



***Special
Olympics***
Virginia

Special Olympics Virginia, Inc.

Financial Statements

**Year Ended December 31, 2019,
With Comparative Totals for 2018**

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Independent Auditors' Report

Board of Directors
Special Olympics Virginia, Inc.
Richmond, Virginia

We have audited the accompanying financial statements of Special Olympics Virginia, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2019, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 Special Olympics Virginia, Inc. as of December 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report of Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary chapter and areas information on the statements of financial position and activities is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Report on Summarized Comparative Information

We have previously audited the Organization's 2018 financial statements, and our report dated May 29, 2019, expressed an unmodified audit opinion on those financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Dixon Hughes Goodman LLP

Richmond, Virginia
June 3, 2020

Special Olympics Virginia, Inc.
Statement of Financial Position
December 31, 2019, with Comparative Totals for 2018

| | Chapter * | Areas * | Total | |
|--|---------------------|---------------------|----------------------|---------------------|
| | | | 2019 | 2018 |
| ASSETS | | | | |
| Current assets: | | | | |
| Cash and cash equivalents | \$ 1,417,438 | \$ 2,553,489 | \$ 3,970,927 | \$ 3,441,520 |
| Contributions receivable, net | 465,375 | - | 465,375 | 416,249 |
| Intercompany receivable (payable) | 5,909 | (5,909) | - | - |
| Pledges receivable, current portion | 195,220 | - | 195,220 | 210,534 |
| Prepaid expenses | 52,840 | 12,348 | 65,188 | 79,068 |
| Certificates of deposit | - | 83,862 | 83,862 | 216,916 |
| Total current assets | 2,136,782 | 2,643,790 | 4,780,572 | 4,364,287 |
| Investments | 5,398,727 | - | 5,398,727 | 4,619,433 |
| Property and equipment, net | 300,332 | - | 300,332 | 311,317 |
| Pledges receivable, less current portion | 5,000 | - | 5,000 | 97,500 |
| Security deposits | 12,499 | - | 12,499 | 12,499 |
| Total assets | <u>\$ 7,853,340</u> | <u>\$ 2,643,790</u> | <u>\$ 10,497,130</u> | <u>\$ 9,405,036</u> |
| LIABILITIES AND NET ASSETS | | | | |
| Current liabilities: | | | | |
| Accounts payable | \$ 179,267 | \$ 39,563 | \$ 218,830 | \$ 177,265 |
| Accrued expenses | 44,229 | - | 44,229 | 48,810 |
| Total current liabilities | 223,496 | 39,563 | 263,059 | 226,075 |
| Net assets: | | | | |
| Without donor restrictions | 5,745,708 | 2,604,227 | 8,349,935 | 7,363,379 |
| Without donor restrictions, Board designated | 654,249 | - | 654,249 | 589,330 |
| Total net assets without donor restrictions | 6,399,957 | 2,604,227 | 9,004,184 | 7,952,709 |
| With donor restrictions | 1,229,887 | - | 1,229,887 | 1,226,252 |
| Total net assets | 7,629,844 | 2,604,227 | 10,234,071 | 9,178,961 |
| Total liabilities and net assets | <u>\$ 7,853,340</u> | <u>\$ 2,643,790</u> | <u>\$ 10,497,130</u> | <u>\$ 9,405,036</u> |

* Chapter and Area information is presented for supplementary purposes.

Special Olympics Virginia, Inc.
Statement of Activities
Year Ended December 31, 2019, with Comparative Totals for 2018

