FINANCIAL STATEMENTS
JUNE 30, 2019

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Charlotte Center for Legal Advocacy, Inc, Charlotte, North Carolina

We have audited the accompanying financial statements of Charlotte Center for Legal Advocacy, Inc, (the "Organization" - a nonprofit corporation), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for the 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 of material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 in the first paragraph present fairly, in all material respects, the financial position of Charlotte Center for Legal Advocacy, Inc., as of June 30, 2019 and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### Report on Summarized Comparative Information

We have previously audited the Organization's 2018 financial statements, and our report dated February 9, 2019, expressed an unmodified opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

C. Dewitt Found & Congan, P.A.

#### **Statement of Financial Position**

June 30, 2019, with prior year comparative totals

	June 30,			
		2019		2018
<u>ASSETS</u>				
Current Assets:				
Cash	\$	655,742	\$	456,420
Investments - certificates of deposit		69,586		69,195
Accounts Receivable:				
Pledges, net		261,133		-
Grants		1,795,875		1,437,075
Other		10,546		3,205
Sales tax		10,930		12,954
Prepaid expenses		30,284		48,196
Total Current Assets		2,834,096		2,027,045
Non-Current Assets:				
Beneficial interest in quasi-endowment fund		82,441		52,899
Grants receivable, net of current portion		768,505		4,000
Pledges receivable, net		408,911		-
Property and equipment, net		358,299		385,351
Total Non-Current Assets		1,618,156		442,250
TOTAL ASSETS	\$	\$ 4,452,252		\$ 2,469,295
LIABILITIES AND NET ASSETS				
Current Liabilities:				
Accounts payable	\$	33,565	\$	33,990
Funds held for others	*	90,773	-	54,882
Accrued payroll and withholdings		252,605		224,226
Total Current Liabilities		376,943		313,098
Net Assets:				
Without donor restricted:				
Board-designated		157,441		127,899
Property		358,299		385,351
Undesignated		418,445		484,666
Total Net Assets Without Donor Restrictions		934,185		997,916
With donor restrictions		3,141,124		1,158,281
Total Net Assets		4,075,309		2,156,197
TOTAL LIABILITIES AND NET ASSETS	\$	4,452,252	\$	2,469,295

#### **Statement of Activities**

Year Ended June 30, 2019, with prior year comparative totals

	Year Ended June 30, 2019							2018
		thout Donor Restrictions		Vith Donor Restrictions		TOTALS		omparative Totals
SUPPORT AND REVENUE								
Support:								
Contributions	\$	54,126	\$	723,620	\$	777,746	\$	445,470
Grants		447,505		3,379,311		3,826,816		2,158,142
In-kind contributions		449,248		-		449,248		596,104
Special events (net of								
\$36,145 direct benefit)		403,993		-		403,993		12,340
Revenue:								
Rental income		72,000		-		72,000		62,800
Fees and attorney awards		86,732		-		86,732		56,413
Investment and other		6,034		-		6,034		13,873
Net Assets Released from Restrictions		2,120,088		(2,120,088)		-		-
Total Support and Revenue		3,639,726		1,982,843		5,622,569		3,345,142
<u>EXPENSES</u>								
Program services		3,152,102		_		3,152,102		3,039,143
Management and general		304,852		-		304,852		231,631
Fundraising		246,503		-		246,503		208,229
Total Expenses		3,703,457		-		3,703,457		3,479,003
CHANGE IN NET ASSETS		(63,731)		1,982,843		1,919,112		(133,861)
NET ASSETS, BEGINNING		997,916		1,158,281		2,156,197		2,290,058
NET ASSETS, ENDING	\$	934,185	\$	3,141,124	\$	4,075,309	\$	2,156,197

