statements.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS

1 - DESCRIPTION OF ORGANIZATION

NEADS Inc. is a non-profit organization that breeds, raises, trains and places Service Dogs with adults and children who are deaf or physically disabled, veterans with PTSD, and children with autism. In addition, NEADS Assistance Dogs provide integrated therapeutic assistance when partnered with professionals in the Classroom, Hospital, Ministry and Courthouse settings.

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

NEADS prepares its financial statements in accordance with generally accepted accounting principles promulgated in the United States of America (U.S. GAAP) for not-for-profit entities. The significant accounting and reporting policies used by NEADS are described subsequently to enhance the usefulness and understandability of the financial statements.

Basis of accounting

The financial statements of NEADS have been prepared on the accrual basis. Accordingly, assets are recorded when the organization obtains the rights to ownership or is entitled to claims for receipt and liabilities are recorded when the obligations are incurred.

Accounting estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of revenues and expenses during the reporting period and the reported amounts of assets and liabilities at the date of the financial statements. On an ongoing basis, NEADS management evaluates the estimates and assumptions based upon historical experience and various other factors and circumstances. NEADS management believes that the estimates and assumptions are reasonable in the circumstances; however, the actual results could differ from those estimates.

Net assets

The financial statements report net assets and changes in net assets in two classes that are based upon the existence or absence of restrictions on use that are placed by its donors, as follows:

Net assets without donor restrictions - Net assets without donor restrictions are resources available to support operations. The only limits on the use of these net assets are the broad limits resulting from the nature of NEADS, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations. In addition, the governing board of NEADS may elect to designate such resources for specific purposes. This designation may be removed at the board's discretion.

Net assets with donor restrictions - Net assets with donor restrictions are resources that are restricted by a donor for use for a particular purpose or in a particular future period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature; NEADS must continue to use the resources in accordance with the donor's instructions.

NEADS unspent contributions are included in this class if the donor limited their use.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net assets (continued)

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions. Net assets restricted for acquisition of buildings or equipment (or less commonly, the contribution of those assets directly) are reported as net assets with donor restrictions until the specified asset is placed in service by NEADS, unless the donor provides more specific directions about the period of its use.

Summarized comparative 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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the NEADS financial statements for the year ended August 31, 2018, from which the summarized information was derived.

Classification of transactions

All revenues and net gains are reported as increases in net assets without donor restrictions in the statement of activities unless the donor specified the use of the related resources for a particular purpose or in a future period. All expenses and net losses other than losses on endowment investments are reported as decreases in net assets without donor restrictions. Net gains on endowment investments increase net assets with donor restrictions, and net losses on endowment investments reduce that net asset class.

Concentration of credit risk

NEADS maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. NEADS has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on cash and cash equivalents.

Contributions receivable

Contributions receivable are unconditional promises to give that are recognized as contributions when the promise is received. Contributions receivable that are expected to be collected in less than one year are reported at net realizable value. Contributions receivable that are expected to be collected in more than one year are recorded at fair value at the date of promise. That fair value is computed using a present value technique applied to anticipated cash flows. Amortization of the resulting discount is recognized as additional contribution revenue. The allowance for uncollectible contributions receivable is determined based on management's evaluation of the collectibility of individual promises. Promises that remain uncollected more than one year after their due dates are written off unless the donors indicate that payment is merely postponed.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments

Investments are reported at fair value. Alternative investments which do not have readily determinable fair values are carried at estimated fair values using the net asset value per share of the investment as reported by the investment managers. NEADS reviews and evaluates the net asset values reported by the investment managers and has determined that the net asset values are calculated in a manner consistent with the measurement principles of FASB ASC Topic 946 as of the balance sheet date. Those estimated fair values may differ significantly from the values that would have been used had a ready market for these securities existed.

Investment income is recorded in net assets without donor restriction unless its use is restricted by explicit donor stipulations.

Endowment funds

NEADS endowment consists of individual donor restricted funds established for a variety of purposes. Its endowment includes both donor restricted endowment funds and funds designated by NEADS to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed or legal restrictions.

As required by generally accepted accounting principles, NEADS classifies as donor restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified as non-expendable net assets is classified as expendable net assets until those amounts are appropriated for expenditure by NEADS in a manner consistent with the standard of prudence prescribed by state law.

