

Children's Cancer Research Fund

Financial Statements Together with Independent Auditors' Report

June 30, 2018

CHILDREN'S CANCER RESEARCH FUND

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Children's Cancer Research Fund
Minneapolis, Minnesota

Report on the Financial Statements

We have audited the accompanying financial statements of Children's Cancer Research Fund (a nonprofit organization), which comprise the statement of financial position as of June 30, 2018 and 2017, and the related statement of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 above present fairly, in all material respects, the financial position of Children's Cancer Research Fund as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Roseville, Minnesota
October 2, 2018



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CHILDREN'S CANCER RESEARCH FUND

STATEMENT OF FINANCIAL POSITION JUNE 30, 2018 AND 2017

| ASSETS | | |
|----------------------------------|---------------|--------------|
| | 2018 | 2017 |
| CURRENT ASSETS: | | |
| Cash and Cash Equivalents | \$ 6,355,416 | \$ 4,886,588 |
| Pledges Receivable | 539,229 | 583,556 |
| Accrued Interest | 7,789 | 7,674 |
| Prepaid Expenses | 227,117 | 241,174 |
| Total Current Assets | 7,129,551 | 5,718,992 |
| PROPERTY AND EQUIPMENT: | | |
| Less Accumulated Depreciation | 1,048,687 | 944,592 |
| Net Property and Equipment | 753,356 | 660,361 |
| Net Property and Equipment | 295,331 | 284,231 |
| INVESTMENTS | 2,429,455 | 2,289,699 |
| OTHER NON CURRENT ASSETS: | | |
| Pledges Receivable, Net | 875,929 | 1,075,195 |
| TOTAL ASSETS | \$ 10,730,266 | \$ 9,368,117 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES: | | |
| Accounts Payable | \$ 1,302,963 | \$ 799,683 |
| Accrued Payroll and Related | 267,807 | 274,165 |
| Unearned Event Revenue | 158,133 | 167,415 |
| Grants Payable | 3,699,791 | 2,545,471 |
| Total Current Liabilities | 5,428,694 | 3,786,734 |
| NON CURRENT LIABILITIES: | | |
| Grants Payable, Net | 855,253 | 1,179,467 |
| Other Accrued Liabilities | 63,389 | 74,742 |
| Total Non Current Liabilities | 918,642 | 1,254,209 |
| NET ASSETS: | | |
| Unrestricted: | | |
| Operating | 1,334,057 | 1,613,192 |
| Board Designated | 2,428,326 | 2,375,884 |
| Total Unrestricted | 3,762,383 | 3,989,076 |
| Temporarily Restricted | 220,547 | 138,098 |
| Permanently Restricted | 400,000 | 200,000 |
| Total Net Assets | 4,382,930 | 4,327,174 |
| TOTAL LIABILITIES AND NET ASSETS | \$ 10,730,266 | \$ 9,368,117 |

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

CHILDREN'S CANCER RESEARCH FUND

STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2018

| | 2018 | | | | Total |
|--|---------------------|---------------------|---------------------------|---------------------------|---------------------|
| | Unrestricted | | Temporarily Restricted | Permanently Restricted | |
| | Operating | Board Designated | | | |
| SUPPORT AND REVENUE: | | | | | |
| General Contributions | \$ 3,250,954 | \$ - | \$ 450,055 | \$ 200,000 | \$ 3,901,009 |
| Events | 8,370,865 | - | 572,804 | - | 8,943,669 |
| Direct Expenses | (364,409) | - | - | - | (364,409) |
| Donated Goods and Services | 363,821 | - | - | - | 363,821 |
| Cause Marketing | 47,010 | - | 128,940 | - | 175,950 |
| Investment Income | - | 52,442 | 8,611 | - | 61,053 |
| Other | 71,936 | - | - | - | 71,936 |
| Board Designated Appropriation | 100,000 | (100,000) | - | - | - |
| Net Assets Released From Restrictions: | | | | | |
| Satisfaction of Program Restrictions | 1,077,961 | - | (1,077,961) | - | - |
| Total Support and Revenue | <u>12,918,138</u> | <u>(47,558)</u> | <u>82,449</u> | <u>200,000</u> | <u>13,153,029</u> |
| EXPENSES: | | | | | |
| Program Services: | | | | | |
| Research | 4,520,079 | - | - | - | 4,520,079 |
| Education & Awareness | 4,456,783 | - | - | - | 4,456,783 |
| Patient & Family Services | 360,204 | - | - | - | 360,204 |
| Total Program Expenses | <u>9,337,066</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>9,337,066</u> |
| Supporting Services: | | | | | |
| Fundraising | 2,806,544 | - | - | - | 2,806,544 |
| Management and General | 953,663 | - | - | - | 953,663 |
| Total Support Expenses | <u>3,760,207</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>3,760,207</u> |
| Total Expenses | <u>13,097,273</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>13,097,273</u> |
| TRANSFER OF NET ASSETS | <u>(100,000)</u> | <u>100,000</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| CHANGE IN NET ASSETS | (279,135) | 52,442 | 82,449 | 200,000 | 55,756 |
| NET ASSETS at Beginning of Year | <u>1,613,192</u> | <u>2,375,884</u> | <u>138,098</u> | <u>200,000</u> | <u>4,327,174</u> |
| NET ASSETS at End of Year | <u>\$ 1,334,057</u> | <u>\$ 2,428,326</u> | <u>\$ 220,547</u> | <u>\$ 400,000</u> | <u>\$ 4,382,930</u> |