#### **Statement of Functional Expenses**

Year Ended June 30, 2019, with prior year comparative totals

		Year Ended J	June 30, 2019		2018
	Program Services	Management and General	Fundraising	TOTALS	Comparative Totals
Salaries and Benefits:					
Salaries:					
Staff attorneys	1,033,371	\$ 34,158	\$ 34,158 \$	1,101,687 \$	1,073,674
Paralegal and program	418,343	-	-	418,343	461,797
Administrative	95,094	129,009	108,727	332,830	273,446
Support staff	115,445	34,454	13,226	163,125	62,140
Employee benefits	416,281	42,896	36,160	495,337	379,757
Payroll taxes	124,420	12,821	10,807	148,048	137,031
Total	2,202,954	253,338	203,078	2,659,370	2,387,845
Other Expenses:					
Attorneys fees (in-kind)	449,248	-	-	449,248	596,104
Occupancy	56,739	5,847	4,928	67,514	92,949
Travel and training	34,506	3,556	2,997	41,059	44,820
Other program costs	50,472	5,201	4,384	60,057	44,774
Information technology	60,575	6,242	5,262	72,079	44,541
Events	-	-	36,145	36,145	246,771
Communications	31,663	3,263	2,750	37,676	32,211
Outside services	105,336	10,855	9,153	125,344	25,662
Publications and references	17,611	1,815	1,530	20,956	21,302
Supplies	21,655	2,231	1,881	25,767	20,914
Equipment costs	35,398	3,648	3,075	42,121	41,732
Bad debt	_	_	-	-	19,928
Postage and delivery	13,629	1,404	1,184	16,217	17,194
Dues	17,398	1,793	1,511	20,702	14,538
Insurance	11,746	1,210	1,020	13,976	14,215
Litigation costs	8,080	833	702	9,615	4,094
Total	914,056	47,898	76,522	1,038,476	1,281,749
Total Expenses Before					
Depreciation	3,117,010	301,236	279,600	3,697,846	3,669,594
Depreciation Expense	35,092	3,616	3,048	41,756	56,180
TOTAL EXPENSES	3,152,102	304,852	282,648	3,739,602	3,725,774
Less - Special Events Costs					
Deducted from Revenue			(36,145)	(36,145)	(246,771)
NET EXPENSES \$	3,152,102	\$ 304,852	\$ 246,503 <b>\$</b>	3,703,457 \$	3,479,003

#### **Statement of Cash Flows**

Year Ended June 30, 2019, with prior year comparative totals

	June 30,			
		2019		2018
OPERATING ACTIVITIES				
Change in net assets	\$	1,919,112	\$	(133,861)
Adjustments to reconcile change in net assets to				
net cash flows from operating activities:				
Depreciation		41,757		56,180
Increase in value of beneficial interest		(1,797)		(2,999)
Contributions restricted for long-term purposes		(723,620)		-
(Increase) decrease in operating assets:				
Grants receivable		(1,123,305)		(107,529)
Other receivables		(5,317)		2,221
Prepaid expenses		17,912		9,005
Increase (decrease) in operating liabilities:				
Accounts payable		(425)		15,474
Funds held for others		35,891		(33,187)
Accrued payroll and withholdings		28,379		24,747
Cash Flows from Operating Activities		188,587		(169,949)
<u>INVESTING ACTIVITIES</u>				
Purchases of fixed assets		(14,705)		(13,264)
Purchases of investments		(28,136)		(18,308)
Cash Flows from Investing Activities		(42,841)		(31,572)
FINANCING ACTIVITIES				
Contributions restricted for long-term purposes		723,620		_
Increase in pledges receivable		(670,044)		_
Proceeds from line of credit		-		50,000
Principal paid on line of credit		=		(50,000)
Cash Flows from Financing Activities		53,576		_
NET CHANGE IN CASH		199,322		(201,521)
CASH, BEGINNING		456,420		657,941
CASH, ENDING	\$	655,742	\$	456,420

Notes to Financial Statements June 30, 2019

#### NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of activities

Charlotte Center for Legal Advocacy, Inc. (the "Organization"), formerly known as Legal Services of Southern Piedmont, Inc. is a North Carolina not-for-profit corporation that began operations in 1967 and has its principal office in Charlotte. The purpose of the Organization is to provide equal access to justice for indigent persons in its service area by providing representation for indigent persons on matters of significant concern to them individually and advocating for the low income community, or groups of indigent persons, on issues of concern to the whole or significant segment of the low income community. The Organization also provides services for the elderly community in the Charlotte area. During the period of this report, the Organization, a United Way agency, primarily served individuals and families living in the Charlotte metropolitan area and west-central North Carolina whose income does not exceed 200 percent of the federal poverty level.

#### Funding sources

The Organization is supported by a combination of federal, state and local government funds, the United Way of Central Carolinas, contributions from individuals and Organizations, grants from state and local bar Organizations, grants from private foundations, client fees, and other sources.