In accordance with the Uniform Prudent Management of Institutional Funds Act, NEADS may consider the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: the duration and preservation of the fund; the purposes of NEADS and the donor-restricted endowment fund; general economic conditions; the possible effect of inflation and deflation; the expected total return from income and the appreciation of investments; other resources of NEADS; and the investment policies of NEADS.

NEADS has adopted investment and spending policies for its board-designated and other endowment assets that attempt to provide a predictable stream of funding for its programs while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board, the endowment assets are invested in a portfolio of debt and equity securities with the objective of achieving long-term capital appreciation while moderating the level of investment risk. Actual returns in any given year may vary from this amount.

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

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Endowment funds (continued)

NEADS has a policy of appropriating for distribution each quarter actual income plus realized and unrealized gains. In establishing this policy, NEADS considered the long-term expected return on its endowment. This is consistent with NEADS' objective to maintain the purchasing power of its endowment.

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor imposed restrictions require NEADS to retain as a fund of perpetual duration. NEADS may appropriate for expenditure from these underwater endowment funds in accordance with the prudent measures prescribed by state law. There were no such deficiencies as of August 31, 2019.

Property and equipment

Property and equipment are reported in the statement of financial position at cost, if purchased, and at fair value at the date of donation, if donated. All land and buildings are capitalized. Equipment is capitalized if it has a cost of \$500 or more and a useful life when acquired of more than one year. Repairs and maintenance that do not significantly increase the useful life of the asset are expensed as incurred. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the assets.

Impairment of long-lived assets and long-lived assets to be disposed of

Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable.

Contributions, gifts, and grants

Contributions, including unconditional promises to give, are recognized when received. All contributions are reported as increases in net assets without donor restrictions unless use of the contributed assets is specifically restricted by the donor. Amounts received that are restricted by the donor to use in future periods or for specific purposes are reported as increases in net assets with donor restrictions. Unconditional promises with payments due in future years have an implied restriction to be used in the year the payment is due, and therefore are reported as restricted until the payment is due, unless the contribution is clearly intended to support activities of the current fiscal year. Conditional promises, such as matching grants, are not recognized until they become unconditional, that is, until all conditions on which they depend are substantially met.

Gifts-in-kind contributions

NEADS receives contributions in a form other than cash or investments. If material, donated supplies and other items are recorded as contributions at the date of gift and as expenses when the donated items are placed into service or distributed. If NEADS receives a contribution of land, buildings, or equipment, the contributed asset is recognized as an asset at its estimated fair value at the date of gift, provided that the value of the asset and its estimated useful life meets NEADS capitalization policy. Donated use of facilities is reported as contributions and as expenses at the estimated fair value of similar space for rent under similar conditions. If the use of the space is promised unconditionally for a period greater than one year, the contribution is reported as a contribution and an unconditional promise to give at the date of gift, and the expense is reported over the term of use.

NEADS benefits from personal services provided by a substantial number of volunteers. Those volunteers have donated significant amounts of time and services in NEADS program operations and in its fund-raising events. However, the majority of the contributed services do not meet the criteria for recognition in financial statements. GAAP allows recognition of contributed services only if (a) the services create or enhance nonfinancial assets or (b) the services would have been purchased if not provided by contribution, require specialized skills, and are provided by individuals possessing those skills.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Expense recognition and allocation

The cost of providing NEADS programs and other activities is summarized on a functional basis in the statement of activities and statement of functional expenses. Expenses that can be identified with a specific program or support service are charged directly to that program or support service. Costs common to multiple functions have been allocated among the various functions benefited using a reasonable allocation method that is consistently applied, as follows:

- Salaries and wages, benefits, and payroll taxes are allocated based on activity reports prepared by key personnel.
- Occupancy, depreciation, amortization, and interest are allocated on a square foot basis dependent on the programs and supporting activities occupying the space.
- Telephone and internet services, insurance, and supplies and miscellaneous expenses that cannot be directly identified are allocated on the same basis as occupancy for each program and supporting activity.

Management periodically evaluates the bases on which costs are allocated.

General and administrative expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of NEADS.

