



Financial Statements

December 31, 2017 and 2016



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PARTNERSHIP FOR THE FUTURE, INC.

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REPORT OF INDEPENDENT ACCOUNTANTS

The Board of Directors
Partnership for the Future, Inc.
Glen Allen, Virginia

Report on the Financial Statements

We have audited the accompanying financial statements of Partnership for the Future, Inc. (the "Organization"), which comprise the statements of financial position as of December 31, 2017 and 2016, and the related statements 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; 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Partnership for the Future, Inc. as of December 31, 2017 and 2016, 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.

A handwritten signature in black ink, appearing to read "Keita", with a long, sweeping horizontal stroke extending to the right.

May 9, 2018
Glen Allen, Virginia

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Financial Position
December 31, 2017 and 2016

<u>Assets</u>	<u>2017</u>	<u>2016</u>
Current assets:		
Cash and cash equivalents	\$ 1,337,447	\$ 1,086,143
Grants and contributions receivable	3,100	87,987
Prepaid expenses	<u>-</u>	<u>6,308</u>
Total current assets	<u>1,340,547</u>	<u>1,180,438</u>
Beneficial interest in assets held by The Community Foundation	86,292	77,563
Website, net of accumulated amortization of \$10,000 for 2017 and \$8,610 for 2016	<u>-</u>	<u>1,390</u>
Total assets	<u>\$ 1,426,839</u>	<u>\$ 1,259,391</u>
<u>Liabilities and Net Assets</u>		
Current liabilities:		
Accounts payable	\$ 750	\$ 250
Accrued expenses	<u>38,423</u>	<u>29,087</u>
Total current liabilities	<u>39,173</u>	<u>29,337</u>
Net assets:		
Unrestricted net assets	304,265	138,356
Unrestricted net assets - board designated	<u>20,000</u>	<u>-</u>
	324,265	138,356
Temporarily restricted net assets	<u>1,063,401</u>	<u>1,091,698</u>
Total net assets	<u>1,387,666</u>	<u>1,230,054</u>
	<u>\$ 1,426,839</u>	<u>\$ 1,259,391</u>

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Activities
Year Ended December 31, 2017, with Comparative Totals for 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2017 Total</u>	<u>2016 Total</u>
Revenues and other support:				
Contributions and grants	\$ 468,613	\$ 513,985	\$ 982,598	\$ 964,093
Contributed services	186,893	-	186,893	249,618
Miscellaneous	<u>16,011</u>	<u>-</u>	<u>16,011</u>	<u>5,475</u>
Total revenues	<u>671,517</u>	<u>513,985</u>	<u>1,185,502</u>	<u>1,219,186</u>
Net assets released from restrictions	<u>542,282</u>	<u>(542,282)</u>	<u>-</u>	<u>-</u>
Total revenues and other support	<u>1,213,799</u>	<u>(28,297)</u>	<u>1,185,502</u>	<u>1,219,186</u>
Expenses:				
Program services	725,240	-	725,240	767,652
Management and general	127,517	-	127,517	125,879
Fundraising	<u>175,133</u>	<u>-</u>	<u>175,133</u>	<u>155,084</u>
Total expenses	<u>1,027,890</u>	<u>-</u>	<u>1,027,890</u>	<u>1,048,615</u>
Change in net assets	185,909	(28,297)	157,612	170,571
Net assets, beginning of year	<u>138,356</u>	<u>1,091,698</u>	<u>1,230,054</u>	<u>1,059,483</u>
Net assets, end of year	<u>\$ 324,265</u>	<u>\$ 1,063,401</u>	<u>\$ 1,387,666</u>	<u>\$ 1,230,054</u>

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Activities
Year Ended December 31, 2016

	Unrestricted	Temporarily Restricted	Total
Revenues and other support:			
Contributions and grants	\$ 370,301	\$ 593,792	\$ 964,093
Contributed services	249,618	-	249,618
Miscellaneous	5,475	-	5,475
Total revenues	625,394	593,792	1,219,186
Net assets released from restrictions	493,621	(493,621)	-
Total revenues and other support	1,119,015	100,171	1,219,186
Expenses:			
Program services	767,652	-	767,652
Management and general	125,879	-	125,879
Fundraising	155,084	-	155,084
Total expenses	1,048,615	-	1,048,615
Change in net assets	70,400	100,171	170,571
Net assets, beginning of year	67,956	991,527	1,059,483
Net assets, end of year	\$ 138,356	\$ 1,091,698	\$ 1,230,054