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

CHILDREN'S CANCER RESEARCH FUND

STATEMENT OF ACTIVITIES (Continued) YEAR ENDED JUNE 30, 2017

| | 2017 | | | | Total |
|--|---------------------|---------------------|---------------------------|---------------------------|---------------------|
| | Unrestricted | | Temporarily Restricted | Permanently Restricted | |
| | Operating | Board Designated | | | |
| SUPPORT AND REVENUE: | | | | | |
| General Contributions | \$ 3,507,802 | \$ — | \$ 1,971,039 | \$ — | \$ 5,478,841 |
| Events | 5,685,728 | — | 763,933 | — | 6,449,661 |
| Direct Expenses | (319,319) | — | — | — | (319,319) |
| Donated Goods and Services | 535,594 | — | — | — | 535,594 |
| Cause Marketing | 82,745 | — | 62,031 | — | 144,776 |
| Investment Income | — | 209,213 | 22,432 | — | 231,645 |
| Other | 50,581 | — | — | — | 50,581 |
| Board Designated Appropriation | 200,000 | (200,000) | — | — | — |
| Net Assets Released From Restrictions: | | | | | |
| Satisfaction of Program Restrictions | 2,742,624 | — | (2,742,624) | — | — |
| Total Support and Revenue | <u>12,485,755</u> | <u>9,213</u> | <u>76,811</u> | <u>—</u> | <u>12,571,779</u> |
| EXPENSES: | | | | | |
| Program Services: | | | | | |
| Research | 4,084,100 | 311,000 | — | — | 4,395,100 |
| Education & Awareness | 3,769,833 | — | — | — | 3,769,833 |
| Patient & Family Services | 655,514 | — | — | — | 655,514 |
| Total Program Expenses | <u>8,509,447</u> | <u>311,000</u> | <u>—</u> | <u>—</u> | <u>8,820,447</u> |
| Supporting Services: | | | | | |
| Fundraising | 3,081,716 | — | — | — | 3,081,716 |
| Management and General | 532,704 | — | — | — | 532,704 |
| Total Support Expenses | <u>3,614,420</u> | <u>—</u> | <u>—</u> | <u>—</u> | <u>3,614,420</u> |
| Total Expenses | <u>12,123,867</u> | <u>311,000</u> | <u>—</u> | <u>—</u> | <u>12,434,867</u> |
| TRANSFER OF NET ASSETS | <u>(100,000)</u> | <u>100,000</u> | <u>—</u> | <u>—</u> | <u>—</u> |
| CHANGE IN NET ASSETS | 261,888 | (201,787) | 76,811 | — | 136,912 |
| NET ASSETS at Beginning of Year | <u>1,351,304</u> | <u>2,577,671</u> | <u>61,287</u> | <u>200,000</u> | <u>4,190,262</u> |
| NET ASSETS at End of Year | <u>\$ 1,613,192</u> | <u>\$ 2,375,884</u> | <u>\$ 138,098</u> | <u>\$ 200,000</u> | <u>\$ 4,327,174</u> |