#### Basis of presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions – Net assets without donor restrictions can be both undesignated and designated in nature. Undesignated net assets without donor restrictions are those currently available for use in the day-to-day operation of the Organization and those resources invested in fixed assets. From time to time, the Board of Directors may designate certain amounts to be utilized or invested to meet specific objectives of the Organization. Such amounts, if any, are reflected as designated net assets without donor restrictions in the accompanying statement of financial position.

Net assets with donor restrictions — Net assets with donor restrictions consist of temporarily restricted net assets and permanently restricted net assets. Temporarily restricted net assets are subject to donor-imposed stipulations that may or will be met, either by actions of the Organization or the passage of time. When a restriction expires, that is when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Permanently restricted net assets are subject to donor imposed stipulations that they be maintained permanently by the Organization. At June 30, 2019, the Organization did not have any permanently restricted net assets.

Notes to Financial Statements June 30, 2019

#### **Presentation**

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. The Organization recognizes unconditional promises to give as support in the period the promise is received. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulations or law. Expenses are recorded as decreases in net assets without donor restrictions.

#### Donated professional services

Certain services are donated by various attorneys, law students and paralegals in the Organization service area at no charge in connection with the Access to Justice Pro Bono Program. Such donated services have been reflected in the accompanying financial statements, based on estimated salary rates, payroll taxes, and employee benefits. If the Organization employed these individuals to perform these services, the estimated cost is \$105 per hour.

#### Other donated goods and services

No other amounts have been reflected in the financial statements for donated goods and services. The Organization pays for most services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization with program services, management, and fundraising efforts. The Organization does not record the value of other donated services in its financial statements since the value of the services generally does not meet the requirements for recognition in the financial statements.

#### Functional allocation of expenses

Expenses that are inherently program, management and general, or fundraising, are charged directly to those functions. Personnel related expenses are allocated based on management's estimates of time spent. Due to the Organization being a service driven not-for-profit the majority of their expenses are allocated similar to personnel expenses.

#### Accrued compensated absences

The Organization allows employees to carry over up to 150 hours of compensated absences at the end of the calendar year. During the year, employees are allowed to accrue more than 150 hours, and are paid for the entire amount upon leaving the Organization. This amount is shown as an expense when earned and the unpaid balance at year-end is included as a liability in the accompanying financial statements.

#### Federal income tax status

The Organization is exempt from Federal income tax under Internal Revenue Code Section 501(c)(3) with respect to its exempt function income. The Organization is classified as other than a private foundation as defined by Section 509(a) of the Internal Revenue Code.

Notes to Financial Statements June 30, 2019

#### Prior-year comparative totals

The financial statements include certain prior-year summarized information, which is presented for comparative purposes only. Accordingly, such information should be read in conjunction with the Organization's 2018 financial statements, from which the summarized information was derived. Certain amounts shown as prior-year comparative totals have been reclassified to conform to the current-year presentation.

#### *Use of estimates*

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

#### **NOTE 2 – INVESTMENTS**

#### Certificates of deposit

Certificates of deposit are reported at cost plus accrued interest, which approximates fair value. The balance as of June 30, 2019, consists of two certificates of deposit, with maturities of three and six months.

#### Beneficial interest

The Organization's quasi-endowment fund is managed by Foundation for the Carolinas and is carried on the books at its fair value, which is estimated by Foundation for the Carolinas.

#### Fair value

Generally accepted accounting principles require fair value of financial instruments to be determined based on the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. It establishes a three-level valuation hierarchy based upon observable and unobservable inputs, as follows:

- Level 1 Fair value is based on quoted prices in active markets for identical assets or liabilities.
- Level 2 Fair value 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 Fair value 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.

## Notes to Financial Statements June 30, 2019

The Organization's certificates of deposit are classified as Level 2 assets and fair value is determined based on cost plus accrued interest. The Organization's investments at Foundation for the Carolinas are classified as Level 3 assets and fair value is determined based on the value of the underlying assets, which consist of investments some of which are publicly-traded and some of which are not.