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Functional Expenses
Year Ended December 31, 2017 with Comparative Totals for 2016

	<u>Program</u>	<u>Management</u>		<u>2017</u>	<u>2016</u>
	<u>Services</u>	<u>and General</u>	<u>Fundraising</u>	<u>Total</u>	<u>Total</u>
Expenses:					
Amortization	\$ 464	\$ 463	\$ 463	\$ 1,390	\$ 3,333
Computer supplies and maintenance	105,769	9,388	1,186	116,343	128,995
Insurance	-	10,874	-	10,874	5,847
Marketing	93	-	98	191	2,660
Miscellaneous	8,946	1,710	1,518	12,174	9,034
Printing and publications	1,367	-	-	1,367	1,781
Professional fees	19,483	47,973	83,452	150,908	119,287
Rent	6,445	28,644	716	35,805	35,805
Salaries and related expenses	337,300	27,821	86,016	451,137	439,142
SAT class expenses	11,930	-	-	11,930	20,585
Scholarship match expenses	90,805	-	-	90,805	100,018
Staff development	2,072	369	-	2,441	1,903
Summer program expenses	47,921	-	730	48,651	43,255
Telephone	2,468	28	222	2,718	2,881
Transportation	54,274	247	732	55,253	94,033
Year round program expenses	<u>35,903</u>	<u>-</u>	<u>-</u>	<u>35,903</u>	<u>40,056</u>
 Total expenses	 <u>\$ 725,240</u>	 <u>\$ 127,517</u>	 <u>\$ 175,133</u>	 <u>\$ 1,027,890</u>	 <u>\$ 1,048,615</u>

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Functional Expenses
Year Ended December 31, 2016

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Expenses:				
Amortization	\$ 1,111	\$ 1,111	\$ 1,111	\$ 3,333
Computer supplies and maintenance	117,410	10,265	1,320	128,995
Insurance	-	5,847	-	5,847
Marketing	954	-	1,706	2,660
Miscellaneous	7,553	1,205	276	9,034
Printing and publications	1,659	122	-	1,781
Professional fees	10,801	31,086	77,400	119,287
Rent	6,445	28,644	716	35,805
Salaries and related expenses	320,154	46,714	72,274	439,142
SAT class expenses	20,585	-	-	20,585
Scholarship match expenses	100,018	-	-	100,018
Staff development	1,092	782	29	1,903
Summer program expenses	43,255	-	-	43,255
Telephone	2,607	80	194	2,881
Transportation	93,952	23	58	94,033
Year round program expenses	<u>40,056</u>	<u>-</u>	<u>-</u>	<u>40,056</u>
Total expenses	<u>\$ 767,652</u>	<u>\$ 125,879</u>	<u>\$ 155,084</u>	<u>\$ 1,048,615</u>

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Statements of Cash Flows
Years Ended December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
Cash flows from operating activities:		
Change in net assets	\$ 157,612	\$ 170,571
Unrealized gain on funds invested with The Community Foundation	(8,729)	(2,563)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Amortization	1,390	3,333
Prepaid expenses	6,308	(2,686)
Grants receivable	84,887	(80,512)
Accounts payable	500	(4,187)
Accrued expenses	<u>9,336</u>	<u>18,865</u>
Net cash provided by operating activities	<u>251,304</u>	<u>102,821</u>
Net increase in cash and cash equivalents	251,304	102,821
Cash and cash equivalents, beginning of year	<u>1,086,143</u>	<u>983,322</u>
Cash and cash equivalents, end of year	<u>\$ 1,337,447</u>	<u>\$ 1,086,143</u>

See accompanying notes to financial statements.

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements

1. Summary of Significant Accounting Policies:

Nature of Organization: Partnership for the Future, Inc., (the "Organization"), is a not-for-profit corporation organized to offer enlightening, instructive, and life-changing experiences to high-school sophomores, juniors, and seniors as well as college freshman through internship and assistance programs with Richmond-area businesses. The Organization is dedicated to helping students with limited resources bridge academic, financial, and cultural gaps that can be a road block to selective colleges and careers.

