Audited Financial Statements

June 30, 2023

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Independent Auditor's Report

To the Board of Directors of America Needs You

Opinion

We have audited the accompanying financial statements of America Needs You (the "Organization"), which comprise the statement of financial position as of June 30, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2023, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

To the Board of Directors of America Needs You Page 2

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or
 error, and design and perform audit procedures responsive to those risks. Such procedures include
 examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are
 appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of
 the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting
 estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

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

Report on Summarized Comparative Information

The financial statements of the Organization for the year ended June 30, 2022, were audited by other auditors whose report dated January 17, 2023, expressed an unmodified opinion on those statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2022, is consistent, in all material respects with the audited financial statements from which it was derived.

Sax CPAs LLP New York, NY

March 18, 2024



Statement of Financial Position

As of June 30, 2023 (With comparative totals as of June 30, 2022)

	June 30		
	2023	2022	
ASSETS			
Cash and cash equivalents	\$ 2,102,774	\$ 1,871,887	
Investments (Note 3)	985,529	924,332	
Pledges receivable, net (Note 4)	2,027,752	1,785,525	
Prepaid expenses	210,260	85,808	
Fixed assets, net (Note 5)	42,750	67,426	
TOTAL ASSETS	\$ 5,369,065	\$ 4,734,978	
LIABILITIES AND NET ASSETS	•		
LIABILITIES			
Accounts payable and accrued expenses	\$ 123,868	\$ 376,988	
Conditional contributions	26,430	3,385	
Total liabilities	150,298	380,373	
NET ASSETS			
Without donor restrictions	3,471,267	2,888,505	
With donor restrictions (Note 6)	1,747,500	1,466,100	
Total net assets	5,218,767	4,354,605	
TOTAL LIABILITIES AND NET ASSETS	\$ 5,369,065	\$ 4,734,978	

Statement of Activities

For the Year Ended June 30, 2023 (With comparative totals for the year ended June 30, 2022)

	Without Donor Restrictions	With Donor Restrictions	Total 6/30/23	Total 6/30/22
PUBLIC SUPPORT AND REVENUE				
Contributions	\$ 1,941,514	\$ 1,336,624	\$ 3,278,138	\$ 3,775,379
Special events income (net of expenses	, ,	. , ,		, ,
with a direct benefit to donor) (Note 7)	1,509,536	-	1,509,536	1,414,988
In-kind contributions (Note 8)	545,670	-	545,670	96,000
Interest and dividend income	67,079	-	67,079	37,907
Net assets released from restrictions (Note 6)	1,055,224	(1,055,224)	-	-
Total public support and revenue	5,119,023	281,400	5,400,423	5,324,274
EXPENSES				
Program services	3,492,936	_	3,492,936	2,836,904
Supporting services	0, 102,000		0, 102,000	2,000,001
Management and general	407,659	_	407,659	560,368
Fundraising	666,172	_	666,172	585,494
Total supporting services	1,073,831		1,073,831	1,145,862
Total expenses	4,566,767		4,566,767	3,982,766
			.,,,,,,,,,,,	
Change in net assets from operations	552,256	281,400	833,656	1,341,508
NON-OPERATING ACTIVITIES				
Gain/(loss) on investments, net of fees (Note 3)	30,506	-	30,506	(185,407)
Total non-operating activities	30,506	-	30,506	(185,407)
Change in net assets	582,762	281,400	864,162	1,156,101
NET ASSETS, beginning of year	2,888,505	1,466,100	4,354,605	3,198,504
NET ASSETS, end of year	\$ 3,471,267	\$ 1,747,500	\$ 5,218,767	\$ 4,354,605

Statement of Functional Expenses

For the Year Ended June 30, 2023 (With comparative totals for the year ended June 30, 2022)