The following table sets forth a summary of changes in the fair value of the Organization Level 3 assets for the year ended June 30, 2019:

Balance, beginning of year	\$ 52,899
Purchases	27,745
Net increase in value	 1,797
Balance, end of year	\$ 82,441

#### **Quasi-endowment policies**

Quasi-endowment investments are managed by Foundation for the Carolinas, which has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make annual distributions while growing the funds. Actual returns in any given year will vary.

#### **NOTE 3 – RECEIVABLES**

#### **Grants receivable**

Grants receivable are presented at net realizable value with no allowance for bad debt or present value discount. Management's assessment of the collectability of the grants are based on a review of individual accounts, historical experience, and current economic conditions. Grants receivable had a balance of \$2,564,380 at June 30, 2019. The Organization expects to collect \$1,795,875 in the year ending June 30, 2020 and \$768,505 is expected to be collected during the year ending June 30, 2021.

#### Pledges receivable

The Organization accepts pledges for a capital campaign, the proceeds of which are used to construct a new office building. Unconditional promises to give are presented net of the allowance for doubtful accounts as calculated by management. Management's assessment of the collectability of receivables is based on a review of individual accounts, historical experience, and current economic conditions. Management has determined that no allowance is needed for promises to give. The \$21,177 discount for present value is computed using an interest rate of 1.76 percent based on the weighted average of the U.S. Treasury rates at June 30, 2019. At June 30, 2019 there was one pledge totaling \$500,000 which represented 72% of the gross pledges receivable, which represents a substantial concentration risk. The Organization's pledges are expected to be collected during the year ending June 30:

## Notes to Financial Statements June 30, 2019

2020	\$ 263,450
2021	146,700
2022	145,200
2023	122,871
2024	 13,000
Total Pledges Receivable	691,221
Deduct:	
Discount for present value	 21,177
NET PLEDGES RECEIVABLE	\$ 670,044

#### **NOTE 4 – PROPERTY AND EQUIPMENT**

#### Basis of presentation

Fixed assets are capitalized at cost if purchased or fair value if donated, subject to a \$2,500 capitalization policy. Major repairs and improvements to existing assets that are expected to significantly extend the useful life of such assets are also capitalized. Repair costs not expected to significantly extend the asset's useful life are expensed in the year such costs are incurred. The Organization uses the straight-line method of depreciation over the estimated useful lives of the assets, which vary from three to ten years for computers, furniture and equipment, to 30 years for the building and building improvements. Salvage values are not utilized.

#### Balance at June 30, 2019

Fixed assets at June 30, 2019 consisted of the following:

Land Building Building improvements Furniture and equipment	\$ 206,367 359,791 214,268 162,860
TOTAL COST	943,286
Less - accumulated depreciation	 (583,394)
PROPERTY AND EQUIPMENT – NET	\$ 359,892

#### **NOTE 5 – NET ASSETS**

#### **Board-designated**

The Organization Board of Directors has resolved that the following designated funds be established:

Designated Impact Advocacy Fund – The Board established an impact advocacy fund with an initial funding of \$50,000 for representation of groups, for community economic development, for legislative and administrative advocacy, and for impact legislation. The Executive Director is authorized to use funds for each activity or incident up to \$25,000 without Board approval and shall maintain separate accounting for such expenditures.

## Notes to Financial Statements June 30, 2019

*Quasi-Endowment Fund* – The Board has established a quasi-endowment fund at the Foundation of the Carolinas with a fair value at year-end of \$82,441.

Designated Building Repair and Improvement Fund – The Board established a building repair and improvement fund with an initial funding of \$25,000. The fund is to be used for repair and improvement of real estate owned and operated by the Organization beyond normal costs that are provided for in the budget. The Executive Director is authorized to use funds up to \$25,000 without Board approval.