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

CHILDREN'S CANCER RESEARCH FUND

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018

| | 2018 | | | | | |
|-----------------------------------|---------------------|-----------------------|---------------------------|---------------------|------------------------|----------------------|
| | Program Services | | | Supporting Services | | Total |
| | Research | Education & Awareness | Patient & Family Services | Fund-raising | Management and General | |
| Salaries, Wages and Payroll Taxes | \$ - | \$ 1,313,662 | \$ 97,831 | \$ 506,838 | \$ 525,782 | |
| Employee Benefits | - | 139,904 | 10,490 | 54,346 | 56,377 | 261,117 |
| Professional Development | - | 22,117 | 4,016 | 11,935 | 4,752 | 42,820 |
| Professional Services | - | 890,477 | 159,402 | 830,490 | 53,892 | 1,934,261 |
| Printing and Postage: | | | | | | |
| Office Printing and Postage | - | 127,786 | 5,150 | 66,440 | 2,719 | 202,095 |
| Direct Mail | - | 521,461 | - | 588,030 | - | 1,109,491 |
| Advertising: | | | | | | |
| In-Kind Advertising | - | 363,821 | - | - | - | 363,821 |
| Other Advertising | - | 604,538 | - | 419,275 | 50 | 1,023,863 |
| Supplies and Equipment | - | 104,803 | 24,226 | 84,186 | 3,068 | 216,283 |
| Venue and Entertainment | - | 25,978 | 21,203 | 45,169 | 1,618 | 93,968 |
| Fees, Licenses and Permits | - | 82,894 | 140 | 84,624 | 145,832 | 313,490 |
| Insurance | - | - | - | - | 10,403 | 10,403 |
| Travel and Lodging | - | 14,129 | 10,386 | 33,533 | 796 | 58,844 |
| Facilities and Administration | - | 100,744 | 7,456 | 37,949 | 41,952 | 188,101 |
| Research and Program Grants | 4,520,079 | 10,000 | 9,000 | - | - | 4,539,079 |
| Information Technology | - | 84,643 | 7,168 | 24,374 | 86,344 | 202,529 |
| Depreciation | - | 49,826 | 3,736 | 19,355 | 20,078 | 92,995 |
| Total Expenses | <u>\$ 4,520,079</u> | <u>\$ 4,456,783</u> | <u>\$ 360,204</u> | <u>\$ 2,806,544</u> | <u>\$ 953,663</u> | <u>\$ 13,097,273</u> |

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

CHILDREN'S CANCER RESEARCH FUND
STATEMENT OF FUNCTIONAL EXPENSES (Continued)
YEAR ENDED JUNE 30, 2017

| | 2017 | | | | | Total |
|-----------------------------------|---------------------|-----------------------|---------------------------|---------------------|------------------------|----------------------|
| | Program Services | | | Supporting Services | | |
| | Research | Education & Awareness | Patient & Family Services | Fund-raising | Management and General | |
| Salaries, Wages and Payroll Taxes | \$ — | \$ 912,034 | \$ 80,981 | \$ 777,632 | \$ 320,127 | \$ 2,090,774 |
| Employee Benefits | — | 119,435 | 10,605 | 101,835 | 41,922 | 273,797 |
| Professional Development | — | 16,944 | 3,875 | 12,165 | 2,890 | 35,874 |
| Professional Services | — | 656,382 | 191,458 | 647,775 | 51,973 | 1,547,588 |
| Printing and Postage: | | | | | | |
| Office Printing and Postage | — | 26,980 | 6,953 | 22,347 | 6,269 | 62,549 |
| Direct Mail | — | 498,977 | | 606,616 | | 1,105,593 |
| Advertising: | | | | | | |
| In-Kind Advertising | — | 535,594 | — | — | — | 535,594 |
| Other Advertising | — | 403,066 | — | 402,989 | — | 806,055 |
| Supplies and Equipment | — | 12,613 | 30,477 | 101,383 | 2,447 | 146,920 |
| Venue and Entertainment | — | 34,042 | 26,699 | 28,648 | 929 | 90,318 |
| Fees, Licenses and Permits | — | 10,672 | 132 | 199,973 | 13,027 | 223,804 |
| Insurance | — | 416 | — | 416 | 23,230 | 24,062 |
| Travel and Lodging | — | 22,981 | 19,655 | 21,820 | 10,200 | 74,656 |
| Facilities and Administration | — | 87,972 | 7,218 | 76,292 | 27,813 | 199,295 |
| Research and Program Grants | 4,395,100 | 324,400 | 271,921 | — | — | 4,991,421 |
| Information Technology | — | 77,774 | 2,916 | 56,629 | 21,504 | 158,823 |
| Depreciation | — | 29,551 | 2,624 | 25,196 | 10,373 | 67,744 |
| Total Expenses | \$ 4,395,100 | \$ 3,769,833 | \$ 655,514 | \$ 3,081,716 | \$ 532,704 | \$ 12,434,867 |