Basis of Accounting: The Organization prepares its financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles.

Use of Estimates: The preparation of financial statements in conformity with generally accepted accounting principles 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 support and revenue and expenditures during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents: Cash equivalents consist of highly liquid investments with an initial maturity of three months or less. Fair value approximates carrying amounts.

Allowance for Doubtful Accounts: Grants and contributions receivable are reported net of an allowance for doubtful accounts. The allowance is based on management's estimate of the amount of contributions receivable that will actually be collected. Management determined the amount of doubtful accounts was immaterial at December 31, 2017 and 2016 and no reserve was considered necessary.

Net Assets: The Organization classifies its net assets into two categories, unrestricted and temporarily restricted. The Organization has no permanently restricted net assets.

Unrestricted funds include funds that impose no restrictions on the Organization as to their use or purpose.

The Organization has designated a total of \$20,000 for 2017 in unrestricted funds for sustainability operating purposes. There were no board designations in 2016.

Temporarily restricted funds include funds that are primarily restricted by the donor for use in a subsequent year or a specified purpose.

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements, Continued

1. Summary of Significant Accounting Policies, Continued:

Tax Status: The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and has been determined to be a charitable organization, which qualifies contributions as deductions by the donor for income tax purposes.

Income Tax Uncertainties: The Organization has adopted accounting guidance related to uncertainty in income taxes, which prescribes the minimum recognition threshold that a tax position is required to meet before being recognized in the Organization's financial statements. In accordance with this guidance, the Organization discloses the expected future tax consequences of uncertain tax positions presuming the taxing authorities' full knowledge of the facts and the Organization's position and records unrecognized tax benefits or liabilities for known, or anticipated tax issues based on the Organization's analysis of whether additional taxes would be due to the authority given their full knowledge of the tax position. The Organization's assessments for 2017 and 2016 determined that there were no tax positions which would require recognition. The Organization is not currently under audit by any tax jurisdiction.

Contributions and Grants: Contributions and grants received are recorded as unrestricted, or temporarily restricted, depending on the existence and/or nature of any donor restriction. For temporarily donor-imposed restrictions, when the stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. If the Board specifies a purpose where none has been stated by the original donor, such assets are classified as Board designated within unrestricted net assets. All grants and contributions receivable as of December 31, 2017 and 2016 are time restricted and are expected to be paid during the subsequent year.

Concentrations of Credit Risk: Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents, receivables, and contributions. The Organization places its cash and cash equivalents with financial institutions located in Richmond, Virginia. At times, these balances can exceed the Federal Deposit Insurance Corporation ("FDIC") insurance limit. At December 31, 2017 and 2016, cash was under the insured limits.

Receivables are due from corporations and foundations located primarily in the Richmond metropolitan area. The Organization believes the credit risk related to these receivables is limited due to the nature of its donors.

At December 31, 2017, two contributors accounted for 100% of gross contributions receivables. At December 31, 2016, two contributors accounted for 72% of gross contributions receivables. One contributor accounted for 29% for 2017 and 28% for 2016 of total support. This included contributions from a related company of 29% for 2017 and 28% for 2016 of total support.

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements, Continued

1. Summary of Significant Accounting Policies, Continued:

Website: Website improvements are stated at cost less accumulated amortization. Major repairs and betterments are capitalized and normal maintenance is charged to expense as incurred. Amortization is computed by the straight-line methods over the estimated useful lives of the related assets, which is three years. Amortization expense was 1,390 for 2017 and \$3,333 for 2016.

Subsequent Events: Management has evaluated subsequent events through May 9, 2018, the date the financial statements were available to be issued, and has determined there are no subsequent events to be reported in the accompanying financial statements.