#### Temporarily restricted

Temporarily restricted activity for the year was as follows:

remperating resurresca activity for a	•	Beginning	Received	]	Released	 Ending
Mecklenburg County	\$	238,000	\$ 408,000	\$	238,000	\$ 408,000
Kate B. Reynolds		11,377	1,011,319		264,466	758,231
United Way		195,000	219,375		195,000	219,375
IOLTA		46,875	105,000		99,375	52,500
Internal Revenue Service		50,000	100,000		100,000	50,000
Legal Orientation Program		16,357	96,478		95,615	17,220
Sisters of Mercy		-	50,000		29,167	20,833
Z. Smith Reynolds		100,625	250,000		150,625	200,000
Equal Justice Works		12,250	152,400		49,969	114,681
Leon Levine Foundation		40,000	70,000		75,000	35,000
National Health Law Program		29,167	100,000		70,833	58,333
RWJ Justice Center		46,667	-		40,000	6,667
CPCC Single Stop		20,000	-		20,000	-
NC Child		4,000	-		4,000	-
North Carolina Bar Foundation		10,000	12,081		12,081	10,000
Bank of America Foreclosure		54,000	86,000		97,000	43,000
Bank of America Redevelopment		232,219	360,000		185,502	406,716
CHS Medical Legal Partnership		40,000	80,000		80,000	40,000
Wells Fargo		-	10,000		6,667	3,333
VOCA		-	113,558		113,558	-
Charlotte Mecklenburg Housing		11,250	8,000		15,250	4,000
CACH		-	5,000		4,583	418
Rapid Response		-	37,011		9,250	27,761
Immigration Litigation		-	75,000		56,250	18,750
NC Justice Public Charge		-	20,090		10,090	10,000
Brighthouse Financial		-	10,000		7,500	2,500
Community Link Veterans		494	-		494	_
Capital Campaign			723,620		89,813	 633,807
TOTAL	\$	1,158,281	\$ 4,102,932	\$	2,120,088	\$ 3,141,124

Notes to Financial Statements June 30, 2019

#### Net assets released

During the year, \$1,916,717 of restricted net assets were released by expiration of time restrictions and \$203,371 of restricted net assets were released by payment for restricted purposes.

#### NOTE 6 – LINE OF CREDIT

The Organization has available a line of credit of up to \$150,000 from a local financial institution which matures in June 2019. Payments of interest only at the Bank's prime rate are required. At June 30, 2019, there was no balance due. No interest expense was paid during the year.

#### **NOTE 7 – LEASES**

#### Operating leases

The Organization has entered into non-cancelable operating lease agreements for office space and a mail machine. Lease payments made during the year ended June 30, 2019 were \$49,748. Future minimum payments under operating leases are due during the years ending June 30:

2020	\$ 52,800
2021	56,028
2022	 28,824
TOTAL	\$ 137,652

#### NOTE 8 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization has \$2,695,924 of financial assets available within one year of the balance sheet date to meet cash needs for general expenditures consisting of cash of \$655,742, short-term investments of \$69,586, and current grants receivable, other receivables, and sales tax receivable of \$1,970,596. Of the financial assets available, \$1,776,665 are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date. The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, as part of its liquidity management the Organization invests cash in excess of daily requirements in short-term investments, primarily money market funds and certificate of deposits.

#### **NOTE 9 – CONCENTRATIONS OF RISK**

#### Geographic area

The Organization operates in a small geographic area, and is therefore sensitive to changes in the local economy.

#### <u>C</u>ash

Cash held in bank accounts is insured up to \$250,000 by the Federal Deposit Insurance Corporation (FDIC). The total cash held by the Organization at June 30, 2019, included \$295,036 of cash in excess of insured limits.

Notes to Financial Statements June 30, 2019

#### **Funding**

During the year ended June 30, 2019, the Organization received the majority of its funding from a limited number of funding sources, a large amount of which is renewable annually. This represents a significant concentration of risk that operations could be affected if any of these agencies unexpectedly discontinued their funding of the Organization.

#### NOTE 10 - RETIREMENT PLAN

The Organization provides a 401(k) plan for the benefit of its employees. Contributions to the Plan are made at the discretion of the Organization Board of Directors and employee contributions are also permitted. Contributions are allocated to employees based on compensation and employees are fully vested in employer contributions after four years. A more detailed description of the Plan is available in the Summary Plan Description. For the year ended June 30, 2019, the Organization accrued a contribution to the Plan of \$112,401.

#### **NOTE 11 – SUBSEQUENT EVENTS**

The Organization has evaluated subsequent events from the date of the statement of financial position through the date of the audit report, which is the date the financial statements were available to be issued. During this period, the Organization signed a letter of intent to purchase eight acres of land on Latrobe Drive for \$1,000,000. The Organization plans to use funds received from capital campaign donations and debt financing to pay for the commitment. No other material recognizable subsequent events were identified.