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

CHILDREN'S CANCER RESEARCH FUND

STATEMENT OF CASH FLOWS YEARS ENDED JUNE 30, 2018 AND 2017

| | 2018 | 2017 |
|---|--------------|--------------|
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Change in Net Assets | \$ 55,756 | \$ 136,912 |
| Adjustments to Reconcile Change in Net Assets to Net Cash Flows From Operating Activities: | | |
| Depreciation | 92,995 | 67,744 |
| Investment Gains | (5,505) | (178,793) |
| Non Current Grants Payable | (324,214) | 1,111,297 |
| Non Current Pledges Receivable | 199,266 | (798,419) |
| Changes in Assets and Liabilities: | | |
| Pledges Receivable | 44,327 | 125,321 |
| Accrued Interest | (115) | 7 |
| Prepaid Expenses | 14,057 | 2,019 |
| Accounts Payable | 503,280 | 196,195 |
| Accrued Payroll | (6,358) | 5,305 |
| Other Accrued Liabilities | (11,353) | (8,344) |
| Unearned Event Revenue | (9,282) | 69,991 |
| Grants Payable | 1,154,320 | 666,721 |
| Net Cash Flows From Operating Activities | 1,707,174 | 1,395,956 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Purchase of Property and Equipment | (104,095) | (145,751) |
| Purchases of Investments | (297,407) | (380,689) |
| Proceeds from Sale of Investments | 163,156 | 414,854 |
| Net Cash Flows From Investing Activities | (238,346) | (111,586) |
| NET CHANGE IN CASH AND CASH EQUIVALENTS | 1,468,828 | 1,284,370 |
| CASH AND CASH EQUIVALENTS at Beginning of Year | 4,886,588 | 3,602,218 |
| CASH AND CASH EQUIVALENTS at End of Year | \$ 6,355,416 | \$ 4,886,588 |

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

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Children's Cancer Research Fund (the Organization) is dedicated to finding a cure for childhood cancer by providing funds to the University of Minnesota and other qualified institutions for research and training relating to the prevention, treatment and cure of childhood cancer. The Organization also educates the public about childhood cancer and supports quality-of-life programs for pediatric cancer patients and their families.

Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles. Revenues, expenses, gains and losses, and net assets are classified based on the existence or absence of donor imposed restrictions. Accordingly, net assets of the Organization and related changes are classified and reported as follows:

Unrestricted Net Assets

Operating: Resources over which the Board of Directors has discretionary control.

Board Designated: Designated amounts represent those net assets which the Board has set aside to fund specific operational activities and to assure the long-term financial health of the Organization. The Board Designated fund is comprised of Operating Reserves and Program Services Support. The Operating Reserve provides a funding mechanism to provide a consistent source of operating support in the operating budget and serves as a reserve to cover budget shortfalls. The Program Services Support provides a mechanism to maintain assets related to grants awarded that will be distributed in future years and to respond to Program Service funding opportunities that advance the mission of the Organization.

Temporarily Restricted Net Assets - Resources received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently Restricted Net Assets - Net assets subject to donor imposed restrictions that they be maintained permanently by the Organization. The donors have permitted the Organization to use all or part of the income earned, including capital appreciation, for unrestricted or temporarily restricted purposes. Permanently restricted net assets consist of donations restricted for the endowment fund.

Accounting Estimates

The presentation 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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Subsequent Events

In preparing these financial statements, the Organization has evaluated for recognition or disclosure the events or transactions that occurred through October 2, 2018, the date the financial statements were available to be issued.

Cash Equivalents

The Organization considers all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents. Cash equivalents are stated at cost, which approximates market value.

Pledges Receivable

Pledges receivable consists of unconditional promises to give and are recognized as revenue in the period made. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions to be received after one year are discounted using present value of future cash flows. Amortization of discounts is recorded as additional contribution revenue.

Allowance for Pledges Receivable Losses

Pledges receivable are assessed individually for collectability based on the surrounding facts and circumstances and past history.

The Organization monitors the credit quality of its pledges receivable balance. Pledges are reviewed periodically and collectability of pledge balances is assessed. Losses in prior years have been insignificant. The Organization has recorded no allowance for uncollectible pledges at June 30, 2018 and 2017.

Property, Equipment and Depreciation

Property and equipment are carried at cost or, if donated, at the approximated fair value at the date of donation. Additions, improvements or major renewals are capitalized. If items of property are sold, retired or otherwise disposed of, they are removed from the asset and accumulated depreciation accounts and any gain or loss thereon is reflected in the statement of activities.