Supporting Services Total Management **Supporting Program** and Total Total Services General **Fundraising Services** 6/30/23 6/30/22 Salaries \$ 1,782,017 185,431 475,513 660,944 2,442,961 \$ 2,419,649 Payroll taxes and employee benefits 87,597 328,275 34,160 121,757 450,032 364,005 Grants to Fellows 280,490 280,490 384,754 Professional fees 117,939 130.974 3.236 134.210 252,149 307,162 Special event expenses (including in-kind) (Note 8) 420,723 420,723 420,723 303,611 Workshops and program events (including in-kind) (Note 8) 348,633 348.633 59,340 In-kind assistance to Fellows and Alumni 262,412 262,412 Office expenses (including in-kind) (Note 8) 117,657 12,243 31,396 43,639 161,296 108,956 Equipment and technology 29,632 3,083 7,907 10,990 40,622 42,453 39,987 4,160 10,670 14,830 54,817 59,919 Telecommunications and internet 562 2,003 7,404 9,467 Insurance 5,401 1,441 Occupancy (including in-kind) (Note 8) 153,719 2,341 12,107 168,167 105,219 14,448 Bank fees 31.918 31,918 31.918 28,231 39,900 Bad debt expenses Depreciation and amortization 26,774 2,787 9.931 36.705 7,144 34,947 1,465,393 3,492,936 407,659 1,057,734 4,958,329 4,267,613 Total expenses Less: expenses with a direct benefit to donor netted with revenue (391,562)(391,562)(391,562)(284,847)Total expenses by function for statement of activities 3,492,936 407,659 666,172 \$ 1,073,831 \$ 4,566,767 \$ 3,982,766

Statement of Cash Flows

For the Year Ended June 30, 2023 (With comparative totals for the year ended June 30, 2022)

	June 30			
		2023		2022
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	864,162	\$	1,156,101
Adjustments to reconcile change in net assets to				
net cash provided by operating activities:				
Depreciation and amortization		36,705		34,947
Donated stock		-		(76,572)
Bad debt		-		39,900
Realized and unrealized (gain)/loss on investments		(37,674)		177,413
Changes in assets and liabilities:				
Pledges receivable		(242,227)		(993,398)
ERTC receivable		-		189,705
Prepaid expenses		(124,452)		20,374
Accounts payable and accrued expenses		(253,120)		309,750
Conditional contributions		23,045		(27,341)
Total adjustments		(597,723)		(325,222)
Net cash flows provided by operating activities		266,439		830,879
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of investments and reinvested interest		(295,681)		(454,581)
Proceeds from sales of investments		272,158		303,129
Purchases of property and equipment		(12,029)		(42,489)
Net cash flows used for investing activities		(35,552)		(193,941)
Net increase in cash and cash equivalents		230,887		636,938
CASH AND CASH EQUIVALENTS, beginning of year		1,871,887		1,234,949
CASH AND CASH EQUIVALENTS, end of year	\$	2,102,774	\$	1,871,887
SUPPLEMENTAL CASH FLOW INFORMATION: Interest and taxes paid	\$		\$	

Notes to Financial Statements

June 30, 2023

Note 1 - Organization

America Needs You (the "Organization"), formerly known as New York Needs You, was incorporated on July 7, 2009 in New York State. The Organization fights for economic mobility for ambitious, first-generation college students by providing transformative mentorship and intensive career development. The Organization's support comes primarily through donor contributions.

The Organization has been notified by the Internal Revenue Service that it is a federal tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. They have not been designated as a private foundation.

Note 2 - Summary of Significant Accounting Policies

a. Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting, which is the process of recognizing revenue and expenses when earned or incurred rather than received or paid.

b. Recently Adopted Accounting Standard

Effective July 1, 2022, the Organization adopted the Financial Accounting Standards Board's ("FASB") Accounting Standards Update ("ASU") No. 2016-02, *Leases*, which requires lessees to recognize leases on the statement of financial position and disclose key information about leasing arrangements. The Organization elected transition relief that allows entities, in the period of adoption, to present the current period under the FASB's Accounting Standards Codification ("ASC") 842 and the comparative period under FASB ASC 840. It also elected not to reassess at adoption (i) expired or existing contracts to determine whether they are or contain a lease, (ii) the lease classification of any existing leases, or (iii) initial direct costs for existing leases. Implementation of this standard did not have a material effect on these financial statements. At June 30, 2023, the Organization did not have any long-term leases that were material to the financial statements.