| | Chapter * | Areas * | Total | |
|---|---------------------|---------------------|----------------------|---------------------|
| | | | 2019 | 2018 |
| Support and revenue: | | | | |
| Foundation contributions | \$ 488,029 | \$ 15,500 | \$ 503,529 | \$ 417,531 |
| Individual contributions | 386,799 | 108,454 | 495,253 | 589,032 |
| Workplace campaign contributions | 45,267 | 14,487 | 59,754 | 58,976 |
| Corporate contributions | 563,493 | 75,132 | 638,625 | 504,718 |
| Service club and organization contributions | 92,327 | 108,434 | 200,761 | 178,133 |
| Law Enforcement Torch Run contributions | 849,885 | - | 849,885 | 725,676 |
| State grant funding | 10,000 | - | 10,000 | 10,000 |
| Affiliated national benefits | 40,248 | - | 40,248 | 175,668 |
| Business telemarketing campaigns | 126,035 | - | 126,035 | 154,100 |
| Direct marketing campaigns | 511,000 | - | 511,000 | 523,298 |
| Contributed services and materials | 2,978,227 | - | 2,978,227 | 2,840,555 |
| Total support and revenue | 6,091,310 | 322,007 | 6,413,317 | 6,177,687 |
| Benefit events for Special Olympics Virginia, Inc.: | | | | |
| Support and revenue | 1,344,868 | 627,924 | 1,972,792 | 1,948,769 |
| Expenses | (374,147) | (103,865) | (478,012) | (468,762) |
| Net benefit events for Special Olympics Virginia, Inc. | 970,721 | 524,059 | 1,494,780 | 1,480,007 |
| Other revenue (expense): | | | | |
| Investment income, net | 166,706 | 1,566 | 168,272 | 149,247 |
| Registration fees | 173,345 | (173,345) | - | - |
| Gain (loss) on investments | 717,981 | - | 717,981 | (443,119) |
| Loss on disposal of assets | (129) | - | (129) | - |
| Miscellaneous | 136,999 | - | 136,999 | 154,607 |
| Total other revenue (expense) | 1,194,902 | (171,779) | 1,023,123 | (139,265) |
| Total support and revenue | 8,256,933 | 674,287 | 8,931,220 | 7,518,429 |
| Expenses: | | | | |
| Program services | 6,421,509 | 493,130 | 6,914,639 | 6,710,299 |
| Fundraising | 613,571 | - | 613,571 | 574,324 |
| Administrative | 347,900 | - | 347,900 | 334,011 |
| Total expenses | 7,382,980 | 493,130 | 7,876,110 | 7,618,634 |
| Change in net assets: | | | | |
| Without donor restrictions | 805,399 | 181,157 | 986,556 | (24,505) |
| Without donor restrictions, Board designated | 64,919 | - | 64,919 | (73,519) |
| Total net assets without donor restrictions | 870,318 | 181,157 | 1,051,475 | (98,024) |
| With donor restrictions | 3,635 | - | 3,635 | (2,181) |
| Total change in net assets | 873,953 | 181,157 | 1,055,110 | (100,205) |
| Net assets, beginning of year | 6,755,891 | 2,423,070 | 9,178,961 | 9,279,166 |
| Net assets, end of year | \$ 7,629,844 | \$ 2,604,227 | \$ 10,234,071 | \$ 9,178,961 |

* Chapter and Area information is presented for supplementary purposes.

See accompanying notes.

Special Olympics Virginia, Inc.
Statement of Functional Expenses
Year Ended December 31, 2019, with Comparative Totals for 2018

| | Program | | | Total | |
|---|---------------------|-------------------|-------------------|---------------------|---------------------|
| | Services | Fundraising | Administrative | 2019 | 2018 |
| Contributed services and materials | \$ 2,957,231 | \$ - | \$ - | \$ 2,957,231 | \$ 2,829,681 |
| Salaries | 1,649,229 | 323,329 | 150,470 | 2,123,028 | 2,069,661 |
| Accommodations and travel | 715,676 | 14,672 | 6,098 | 736,446 | 699,625 |
| Employee benefits | 273,916 | 53,701 | 24,991 | 352,608 | 331,458 |
| Occupancy | 236,726 | 42,259 | 20,987 | 299,972 | 290,496 |
| Office supplies and program materials | 266,776 | 4,522 | 3,850 | 275,148 | 308,367 |
| Facilities rental | 186,311 | - | 667 | 186,978 | 177,975 |
| Payroll taxes | 118,103 | 23,154 | 10,775 | 152,032 | 147,412 |
| Miscellaneous | 3,453 | 40,482 | 75,656 | 119,591 | 108,615 |
| Equipment rental, maintenance and purchases | 84,887 | 18,095 | 16,045 | 119,027 | 108,450 |
| Professional fees | 78,662 | 20,550 | 15,410 | 114,622 | 118,295 |
| Special Olympics, Inc. accreditation fee | 94,998 | - | - | 94,998 | 94,728 |
| Insurance | 60,892 | 1,411 | 7,456 | 69,759 | 68,639 |
| Telemarketing campaigns, business | 31,114 | 33,942 | - | 65,056 | 78,487 |
| Printing, advertising, dues and licenses | 39,066 | 17,345 | 6,137 | 62,548 | 47,630 |
| Telephone | 41,243 | 7,401 | 3,444 | 52,088 | 49,167 |
| Postage and shipping | 8,161 | 1,299 | 604 | 10,064 | 13,022 |
| Total expenses before depreciation | 6,846,444 | 602,162 | 342,590 | 7,791,196 | 7,541,708 |
| Depreciation | 68,195 | 11,409 | 5,310 | 84,914 | 76,926 |
| | <u>\$ 6,914,639</u> | <u>\$ 613,571</u> | <u>\$ 347,900</u> | <u>\$ 7,876,110</u> | <u>\$ 7,618,634</u> |