Depreciation is computed using the straight-line method at rates based on the estimated service lives of the various assets as follows:

| | |
|-------------------------------|-----------|
| Furniture | 7 Years |
| Office and Computer Equipment | 3-5 Years |
| Software | 3 Years |

Depreciation expense was \$92,995 and \$67,744 for the years ended June 30, 2018 and 2017.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the statement of financial position. Realized and unrealized gains and losses are included in the statement of activities. Realized gains and losses are determined using the specific identification method. Interest and dividend income are reported as income when earned.

Grants Payable

Unconditional grants are recorded as expense when approved by management. Grants that are subject to conditions are recorded when the conditions have been substantially met. Grants payable are stated at fair value by discounting payments due in more than one year. Grants payable cancelled in a subsequent year are recorded in the year of cancellation.

Revenue Recognition and Deferred Revenue

Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets. The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the assets, or if they are designated as support for future periods. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Event revenue is recognized as revenue when the event occurs. Deferred Revenue consists of event revenue received in advance of the event.

Donated Services

The Organization recognizes revenue and expenses for donated space in the form of publications and digital media for education media outreach. The donated space is valued at fair market value based on rates provided by the ad agency and various publications.

Advertising Costs

Advertising costs are expensed as incurred.

Functional Allocation of Expense

The costs of providing various programs and services are summarized on a functional basis on the statement of activities. Accordingly, certain costs were allocated among the programs or services benefited based on best estimates by management.

Income Taxes

The Organization is exempt from Federal and State income taxes under Section 501(c)(3) of the Internal Revenue Code therefore, the statements do not include a provision for income taxes but is subject to income tax on net unrelated business income.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes (Continued)

The Organization reviews income tax positions taken or expected to be taken in income tax returns to determine if there are any income tax uncertainties. This includes positions that the entity is exempt from income taxes or not subject to income taxes on unrelated business income. The Organization recognizes tax benefits from uncertain tax positions only if it is more likely than not that the tax positions will be sustained on examination by taxing authorities, based on the technical merits of the positions. The Organization has identified no income tax uncertainties. The Organization files information returns as a tax-exempt organization. Should that status be challenged in the future, all years since inception could be subject to review by the IRS.

The Organization's federal tax returns are open to examination for tax years 2015 through 2017.

Credit Risk

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash. The Organization places its cash with high credit quality financial institutions and, by policy, generally limits the amount of credit exposure to any one financial institution. The Organization had a credit risk concentration as a result of depositing \$122,000 of funds in excess of insurance limits in two banks.

Fair Value Measurements

Under generally accepted accounting principles, 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. The accounting standards establish a three-level fair value hierarchy that prioritizes information used in developing assumptions when pricing an asset or liability as follows:

Level 1 - Observable inputs such as quoted prices in active markets;

Level 2 - Inputs, other than quoted prices in active markets, that are observable either directly or indirectly; and,

Level 3 - Unobservable inputs where there is little or no market data, which requires the reporting entity to develop its own assumptions.

The Organization uses observable market data, when available, in making fair value measurements. Fair value measurements are classified according to the lowest level input that is significant to the valuation.

The Organization holds certain assets that are required to be measured at fair value on a recurring basis. The fair value of the Organization's investment securities were determined based on inputs as presented in Note 2.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - NATURE OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Endowments

The Organization follows the provisions of the Uniform Prudent Management of Institutional Funds Act (UPMIFA). This provides guidance on the classification of endowment net assets and enhances disclosure for endowment funds. Under UPMIFA all unappropriated endowment funds are considered restricted net assets

Reclassifications

Certain amounts in the 2017 financial statements and notes have been reclassified to conform with the 2018 presentation. This reclassification had no effect on net assets for either period.

Recently Issued Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which provides guidance for accounting for revenue from contracts with customers. The new guidance outlines a single comprehensive model for organizations to use in accounting for revenue from contracts with customers. This ASU is effective for annual and interim periods beginning after December 15, 2018 with early adoption permitted. It can be adopted using either a retrospective approach or a modified retrospective approach. The Organization is currently evaluating this guidance to determine the impact it may have on its financial statements.

In February 2016, FASB issued ASU 2016-02, *Leases (Topic 842)*, which provides guidance for accounting for leases. The new guidance requires companies to recognize the assets and liabilities for the rights and obligations created by leased assets, initially measured at the present value of the lease payments. The accounting guidance for lessors is largely unchanged. This ASU is effective for annual and interim periods beginning after December 15, 2019 with early adoption permitted. It is to be adopted using the modified retrospective approach. The Organization is currently evaluating this guidance to determine the impact it may have on its financial statements.