c. Basis of Presentation

The Organization reports information regarding its financial position and activities according to the following classes of net assets:

- Net Assets without Donor Restrictions represents all activity without donor-imposed restrictions.
- Net Assets with Donor Restrictions represents those resources, the uses of which have been restricted by donors for a specific purpose or the passage of time.

d. Revenue Recognition

The Organization follows the requirements of FASB ASC 958-605 for recording contributions, which are recognized at the time a contribution becomes unconditional in nature. Contributions are recorded in the net asset classes referred to above depending on the existence and/or nature of any donor-imposed restriction. When a restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions. If donor restricted contributions are satisfied in the same period they were received, they are classified as without donor restrictions.

Notes to Financial Statements

June 30, 2023

Note 2 - Summary of Significant Accounting Policies - Continued

d. Revenue Recognition - Continued

Contributions may be subject to conditions which are defined as both a barrier to entitlement and a right of return of payments or release from obligations and are recognized as income once the conditions have been substantially met. Conditional contributions at June 30, 2023 and 2022 consist of receipts for fundraising events that will be held subsequent to year end.

Contributions are recognized at net realizable value if expected to be received within one year, or at fair value using risk-adjusted present value techniques if expected to be received in more than one year. Receivables are reviewed for collectability. Based on knowledge of specific donors and factoring in historical experience, no allowance for doubtful accounts exists as of June 30, 2023 or June 30, 2022.

e. Measure of Operations

The statement of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing services. Non-operating activities are limited to the realized and unrealized gains/(losses) on investments, net of investment fees.

f. Cash and Cash Equivalents

The Organization considers all liquid investments with an initial maturity of three months or less to be cash and cash equivalents (excluding cash held as part of the investment portfolio).

g. Concentration of Credit Risk

Financial instruments which potentially subject the Organization to a concentration of credit risk consist of cash, money market accounts and investment securities which have been placed with financial institutions that management deems to be creditworthy. At times, balances may exceed federally insured limits, and, at year end, there were uninsured balances. Management feels they have little risk and has not experienced any losses due to bank failure.

The market value of investments is subject to fluctuation; however, management believes the investment policy is prudent for the long-term welfare of the Organization.

h. Advertising

Advertising costs are expensed as incurred.

i. Investments

Investments are recorded at fair value, which refers to the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Unrealized and realized gains/(losses), net of investment fees, are included in non-operating activity on the statement of activities.

Notes to Financial Statements

June 30, 2023

Note 2 - Summary of Significant Accounting Policies - Continued

j. Fixed Assets

Fixed assets that the Organization retains title to, exceeds a dollar threshold of \$1,000 and which benefit future periods are capitalized at cost, or if donated, at the estimated fair value at the time of donation. Depreciation is recorded using the straight-line method over the assets estimated useful life.

k. Donated Assets and Services

Donated marketable securities and other non-cash donations are recorded as contributions at their fair value on the date of donation. Donated services are recognized in circumstances where those services create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided in-kind.

Board members and other individuals volunteer their time and perform a variety of services that assist the Organization. These services do not meet the criteria outlined above and have not been recorded in the financial statements.

I. Functional Allocation of Expenses

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

Salaries were allocated using time and effort as the basis. The following expenses were allocated using salary allocation as the basis:

- Payroll taxes and employee benefits
- Office expenses
- Equipment and technology
- Telecommunications and internet
- Insurance
- Occupancy
- Depreciation and amortization

All other expenses have been charged directly to the applicable program or supporting services.

m. Management Estimates

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

Notes to Financial Statements

June 30, 2023

Note 2 - Summary of Significant Accounting Policies - Continued

n. Accounting for Uncertainty of Income Taxes

The Organization does not believe its financial statements include any material, uncertain tax positions. Tax filings for periods ending June 30, 2020 and later are subject to examination by applicable taxing authorities.

o. 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 Organization's financial statements for the year ended June 30, 2022, from which the summarized information was derived.