See accompanying notes.

Special Olympics Virginia, Inc.
Statement of Cash Flows
Year Ended December 31, 2019, with Comparative Totals for 2018

| | <u>2019</u> | <u>2018</u> |
|---|---------------------|---------------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 1,055,110 | \$ (100,205) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation | 84,914 | 76,926 |
| Bad debt expense | 4,400 | - |
| Realized gain on sale of investments | (69,640) | (33,017) |
| Unrealized (gain) loss on investments | (648,341) | 476,136 |
| Contributed property and equipment | (20,996) | (10,873) |
| Loss on disposal of assets | 129 | - |
| Change in assets and liabilities: | | |
| Contributions receivable, net | (53,526) | (105,268) |
| Pledges receivable | 107,814 | (179,534) |
| Prepaid expenses | 13,880 | 8,854 |
| Accounts payable | 41,565 | 8,086 |
| Accrued expenses | (4,581) | 5,445 |
| | <u>510,728</u> | <u>146,550</u> |
| Net cash provided by operating activities | | |
| Cash flows from investing activities: | | |
| Purchase of investments | (1,740,726) | (1,547,212) |
| Proceeds from sale of investments | 1,679,413 | 1,500,745 |
| Change in certificates of deposit, net | 133,054 | (1,865) |
| Purchase of property and equipment | (53,062) | (27,826) |
| | <u>18,679</u> | <u>(76,158)</u> |
| Net cash used by investing activities | | |
| Increase in cash and cash equivalents | 529,407 | 70,392 |
| Cash and cash equivalents, beginning of year | <u>3,441,520</u> | <u>3,371,128</u> |
| Cash and cash equivalents, end of year | <u>\$ 3,970,927</u> | <u>\$ 3,441,520</u> |

See accompanying notes.

Notes to Financial Statements

1. Organization and Nature of Activities

Special Olympics Virginia, Inc. (Organization) is a nonstock corporation that provides year-round sports training and athletic competition in a variety of Olympic-type sports for children and adults with intellectual disabilities at no cost to the athletes or their families. The Organization includes the combined accounts of the state chapter and its area programs.

Special Olympics teaches us that we are all vulnerable and valuable at the same time by using sports to unite people with and without disabilities. Our program, however, is about more than just sports. Special Olympics Virginia's year round programs in health, education and community building address inactivity, injustice, intolerance and social isolation by encouraging and empowering people of all abilities.

There are more than 250,000 people in Virginia with intellectual disabilities and about 8 million without. Our goal is to reach out to every one of them. In the coming years, we will place greater emphasis on uniting youth with and without disabilities. We will also create opportunities for families, community members, local leaders, businesses, law enforcement, celebrities, dignitaries and others to band together to change attitudes and support our athletes.

Our vision is to inspire the First Unified Generation.

2. Summary of Significant Accounting Policies

Classes of net assets

The financial statements of the Organization have been prepared in accordance with U.S. generally accepted accounting principles ("U.S. GAAP"), which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the Board of Directors for use in the Organization's operations. Amounts currently designated by the Organization's Board of Directors from net assets without donor restrictions are reported as board designated net assets on the statement of financial position.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities. Revenue whose restrictions are met in the same year is reflected as revenue without donor restriction.