In August 2016, FASB issued ASU No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities (Topic 958)*, which provides guidance for presentation of financial statements of not-for-profit entities. The new guidance requires a number of changes in the financial statement presentation including presenting two classes of net assets, underwater endowments, investment return, enhanced disclosures on board designations and management of liquid resources for cash flows, and present expenses by their natural and functional classification. The ASU will be effective for financial statements for fiscal years beginning after December 15, 2017 with early adoption permitted. The amendments in this update should be applied on a retrospective basis. However, if presenting comparative financial statements, the Organization has the option to omit the following information for any periods presented before the period of adoption: analysis of expenses by both natural classification and functional classification and disclosures about liquidity and availability of resources. The Organization is currently evaluating the impact that the adoption of this guidance will have on the Organization's financial statements.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 2 - INVESTMENTS

Investments are stated at fair value at June 30, 2018 and 2017 and consisted of the following:

| | 2018 | 2017 |
|---|--------------|--------------|
| Money Market Funds | \$ 20,682 | \$ 102,808 |
| Marketable Equity Securities | 1,696,900 | 1,658,095 |
| Corporate Bonds, Maturity Date 2020 Through 2030 | 666,816 | 563,084 |
| Government Bonds, Maturity Date 2025 Through 2029 | 65,739 | 68,520 |
| Total | \$ 2,450,137 | \$ 2,392,507 |

Net investment income for the years ended June 30, 2018 and 2017 consisted of the following:

| | 2018 | 2017 |
|------------------------------|-----------|------------|
| Interest and Dividend Income | 67,832 | \$ 63,836 |
| Investment Gains | 5,505 | 178,793 |
| Investment Fees | (12,284) | (10,984) |
| Total | \$ 61,053 | \$ 231,645 |

Investments accounts were held as follows at June 30:

| | 2018 | 2017 |
|---|--------------|--------------|
| General Investment Account | \$ 2,450,137 | \$ 2,392,507 |
| Money Market Reclassification to Cash Equivalents | (20,682) | (102,808) |
| Total | \$ 2,429,455 | \$ 2,289,699 |

The following tables, as of June 30, 2018 and 2017, provide information by level for assets that are measured at fair value, on a recurring basis.

| Description | Total | Fair Value Measurements Using Inputs Considered as | | |
|------------------------------|--------------|---|------------|---------|
| | | Level 1 | Level 2 | Level 3 |
| 2018: | | | | |
| Money Market Funds | \$ 20,682 | \$ 20,682 | \$ — | \$ — |
| Marketable Equity Securities | 1,696,900 | 1,696,900 | — | — |
| Corporate Bonds | 666,816 | — | 666,816 | — |
| Government Bonds | 65,739 | — | 65,739 | — |
| Totals | \$ 2,450,137 | \$ 1,717,582 | \$ 732,555 | \$ — |

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 2 – INVESTMENTS (Continued)

| Description | Total | Fair Value Measurements Using Inputs Considered as | | |
|------------------------------|---------------------|---|-------------------|-------------|
| | | Level 1 | Level 2 | Level 3 |
| 2017: | | | | |
| Money Market Funds | \$ 102,808 | \$ 102,808 | \$ – | \$ – |
| Marketable Equity Securities | 1,658,095 | 1,658,095 | – | – |
| Corporate Bonds | 563,084 | – | 563,084 | – |
| Government Bond | 68,520 | – | 68,520 | – |
| Totals | <u>\$ 2,392,507</u> | <u>\$ 1,760,903</u> | <u>\$ 631,604</u> | <u>\$ –</u> |

The fair value maturities of the corporate bonds as of June 30, 2018 are as follows: 0-5 years - \$272,686; 6-10 years - \$369,708; and over 10 years - \$24,422.

The fair value of the Organization's money market funds and marketable equity securities were determined based on Level 1 inputs.

The fair values of the Organization's corporate bonds and government bonds were determined based on Level 2 inputs and are estimated as the present value of expected future cash inflows, taking into account (1) the type of security, its term, and any underlying collateral, (2) the seniority level of the debt security, and (3) quotes received from brokers and pricing services. In applying the valuation model, significant inputs include the probability of default for debt securities, the estimated prepayment rate, and the projected yield based on estimated future market rates for similar securities.

The Organization holds investments in a variety of investment funds. In general, its investments are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investments, it is reasonably possible that changes in the values of the investments will occur in the near term and that such changes could be material to the amounts reported in the statement of financial position.