Note 3 - Investments and Fair Value Measurements

Investments are stated at fair value. Accounting standards have established a fair value hierarchy giving the highest priority to quoted market prices in active markets and the lowest priority to unobservable data. The fair value hierarchy is categorized into three levels based on the inputs as follows:

- Level 1 Valuations based on unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.
- Level 2 Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
- Level 3 Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

Investments consist of the following:

June 30			
2023			2022
	_		
\$	142,320	\$	133,832
	174,002		160,373
	496,180		464,777
	160,375		153,002
	12,652		12,348
\$	985,529	\$	924,332
	\$	\$ 142,320 174,002 496,180 160,375 12,652	\$ 142,320 \$ 174,002 496,180 160,375 12,652

All funds are invested in Level 1 securities, which are valued at the closing price reported on the active market they are traded on.

Notes to Financial Statements

June 30, 2023

Note 3 - Investments and Fair Value Measurements - Continued

Gain/(loss) on investments, net of fees, consist of the following:

	 June 30			
	2023 2022			
Realized and unrealized gain/(loss) on investments	\$ 37,674	\$	(177,413)	
Investment fees	 (7,168)		(7,994)	
Total	\$ 30,506	\$	(185,407)	

Note 4 - Pledges Receivable

Pledges receivable discounted to fair value using risk-adjusted present value techniques are due in the following periods:

Year ending:

June 30, 2024	\$	1,217,752
Julie 30, 2024	Ψ	1,217,732
June 30, 2025		635,000
June 30, 2026		265,000
Less: present value discount (4.68%)		2,117,752
Total		(90,000)
	\$	2,027,752

Note 5 - Fixed Assets

Fixed assets consist of the following:

	June 30			
		2023		2022
Furniture and equipment (3 to 7 years)	\$	174,217	\$	171,638
Donor management software (5 years)		76,883		67,433
		251,100		239,071
Less: accumulated depreciation and amortization		(208,350)		(171,645)
Total fixed assets, net	\$	42,750	\$	67,426

Note 6 - Net Assets with Donor Restrictions

Net assets with donor restrictions consist of the following:

		June 30, 2023					
	Beginning		Released	Ending			
	Balance		from	Balance			
	7/1/22	Contributions	Restrictions	6/30/23			
Purpose:							
Fellows program	\$ 467,576	\$ 1,275,388	\$ (779,271)	\$ 963,693			
FirstGenU	959,424	58,236	(261,353)	756,307			
Fund for fellows in need	18,000	-	(1,000)	17,000			
Other	1,100	3,000	(1,100)	3,000			
Total purpose	1,446,100	1,336,624	(1,042,724)	1,740,000			
Time restricted	20,000	<u> </u>	(12,500)	7,500			
Total	\$ 1,466,100	\$ 1,336,624	\$ (1,055,224)	\$ 1,747,500			

Notes to Financial Statements

June 30, 2023

Note 6 - Net Assets with Donor Restrictions - Continued

	June 30, 2022							
	В	eginning			ı	Released		Ending
		Balance				from		Balance
		7/1/21	Co	Contributions Restrictions		6/30/22		
Purpose:				_		_		
Fellows program	\$	409,500	\$	642,576	\$	(584,500)	\$	467,576
FirstGenU		-		1,184,424		(225,000)		959,424
Fund for fellows in need		23,000		-		(5,000)		18,000
Digital platforms								
& curriculum		78,000		-		(78,000)		-
Other				3,000		(1,900)		1,100
Total purpose		510,500		1,830,000		(894,400)		1,446,100
Time restricted		20,000		10,000		(10,000)		20,000
Total	\$	530,500	\$	1,840,000	\$	(904,400)	\$	1,466,100

Note 7 - Special Events

The Organization hosts multiple special events throughout the year. The special events can be summarized as follows:

	June 30, 2023					
	Benefit	Associate				
	Dinner	Board Events	Other	Total		
Gross revenue Less: expenses with a direct	\$ 1,411,236	\$ 369,862	\$ 120,000	\$ 1,901,098		
benefit to donors	(295,691)	(72,814)	(23,057)	(391,562)		
	1,115,545	297,048	96,943	1,509,536		
Less: other event expenses	(14,105)	(9,212)	(5,844)	(29,161)		
Total	\$ 1,101,440	\$ 287,836	\$ 91,099	\$ 1,480,375		
		June 30, :	2022			
	Benefit	Associate				
	Dinner	Board Events	Other	Total		
Gross revenue Less: expenses with a direct	\$ 1,303,701	\$ 99,762	\$ 296,372	\$ 1,699,835		
benefit to donors	(209,470)	(37,139)	(38,238)	(284,847)		
	1,094,231	62,623	258,134	1,414,988		
Less: other event expenses	(8,342)	(4,157)	(6,265)	(18,764)		
Total	\$ 1,085,889		\$ 251,869	\$ 1,396,224		