All contributions are considered available for unrestricted use unless specifically restricted by the donor or subject to other legal restrictions.

Special Olympics Virginia, Inc.
Notes to Financial Statements

Chapter and Area information

The Organization accounts for all activity according to whether it is a chapter or area activity. Accordingly, all financial transactions have been reported by these groupings. The Chapter and Area information is presented for purposes of additional analysis and is not a required part of the financial statements.

Estimates

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

Cash and cash equivalents

The Organization considers all short-term debt securities purchased with a maturity of three months or less to be cash equivalents. Cash and cash equivalents does not include amounts that are part of managed investment accounts. These amounts are included with certificates of deposit and investments on the statement of financial position.

Property and equipment

Property and equipment are stated at cost. Expenditures for repairs and maintenance are expensed as incurred. Additions and betterments are capitalized. The cost and related accumulated depreciation on property and equipment sold or otherwise disposed are removed from the accounts and any gain or loss is reported in current year's operations.

Depreciation and amortization are provided for using various methods over the estimated useful lives as follows for the major classes of assets:

| | |
|-------------------------------|--------------|
| Equipment | 4 - 7 years |
| Furniture | 5 - 10 years |
| Vehicles | 5 years |
| Computer software and website | 3 - 4 years |
| Leasehold improvements | 10 years |

Fundraising event revenue recognition

Amounts received for registration fees for various program events are considered exchange transactions as a reciprocal benefit is received by the attendees. The revenues associated with these events are recognized at a point in time, on the date of the event, at which time the Organization's performance obligation is satisfied. There are no elements of variable consideration, contract costs, or significant financing components associated with this revenue. These fees were approximately \$30,000 in 2019 and are recorded in support and revenue from benefit events for Special Olympics, Inc. on the statement of activities.

Contributed materials and services

The value of contributed materials and the value of contributed services that either (a) created or enhanced a nonfinancial asset or (b) required specialized skills, was provided by individuals possessing those skills, and would have been purchased if not contributed, are recorded at their fair values in the period received.

The Organization receives contributed services from a variety of unpaid volunteers assisting the Organization in the providing of sports training and athletic competition. The volunteer services are provided primarily by coaches and officials. The value of the contributed services provided by these volunteers in 2019 was \$2,442,583. The value of contributed materials in 2019 provided to the Organization was \$514,648.

Special Olympics Virginia, Inc. Notes to Financial Statements

In addition, the Organization received contributed services that have not been recognized in the statement of activities because the criteria for recognition under accounting standards have not been satisfied. These volunteer services are provided primarily by area and local coordinators and event management teams. The value of these donated services totaled \$1,540,880 for 2019.

Income Taxes

The Organization is exempt from federal and state income taxes as a nonprofit organization under Section 501(c)(3) of the Internal Revenue Code and the tax statutes of the Commonwealth of Virginia and will be taxed only to the extent it has taxable trade or business income unrelated to its exempt purpose. Accordingly, the accompanying financial statements do not reflect a provision or liability for federal and state income taxes.

Concentration of credit risk

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and investments. To minimize risk, the Organization places temporary cash investments with high credit quality financial institutions and monitors its investments. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Organization has not experienced any losses in such accounts. As of December 31, 2019, the uninsured balances are approximately \$3,226,099. The Organization believes it is not exposed to any significant credit risk on its cash balances.

Advertising costs

The Organization expenses advertising costs as they are incurred. Advertising expense was \$2,706 for 2019.

Contributions

Contribution receivables are carried at their estimated realizable value.

Subsequent events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through June 3, 2020, the date the financial statements were available to be issued.

Subsequent to the year-end date, the outbreak and spread of the COVID-19 virus was classified as a pandemic by the World Health Organization. The spread of the virus has disrupted the Organization's business along with the business of the Organization's donors and vendors. These disruptions could adversely affect the Organization's ability to provide programs. The economic uncertainty caused by the virus has not been fully determined but could have a significant impact on the Organization's financial condition, results of operations, and cash flows. The financial statements do not reflect any adjustments as a result of the subsequent increase in economic uncertainty.