2. Contributed Services:

The Organization recognizes contribution revenue for certain services provided by other organizations. Those services are included in contribution revenue at fair market value as of the date of donation. Those services include the following items for the years ended December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Transportation expense	\$ 25,484	\$ 87,531
Rent expense	35,805	35,805
Information technology services	107,604	118,282
Other	<u>18,000</u>	<u>8,000</u>
	<u>\$ 186,893</u>	<u>\$ 249,618</u>

3. Temporarily Restricted Net Assets:

Temporarily restricted net assets consist of the following at December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Scholarship match	\$ 233,993	\$ 261,758
Grants for programming	<u>829,408</u>	<u>829,940</u>
	<u>\$ 1,063,401</u>	<u>\$ 1,091,698</u>

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements, Continued

3. Temporarily Restricted Net Assets, Continued:

Net assets were released from donor restrictions for the following purposes for the years ended December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Purpose restrictions accomplished:		
Scholarship match	\$ 90,805	\$ 100,018
Grants for programming	<u>451,477</u>	<u>393,603</u>
	<u>\$ 542,282</u>	<u>\$ 493,621</u>

4. Related Party Transactions:

The Organization received contributions from a related party totaling \$334,804 for 2017 and \$337,155 for 2016. This includes in-kind donations for donated services and office space totaling \$143,409 for 2017 and \$154,087 for 2016. This also includes \$10,724 for 2017 and \$8,489 for 2016 paid by the related party to employee retirement accounts.

5. Beneficial Interest in Assets Held by The Community Foundation:

During 2015, the Organization, with the help of The Community Foundation, established the Partnership for the Future Endowment Fund (the "Fund") with funds designated as temporarily restricted by donors. As required by generally accepted accounting principles (GAAP), net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements, Continued

5. Beneficial Interest in Assets Held by The Community Foundation, Continued:

The Fund is administered by The Community Foundation and is subject to certain terms and conditions regarding withdrawals of income and access to principal. Spendable income is not to exceed 5% of the average endowment balance over the last twelve quarters. The Organization may not access the principal balance of the Fund unless there is an affirmative vote of three-fourths of the board of directors and the following conditions are met: (i) the distribution is for the purpose of acquiring or renovating a capital asset (ii) the Organization is faced with an unexpected financial need that is not likely to recur and the distribution will enable the Organization to meet those needs; or (iii) the distribution is believed to be in the best interest of the community. The Community Foundation's Board of Governors has full authority and discretion as to the investment of the assets, as well as certain variance power as defined in the agreement. The money for the Fund was received by The Community Foundation in December 2015 and is recognized on the accompanying Statements of Financial Position as a beneficial interest in assets held by The Community Foundation. The Fund is valued at net asset value ("NAV") and, therefore, has not been classified in the fair value hierarchy in accordance with subtopic 820-10 of the Accounting Standard Codification. The Fund has a balance of \$86,292 as of December 31, 2017 and \$77,563 as of December 31, 2016.

6. Indemnification:

Under its articles of incorporation, the Organization has certain obligations to indemnify its current and former officers and directors for certain events or occurrences while the officer or director is, or was serving, at the Organization's request in such capacities. The maximum liability under these obligations is limited by the Code of Virginia; however, the Organization's insurance policies serve to further limit their exposure. The Organization believes that the estimated fair value of these indemnification obligations is minimal.

PARTNERSHIP FOR THE FUTURE, INC.

Notes to Financial Statements, Continued

7. New Accounting Guidance:

Not-for-Profit Financial Statements: In August 2016, FASB issued ASU No. 2016-14, “Not-For-Profit Entities (Topic 958): Presentation of Financial Statements of Not-For-Profit Entities”, which both simplifies certain aspects of reporting required by not-for-profit organizations and increases disclosures with a goal to improve the usefulness of not-for-profit financial statements to the various stakeholders, including management, directors, lenders, and donors. Key changes include the following:

- Replaces the existing three classes of net assets (unrestricted, temporarily restricted, and permanently restricted) with two new classes of net assets—net assets with donor restrictions and net assets without donor restrictions
- Changes the net asset classification of the underwater amounts of donor-restricted endowment funds to be shown as a component of *net assets with donor restrictions* and requires additional disclosures for underwater endowment funds
- Requires all not-for-profits to provide expenses by nature and function
- Requires expansive disclosures (both quantitative and qualitative) of information about liquidity and availability of resources

The amendments in this ASU are effective for fiscal years beginning after December 15, 2017 with early adoption permitted. The Organization has elected not to early adopt this ASU and intends to adopt it prior to the required transition date.