Fundraising costs are expensed as incurred, even though they may result in contributions received in future years. NEADS generally does not conduct its fundraising activities in conjunction with its other activities. In the few cases in which it does, joint costs have been allocated between fundraising and general and administrative expenses in accordance with standards for accounting for costs of activities that include fundraising. Additionally, advertising costs are expensed as incurred. Advertising expense was approximately \$68,319 and \$66,010 in 2019 and 2018, respectively.

Tax-exempt status

NEADS is exempt from federal income taxation under Section 501(c)(3) of the Internal Revenue Code (IRC), though it would be subject to tax on income unrelated to its exempt purposes (unless that income is otherwise excluded by the IRC). Contributions to NEADS are tax deductible to donors under Section 170 of the IRC. NEADS is not classified as a private foundation.

Change in accounting principles

NEADS implemented FASB ASU No. 2016-14 in the current year, applying the changes retrospectively. The new standards change the following aspects of the financial statements:

- The temporarily restricted and permanently restricted net asset classes have been combined into a single net asset class called “Net Assets with Donor Restrictions”.
- The unrestricted net asset class has been renamed “Net Assets without Donor Restrictions”.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Change in accounting principles (continued)

- A Statement of Functional Expenses has been included as a required statement.
- The financial statements include a disclosure about liquidity and availability of resources (note 3).
- Investment fees are recorded as a component of investment return.

The changes have the following effect on net assets at August 31, 2018:

	<u>As Originally Presented</u>	<u>After Adoption of ASU 2016-14</u>
Net asset class		
Unrestricted net assets	\$ 5,227,220	\$ -
Temporarily restricted net assets	2,218,733	-
Permanently restricted net assets	392,906	-
Net assets without donor restrictions	-	5,227,220
Net assets with donor restrictions	<u>-</u>	<u>2,611,639</u>
Total net assets	<u>\$ 7,838,859</u>	<u>\$ 7,838,859</u>

3 - LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of August 31, 2019 are:

	<u>2019</u>
Financial assets:	
Cash and cash equivalents	\$ 855,129
Contributions receivable, net	139,000
Investments	<u>3,087,753</u>
Total financial assets	4,081,882
Less: Financial assets held to meet donor-imposed restrictions:	
Contributions receivable unavailable for spending until due, which are also subject to purpose restrictions	139,000
Purpose-restricted net assets	1,662,643
Endowment assets	392,906
Less: Board-designated endowment assets, net of 2020 draw	<u>901,881</u>
Amount available for general expenditures within one year	<u>\$ 985,452</u>

The above table reflects endowment funds as unavailable because it is NEADS's intention to invest those resources for the long-term support of NEADS. However, in the case of need, the Board of Directors could appropriate resources from the donor-restricted funds available for general use (\$392,906) or from its designated endowment fund (\$974,881). In accordance with NEADS' spending policy, the Board of Directors has approved a 2020 appropriation of \$73,000 from its donor-restricted and board-designated endowment assets. Note 2 provides more information about those funds and about the spending policies for all endowment funds.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

3 - LIQUIDITY AND AVAILABILITY (Continued)

NEADS regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. NEADS receives significant contributions with donor restrictions to be used in accordance with the associated purpose restrictions. In addition, the Organization receives support without donor restrictions; such support has historically represented more than 70% of annual program funding needs. In addition to the available financial assets summarized above, NEADS has various sources of liquidity at its disposal, including a line of credit. See note 7 for information about the NEADS's line of credit.

4 - CONTRIBUTIONS RECEIVABLE

Payments of pledges as of August 31, 2019 are expected to be received as follows:

2020	\$ 132,000
2021	<u>7,000</u>
	139,000
Less: Reserve for uncollectible pledges	<u>-</u>
	<u>\$ 139,000</u>

5 - INVESTMENTS

Investments are included in the following classes of net assets:

	<u>2019</u>	<u>2018</u>
Donor restricted endowment	\$ 392,906	\$ 392,906
Board-designated endowment	974,881	1,089,678
With donor restrictions	1,351,839	1,491,098
Without donor restrictions	<u>368,127</u>	<u>190,790</u>
	<u>\$ 3,087,753</u>	<u>\$ 3,164,472</u>

Investments are comprised of the following:

	<u>2019</u>	<u>2018</u>
Money market funds	\$ 71,456	\$ 103,583
Taxable bonds	1,160,683	1,167,899
Equity based mutual funds	1,742,992	1,781,720
Alternative investments	<u>112,622</u>	<u>111,270</u>
	<u>\$ 3,087,753</u>	<u>\$ 3,164,472</u>

Investment return is reflected in the financial statements for 2019 and 2018 as follows:

	<u>2019</u>	<u>2018</u>
Interest and dividend income	\$ 72,089	\$ 85,072
Net realized and unrealized gains	23,669	124,746
Investment management fees	<u>(20,585)</u>	<u>(22,198)</u>
Total return on investments	<u>\$ 75,173</u>	<u>\$ 187,620</u>

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

6 - PROPERTY AND EQUIPMENT

Property and equipment, together with estimated useful lives, consist of the following:

	Estimated Useful Lives	2019	2018
Land	-	\$ 172,890	\$ 172,890
Buildings and improvements	15 - 39 years	6,084,861	4,554,337
Furniture and equipment	3 - 7 years	646,375	604,769
Motor vehicles	5 years	218,414	143,588
Construction in process	-	134,895	519,681
		7,257,435	5,995,265
Less: Accumulated depreciation and amortization		2,222,379	2,061,449
		<u>\$ 5,035,056</u>	<u>\$ 3,933,816</u>

Depreciation expense for property and equipment was \$189,635 and \$177,720 in 2019 and 2018, respectively.

7 - LONG-TERM DEBT

Long-term debt consists of the following:

	2019	2018
Note payable, secured by property, due in monthly principal installments of \$1,840, including interest at 6%, through August 2021.	\$ 43,756	\$ 62,727
Note payable, secured by property, due in monthly installments of \$716, including interest at 6%, through August 2022.	22,341	28,776
Note payable, secured by property, due in monthly installments of \$716, including interest at 6%, through August 2025.	43,074	48,934
Note payable, secured by property, due in monthly installments of \$256, including interest at 3.49%, through August 2020.	2,798	5,937
	111,969	146,374
Less: Current maturities of long-term debt	36,505	34,661
	<u>\$ 75,464</u>	<u>\$ 111,713</u>

Maturities of long-term debt in subsequent years are as follows:

2020	\$ 36,505
2021	37,997
2022	14,072
2023	7,385
2024	7,840
Thereafter	8,170
	<u>\$ 111,969</u>

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

7 - LONG-TERM DEBT (Continued)

NEADS has a line of credit, due on demand, with its bank to meet the needs of construction currently in progress. The agreement has a borrowing limit of \$175,000, secured by certain assets of NEADS. The interest rate to be charged on the principal balance is a variable rate which is 0.25% over the Commerce Bank & Trust Company Base Rate which is currently at 5.25%. Outstanding advances on this line of credit were \$26,378 and \$75,000 at August 31, 2019 and 2018, respectively.

NEADS established a note payable with a bank in May 2019 with a maximum obligation of \$640,000. The amount of the note is collateralized by certain investments of NEADS. Interest is equal to the prime rate (5.25% at August 31, 2019). There were no borrowings outstanding on the note at August 31, 2019.

8 - ENDOWMENT ASSETS

Endowment assets include board designated and donor restricted funds. Changes in endowment assets for the year ended August 31, 2019 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Beginning of year	\$ 1,089,678	\$ 392,906	\$ 1,482,584
Investment return:			
Interest and dividends	24,824	8,951	33,775
Net appreciation (realized/unrealized)	8,150	2,939	11,089
Investment management fees	(7,088)	(2,556)	(9,644)
Total investment return	25,886	9,334	35,220
Additions	1,438	-	1,438
Appropriation for expenditure	9,334	(9,334)	-
Withdrawals	(151,455)	-	(151,455)
End of year	<u>\$ 974,881</u>	<u>\$ 392,906</u>	<u>\$ 1,367,787</u>

During 1992, a donation of \$50,000 was made to the Greater Worcester Community Foundation to benefit NEADS. This donation is managed by the Community Foundation Distribution Committee. NEADS will be entitled to the net income and as much of the principal as the Distribution Committee deems necessary to support the operations and/or needs of NEADS. NEADS will recognize this support when it is received. No support has been recognized in these financial statements.