The Organization carried a significant balance of marketable equity securities. As of the date the financial statements were available to be issued, the economic uncertainty caused by the outbreak has resulted in a severe decline in the value of marketable securities, including many of those held by the Organization.

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security (CARES) Act was signed into law on March 27, 2020. One provision of the CARES Act is the establishment of the Paycheck Protection Program (PPP) under the Small Business Administration's 7(a) program. The PPP provides for loans to be made to small businesses effected by the COVID-19 pandemic. If certain criteria are met, small businesses receiving PPP loans may have all or a portion of the loans forgiven, effectively converting the outstanding balance and accrued interest to a grant. Any portion of PPP loans not forgiven have a term of two years and bear interest at 1.0%, with repayments deferred for six months. In April 2020, the Organization received a PPP loan of \$471,353. It is uncertain at this time what portion of the PPP loan may be forgiven.

Special Olympics Virginia, Inc.
Notes to Financial Statements

Functional expenses

Certain categories of expenses are attributable to more than one program or supporting function and are allocated on a reasonable basis that is consistently applied. Salaries, payroll taxes & employee benefits are allocated on the basis of time and effort; telemarketing expenses are allocated on the ratio of program and fundraising lines in the telemarketing scripts used. The remaining categories are allocated based on the specific activity to which the expenses are attributable; or based on a blend of time and effort and the specific activity to which expenses are attributable.

New accounting pronouncements

In May 2014, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The ASU and all subsequently issued clarifying ASUs replaced most existing revenue recognition guidance in U.S. GAAP. The ASU also required expanded disclosures relating to the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Organization adopted the new standard effective January 1, 2019, the first day of the Organization’s fiscal year using the modified retrospective approach. There was no impact on beginning net assets and no change in revenue recognition for 2019.

In June 2018, FASB issued ASU 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 958)*. This standard assists entities in evaluating whether transactions should be accounted for as contributions or exchange transactions and determining whether a contribution is conditional. The Organization implemented the provisions of ASU 2018-08 effective January 1, 2019 using the modified prospective basis. There was no impact on beginning net assets in connection with the implementation of ASU 2018-08 and no change in contribution recognition.

3. Availability and Liquidity of Financial Assets

The following represents the Organization’s financial assets at December 31, 2019:

| | |
|--|---------------------|
| Financial assets at year-end: | |
| Cash and cash equivalents | \$ 3,970,927 |
| Certificates of deposit | <u>83,862</u> |
| | |
| Financial assets available to meet general expenditures over the next twelve months | <u>\$ 4,054,789</u> |

The Organization’s policy is to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. As part of its liquidity plan, excess cash is invested in short-term investments, including money market accounts and certificates of deposit.

4. Pledges Receivable

The Organization has unconditional pledges receivable at December 31, 2019 as follows:

| | |
|------|-------------------|
| 2020 | \$ 195,220 |
| 2021 | <u>5,000</u> |
| | <u>\$ 200,220</u> |

All pledges are deemed collectible and no discount is deemed necessary as the balances approximate fair value. In order to simplify their accounting process for pledges receivable, the Organization has elected to record all pledges at fair value.

5. Investments

Investments are reported at fair value. The cost and fair value of the investments at December 31, 2019 are as follows:

| | <u>Cost</u> | <u>Fair Value</u> |
|------------------------|---------------------|---------------------|
| Money market funds | \$ 150,127 | \$ 150,127 |
| Corporate bonds | 397,113 | 404,796 |
| Government obligations | 109,868 | 114,874 |
| Other fixed income | 56,972 | 58,841 |
| Common stock | 650,095 | 926,207 |
| Mutual funds | <u>3,305,804</u> | <u>3,743,882</u> |
| | <u>\$ 4,669,979</u> | <u>\$ 5,398,727</u> |

6. Fair Value Measurements

Accounting standards establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2: Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2019.

Mutual funds, common stock, corporate bonds, government obligations, other fixed income, and money market funds

Valued at the closing price reported on the active market on which the individual securities are traded.

Special Olympics Virginia, Inc.
Notes to Financial Statements

Pledges receivable

Pledges receivable are reported at net realizable value if at the time the promise is made, payment is expected to be received in one year or less. Pledges receivable that are expected to be collected in more than one year are reported at fair value which is calculated as the present value of the expected cash flows to be received.