Notes to Financial Statements

June 30, 2023

Note 8 - In-Kind Contributions

The following summarizes the allocation of donated goods and services:

	June 30, 2023					
	_	Management				
	Program	and				
	Services	General	<u>Fundraising</u>	Total		
Special event expenses	\$ -	\$ -	\$ 67,075	\$ 67,075		
Workshops and program events	56,461	-	-	56,461		
Assistance to Fellows and Alumni	262,412	-	-	262,412		
Office expenses	1,562	-	-	1,562		
Occupancy	146,419	1,582	10,159	158,160		
Total	\$ 466,854	\$ 1,582	\$ 77,234	\$ 545,670		
		June 30	, 2022			
		Management		_		
	Program	and				
	Services	General	Fundraising	Total		
Occupancy	\$ 89,280	\$ 960	\$ 5,760	\$ 96,000		
Total	\$ 89,280	\$ 960	\$ 5,760	\$ 96,000		

This valuation of occupancy is based on fair market value per square foot on the basis of recent comparable rental prices in the markets the offices are located: New York City Metropolitan area, Jersey City, New Jersey, and Chicago, Illinois. The valuation of other expenses is based on the market prices of the goods and services. There are no associated donor restrictions.

Note 9 - Commitments

The Organization secured a line of credit with a credit limit of \$600,000 and an interest rate equal to the Prime Rate plus 1%. The line is secured by all present and future accounts receivable, personal property, and fixtures of the Organization. The line expired in December 2023 and was not renewed. It was unused during the years ended June 30, 2023 and June 30, 2022.

Subsequent to year end, the Organization secured a line of credit with another financial institution. This line has a credit limit of \$500,000 and is secured by all present and future assets of the Organization. The interest rate is equal to the Prime rate plus 0.755%, with an additional 3% that can be added at the option of the financial institution.

Subsequent to year end, the Organization entered into an office sublease in the New York Metropolitan area effective August 1, 2023 and expiring July 31, 2024.

Notes to Financial Statements

June 30, 2023

Note 9 - Commitments - Continued

Future minimum payments under this lease are as follows:

Year ending:

June 30, 2024	\$ 38,500
June 30, 2025	 3,500
Total lease payments	\$ 42,000

Note 10 - Employee Benefit Plan

Effective November 1, 2013, the Organization set up a tax deferred annuity plan in accordance with the Internal Revenue Service Code Section 403(b). The plan allows employees to voluntarily contribute a portion of their salary (limited by statutory rates) to the plan to be used for retirement. The Organization may on an annual basis provide a match to employees. During the year ended June 30, 2023, the Organization provided a match of \$14,000. No match was provided during the year ended June 30, 2022.

Note 11 - Availability and Liquidity

The Organization maintains cash on hand to be available for its general expenditures, liabilities, and other obligations for ongoing operations. As part of its liquidity management, the Organization operates its programs within a board approved budget and relies on contributions and special event income to fund its operations and program activities.

The following reflects the Organization's financial assets at June 30, 2023 that are available to meet cash needs for general expenditures within one year:

Financial assets at year-end: Cash and cash equivalents Investments Pledges receivable due within one year	\$ 2,102,774 985,529 1,217,752	
Total financial assets		\$ 4,306,055
Less amounts not available for general expenditures: Donor contributions restricted to specific purposes		(1,740,000)
Financial assets available to meet cash needs for general expenditures within one year		\$ 2,566,055

Note 12 - Subsequent Events

Subsequent events have been evaluated through March 18, 2024, the date the financial statements were available to be issued. Adjustments and disclosures have been made for all subsequent events that have occurred.