NOTE 3 - PLEDGES RECEIVABLE

Promises to give consisted of the following at June 30:

| | <u>2018</u> | <u>2017</u> |
|--------------------|---------------------|---------------------|
| Pledges Receivable | <u>\$ 1,415,158</u> | <u>\$ 1,658,751</u> |

Pledges receivable are due as follows for the years ended June 30:

| | |
|---------------------|---------------------|
| 2019 | \$ 539,229 |
| 2020 | 111,200 |
| 2021 | 110,400 |
| 2022 | 100,000 |
| 2023 | 100,000 |
| Thereafter | 600,000 |
| | <u>1,560,829</u> |
| Less Discount at 3% | 145,671 |
| Total | <u>\$ 1,415,158</u> |

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment included the following as of June 30:

| | <u>2018</u> | <u>2017</u> |
|---|---------------------|-------------------|
| Furniture | \$ 316,008 | \$ 252,797 |
| Office, Computer Equipment and Software | <u>732,679</u> | <u>691,795</u> |
| Total | <u>\$ 1,048,687</u> | <u>\$ 944,592</u> |

NOTE 5 - ENDOWMENTS

The purpose of the endowment funds is to provide support to help eradicate childhood cancer. The Organization's endowments consist of donor-restricted endowment funds. As required by generally accepted accounting principles, net assets associated with the endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the prudent expenditure of donor-restricted endowment funds. Unless stated otherwise in the gift instrument, the assets in an endowment fund are donor-restricted assets until appropriated for expenditure by the Organization. In making a determination to appropriate, the Organization shall act in good faith with the care that a prudent person would exercise. The donors of the Organization's endowment funds have permitted an appropriation policy of spending approximately 4.5% percent of the endowment fund's market value annually. As a result of this interpretation, the Organization classifies as permanently 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. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted or unrestricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund.
- (2) The purpose of the Organization and the donor-restricted endowment fund.
- (3) General economic conditions.
- (4) The possible effect of inflation and deflation.
- (5) The expected total return from income and the appreciation of investments.
- (6) Other resources of the Organization.
- (7) The investment policies of the Organization.

The Organization has adopted an investment policy and philosophy that concentrates on maximizing total return within reasonable risk parameters. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that preserve the inflation-adjusted value of the fund and maximize total return. The Organization targets a diversified asset allocation that places an emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 5 - ENDOWMENTS (Continued)

From time to time, the fair value of assets associated with donor-restricted endowment funds may fall below the level of the original value of gifts donated plus subsequent gifts or other requirements that the Organization retain a fund of perpetual duration. If the principal balance falls below 20% of the original fund balance, ordinary distributions will be temporarily suspended until the fund balance is restored to the original fund balance. In accordance with generally accepted accounting policies, market value deficiencies of this nature are reported as unrestricted net assets. There were no deficiencies that occurred in fiscal year ended June 30, 2018

The Finance, Investment and Audit Committee annually reviews and recommends to the Board of Directors the amount to be distributed from endowment assets for the next fiscal year.

Changes in endowment net assets for the year ended June 30, 2018 and 2017 are as follows:

| | Unrestricted | | Temporarily Restricted | Permanently Restricted | Total |
|-------------------------------------|--------------------|--------------------|---------------------------|---------------------------|--------------------------|
| | Undesignated | Designated | | | |
| Endowment Net Assets, June 30, 2016 | \$ - | \$ - | \$ 4,472 | \$ 200,000 | \$ 204,472 |
| Dividend and Interest Income | - | - | 22,432 | - | 22,432 |
| Contributions | - | - | - | - | - |
| Endowment Net Assets, June 30, 2017 | - | - | 26,904 | 200,000 | 226,904 |
| Dividend and Interest Income | - | - | 8,611 | - | 8,611 |
| Contributions | - | - | - | 200,000 | 200,000 |
| Endowment Net Assets, June 30, 2018 | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 35,515</u> | <u>\$ 400,000</u> | <u>\$ 435,515</u> |

NOTE 6 - GRANTS PAYABLE

Grants payable are due as follows for the years ended June 30:

| | |
|---------------------|----------------------------|
| 2019 | \$ 3,699,791 |
| 2020 | 100,000 |
| 2021 | 100,000 |
| 2022 | 100,000 |
| 2023 | 100,000 |
| Thereafter | <u>600,000</u> |
| | 4,699,791 |
| Less Discount at 3% | <u>144,747</u> |
| Total | <u>\$ 4,555,044</u> |

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 7 - LINE OF CREDIT

The Organization has a revolving credit loan agreement with a bank which enables the Organization to borrow up to \$500,000 at the one-month ICE Benchmark Administration (ICE) LIBOR rate plus 3%. The line of credit is secured by all business assets of the Organization. The agreement does not have a maturity date, but can be terminated at any time by either party. No balance was outstanding on this loan at June 30, 2018 and 2017.