9 - LEASES

NEADS leases certain equipment under a capital lease agreement. Property and equipment includes the following furniture equipment acquired under current capital lease agreements:

	<u>2019</u>
Furniture and equipment	\$ 16,178
Less: Accumulated depreciation	<u>3,033</u>
	<u>\$ 13,145</u>

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

9 - LEASES (Continued)

Future minimum lease payments under this capital lease, together with the present value of future minimum lease payments as of August 31, 2019 are as follows:

Year Ending	
2020	\$ 4,706
2021	4,706
2022	4,706
2023	<u>1,177</u>
Total minimum lease payments	15,295
Less: Amount representing interest	<u>1,861</u>
Present value of minimum lease payments	<u>\$ 13,434</u>

NEADS also leases equipment under a long-term lease agreement classified as an operating lease for financial statement purposes.

Future minimum lease payments as of August 31, 2019 are as follows:

Year Ending	
2020	\$ 11,958
2021	11,323
2022	11,323
2023	<u>2,622</u>
	<u>\$ 37,226</u>

Lease expense was 14,220 and \$12,605 in 2019 and 2018, respectively

10 - NET ASSETS WITH DONOR RESTRICTIONS

At August 31, 2019 and 2018, net assets with donor restrictions are available for the following purposes or periods:

	<u>2019</u>	<u>2018</u>
Purpose restrictions, available for spending:		
Capital acquisition and expansion	\$ 5,507	\$ 314,224
Dog training programs	<u>1,657,136</u>	<u>1,874,509</u>
Total purpose restricted net assets	<u>1,662,643</u>	<u>2,188,733</u>
Time restrictions:		
Contributions receivable, which are unavailable for spending until due, some of which are also subject to purpose restrictions	<u>139,000</u>	<u>30,000</u>
Endowment funds, which must be appropriated by the Board of Directors before use:		
Investment in perpetuity, the income and appreciation from which is expendable for general operating needs	<u>392,906</u>	<u>392,906</u>
Total net assets with donor restrictions	<u>\$ 2,194,549</u>	<u>\$ 2,611,639</u>

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

10 - NET ASSETS WITH DONOR RESTRICTIONS (Continued)

The Board of Directors has designated \$974,881 and \$1,089,678 of net assets without donor restriction for long-term investment as of August 31, 2019 and 2018, respectively.

During 2019 and 2018, net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by the occurrence of other events specified by donors as follows:

	<u>2019</u>	<u>2018</u>
Purpose restrictions:		
Capital acquisition and expansion	\$ 832,720	\$ 438,838
Completion of dog training programs	<u>1,539,650</u>	<u>1,078,339</u>
	<u>\$ 2,372,370</u>	<u>\$ 1,517,177</u>

11 - FAIR VALUE MEASUREMENTS

NEADS reports fair value measures of its assets and liabilities using a three-level hierarchy that prioritizes the inputs used to measure fair value. This hierarchy, established by GAAP, requires that entities maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The asset or liability's measurement within the fair value hierarchy is based on the lowest level of input that is significant to the measurement. The three levels of inputs used to measure fair value are as follows:

Level 1: Valuation is based on quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2: Valuation is based on observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3: Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

When available, NEADS measures fair value using level 1 inputs because they generally provide the most reliable evidence of fair value. However, level 1 inputs are not available for many of the assets and liabilities that NEADS is required to measure at fair value (for example, unconditional promises to give and in-kind contributions).

The primary uses of fair value measures in NEADS financial statements are:

- initial measurement of noncash gifts, including gifts of investment assets and unconditional promises to give.
- recurring measurement of investments.
- recurring measurement of endowment and long-term investments.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

11 - FAIR VALUE MEASUREMENTS (Continued)

Determination of fair value

Following is a description of the valuation methodologies used for items measured at fair value. There have been no changes in the methodologies used during the year ended August 31, 2019.

Money market, mutual funds, bonds, and equities: Valued at the closing price reported on the active market on which the individual securities are traded. Fair value hierarchy for each is based on the level of active trading within the respective markets for each asset or liability.

Alternative investments: NEADS, as a practical expedient, estimates the fair value of its alternative investments based on the net asset value (or its equivalent) as reported by the fund manager. NEADS has evaluated the audited financial statements of its holdings as of the balance sheet date and believes that reported net asset value (or its equivalent) is calculated consistent with the guidance of ASC 820-10-35-59.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although NEADS believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NEADS financial assets that are measured at fair value on a recurring basis were recorded using the fair value hierarchy at August 31, 2019 as follows:

	August 31, 2019			
	Level 1	Level 2	Level 3	Total
Investments				
Money market funds	\$ 71,456	\$ -	\$ -	\$ 71,456
Taxable bonds	1,160,683	-	-	1,160,683
Equity based mutual funds	1,742,992	-	-	1,742,992
Total assets in the fair value hierarchy	<u>\$ 2,975,131</u>	<u>\$ -</u>	<u>\$ -</u>	2,975,131
Investments measured at net asset value				<u>112,622</u>
Total investments at fair value				<u>\$ 3,087,753</u>

NEADS financial assets that are measured at fair value on a recurring basis were recorded using the fair value hierarchy at August 31, 2018 as follows:

	August 31, 2018			
	Level 1	Level 2	Level 3	Total
Investments				
Money market funds	\$ 103,583	\$ -	\$ -	\$ 103,583
Taxable bonds	1,167,899	-	-	1,167,899
Equity based mutual funds	1,781,720	-	-	1,781,720
Total assets in the fair value hierarchy	<u>\$ 3,053,202</u>	<u>\$ -</u>	<u>\$ -</u>	3,053,202
Investments measured at net asset value				<u>111,270</u>
Total investments at fair value				<u>\$ 3,164,472</u>

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

11 - FAIR VALUE MEASUREMENTS (Continued)

There were no significant transfers between the levels during the year. NEADS policy is to recognize transfers in and out of the levels at the end of the fiscal year; interim changes in the availability of fair value inputs are not recognized.

NEADS does not measure any liabilities at fair value on a recurring or non-recurring basis on the statement of financial position.

As discussed above in the financial statements, NEADS estimates the fair value of its investments in certain entities using the net asset value per share of the investment. Further information about these investments is presented below:

	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (If Currently Eligible)</u>	<u>Redemption Notice Period</u>
Private equity funds	\$ 112,622	\$ -	Quarterly	None

The private equity funds are closed end funds with an indeterminate liquidation period. Prior to liquidation, NEADS is eligible to have their investments purchased back through a limited repurchase program at a price that may reflect a discount from the purchase price paid for the shares being repurchased. NEADS intends to hold these investments until liquidation by the fund and does not intend to take part in the repurchase program.

12 - RETIREMENT PLAN

NEADS has a 403(b) retirement plan covering substantially all employees. NEADS made matching contributions to the plan in the amount of \$7,101 and \$4,421 in 2019 and 2018, respectively.

13 - DONATED GOODS AND SERVICES

Donated goods and services were comprised of the following:

	<u>2019</u>	<u>2018</u>
Goods		
Kennel supplies and dog care	\$ 157,588	\$ 119,467
Services		
Veterinary fees	<u>70,766</u>	<u>122,780</u>
	<u>\$ 228,354</u>	<u>\$ 242,247</u>

14 - STATEMENT OF CASH FLOWS

Supplemental disclosures of cash flows information is as follows:

	<u>2019</u>	<u>2018</u>
Cash paid during the year for interest	\$ 11,982	\$ 13,116

NEADS acquired property, plant and equipment and incurred capital lease obligations in the amount of \$16,178 and in 2019.

NEADS, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

15 - COMMITMENTS AND CONTINGENCIES

The Organization is subject to certain legal matters, including litigation and claims, which arise in the normal course of business. Management believes that the effects, if any, relative to these matters will not have a material effect on the Organization's financial statements.

16 - CONCENTRATIONS OF RISK

NEADS investments are subject to various risks, such as interest rate, credit, and overall market volatility risks. Further, because of the significance of the investments to NEADS financial position and the level of risk inherent in most investments, it is reasonably possible that changes in the values of these investments could occur in the near term and such changes could materially affect the amounts reported in the financial statements. Management is of the opinion that the diversification of its invested assets among the various asset classes should mitigate the impact of changes in any one class.

17 - SUBSEQUENT EVENTS

Subsequent events have been evaluated through December 4, 2019, which is the date the financial statements were available to be issued. Events occurring after that date have not been evaluated to determine whether a change in the financial statements would be required.