NOTE 8 - NET ASSETS

Board designated net assets at June 30, 2018 and 2017 consist of the following:

| | <u>2018</u> | <u>2017</u> |
|--------------------------|---------------------|---------------------|
| Board Designated: | | |
| Operating Reserve | \$ 2,178,326 | \$ 1,825,884 |
| Program Services Support | <u>250,000</u> | <u>550,000</u> |
| Total Board Designated | <u>\$ 2,428,326</u> | <u>\$ 2,375,884</u> |

Temporarily restricted net assets at June 30, 2018 and 2017 consist of the following:

| | <u>2018</u> | <u>2017</u> |
|-------------------------------------|-------------------|-------------------|
| Temporarily Restricted: | | |
| Restricted Donations | \$ 185,032 | \$ 111,194 |
| Investment Income - Endowment Funds | <u>35,515</u> | <u>26,904</u> |
| Total Temporarily Restricted | <u>\$ 220,547</u> | <u>\$ 138,098</u> |

Temporarily restricted net assets of \$1,077,961 and \$2,742,624 were released from restrictions in 2018 and 2017 due to satisfaction of program restrictions.

Permanently restricted net assets at June 30, 2018 and 2017 consist of the following:

| | <u>2018</u> | <u>2017</u> |
|-------------------------|-------------------|-------------------|
| Permanently Restricted: | | |
| Endowment Funds | <u>\$ 400,000</u> | <u>\$ 200,000</u> |

NOTE 9 - LEASE COMMITMENTS

The Organization rents its principal office under an operating lease agreement. The lease requires monthly rental payments plus operating allocations as defined by the lease. This lease was amended in June 2015 to extend the term and included a termination option at the 70th month. The lease was amended again in January 2018 to add 874 square feet of office space adjacent to existing space and eliminate the early termination option. The lease expires in February 2024 with an option for a five-year renewal.

The Organization also rents a postage meter and folding machine. These leases are non-cancelable and expire in June 2019.

CHILDREN'S CANCER RESEARCH FUND

NOTES TO FINANCIAL STATEMENTS

NOTE 9 - LEASE COMMITMENTS (Continued)

Rental expense and future minimum lease commitments for the next five years, (excluding estimated operating expense), are as follows as of June 30:

| | |
|---------------------------|-------------------|
| Rental Expense: | |
| 2018 | \$ 156,939 |
| 2017 | 168,359 |
| Future Lease Commitments: | |
| 2019 | 102,301 |
| 2020 | 101,512 |
| 2021 | 104,424 |
| 2022 | 107,424 |
| 2023 | 110,500 |
| Thereafter | <u>74,693</u> |
| Total | <u>\$ 600,854</u> |

NOTE 10 - ALLOCATION OF JOINT COSTS

The Organization conducts an education program to achieve some of its programmatic goals by utilizing events and a direct mail campaign. These activities include joint activities that include fund raising. Costs of conducting the events and direct mail campaign were allocated as follows for the year ended June 30:

| | <u>2018</u> | <u>2017</u> |
|-----------------------|----------------------------|----------------------------|
| Education & Awareness | \$ 2,310,400 | \$ 1,748,000 |
| Fundraising | <u>1,858,900</u> | <u>1,807,700</u> |
| Totals | <u>\$ 4,169,300</u> | <u>\$ 3,555,700</u> |

NOTE 11 - RETIREMENT PLAN

The Organization has a 403(b) deferred compensation plan for all employees. Employees may elect to contribute a portion of their salaries up to IRS limitations. The Organization will match 100% of the employees' contribution up to 2% of the employees' compensation. The Organization also elects to make a discretionary contribution of 2% of the employees' compensation. Employer contributions of \$81,483 and \$70,213 were made as of June 30, 2018 and 2017.

NOTE 12 - IN-KIND CONTRIBUTIONS

The Organization records in-kind contributions at fair market value on the date of donation. In-kind contributions relate to public awareness media space (print and digital) and included the following as of June 30:

| | <u>2018</u> | <u>2017</u> |
|---|--------------------------|--------------------------|
| Education Media Outreach - Publications | <u>\$ 363,821</u> | <u>\$ 535,594</u> |