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

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31, 2019:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------------|------------------|----------------|----------------|------------------|
| Mutual funds, equities: | | | | |
| Large cap growth | \$ 670,399 | \$ - | \$ - | \$ 670,399 |
| Large cap value | 624,476 | - | - | 624,476 |
| Small/mid cap core | 185,739 | - | - | 185,739 |
| Small cap growth | 51,595 | - | - | 51,595 |
| Small cap value | 42,815 | - | - | 42,815 |
| REITs/real estate funds | 41,944 | - | - | 41,944 |
| International | <u>676,037</u> | <u>-</u> | <u>-</u> | <u>676,037</u> |
| | <u>2,293,005</u> | <u>-</u> | <u>-</u> | <u>2,293,005</u> |
| Mutual funds, fixed income: | | | | |
| High yield | 211,504 | - | - | 211,504 |
| Intermediate | 818,421 | - | - | 818,421 |
| Mortgages | <u>420,952</u> | <u>-</u> | <u>-</u> | <u>420,952</u> |
| | <u>1,450,877</u> | <u>-</u> | <u>-</u> | <u>1,450,877</u> |
| Corporate bonds | <u>404,796</u> | <u>-</u> | <u>-</u> | <u>404,796</u> |
| Other fixed income | <u>58,841</u> | <u>-</u> | <u>-</u> | <u>58,841</u> |
| Government obligations | <u>114,874</u> | <u>-</u> | <u>-</u> | <u>114,874</u> |
| Common stock: | | | | |
| Consumer discretionary | 49,027 | - | - | 49,027 |
| Consumer staples | 92,225 | - | - | 92,225 |
| Energy | 90,917 | - | - | 90,917 |
| Financials | 255,983 | - | - | 255,983 |
| Health care | 118,023 | - | - | 118,023 |
| Industrials | 81,919 | - | - | 81,919 |
| Information technology | 80,630 | - | - | 80,630 |
| Materials | 23,030 | - | - | 23,030 |
| Real estate investment trusts | 69,877 | - | - | 69,877 |
| Telecommunication services | 40,144 | - | - | 40,144 |
| Utilities | <u>24,432</u> | <u>-</u> | <u>-</u> | <u>24,432</u> |
| | <u>926,207</u> | <u>-</u> | <u>-</u> | <u>926,207</u> |

Special Olympics Virginia, Inc.
Notes to Financial Statements

| <i>(Continued)</i> | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|---------------------------------|---------------------|----------------|-------------------|---------------------|
| Money market funds | 150,127 | - | - | 150,127 |
| Total investments at fair value | <u>\$ 5,398,727</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 5,398,727</u> |
| Pledges receivable | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 200,220</u> | <u>\$ 200,220</u> |

The table below sets forth a summary of changes in the fair value of the Organization's Level 3 assets for 2019:

| | <u>Pledges Receivable</u> |
|----------------------------|-------------------------------|
| Balance, beginning of year | \$ 308,034 |
| Current year pledges | 12,720 |
| Payment on pledges | <u>(210,534)</u> |
| Balance, end of year | <u>\$ 200,220</u> |

7. Property and Equipment

Property and equipment consist of the following at December 31, 2019:

| | |
|-------------------------------|-------------------|
| Equipment | \$ 204,763 |
| Furniture | 206,197 |
| Vehicles | 120,585 |
| Computer software and website | 231,071 |
| Leasehold improvements | <u>303,841</u> |
| | 1,066,457 |
| Accumulated depreciation | <u>(766,125)</u> |
| Property and equipment, net | <u>\$ 300,332</u> |

8. Borrowing Facility

The Organization has an open end revolving line of credit agreement with SunTrust Bank. Total borrowings available under the agreement are \$300,000, with interest at the one-month London Interbank Offered Rate (LIBOR) plus 2.0%, with a minimum rate of 3.0%. The borrowings are uncollateralized and due on demand. At December 31, 2019, there are no outstanding borrowings. There were no borrowings under this agreement during 2019.

9. Beneficial Interests

When the Organization is named the beneficiary of a trust or estate, the contribution portion of this type of agreement is recognized as revenue when the Organization has the unconditional right to receive benefits under these agreements. The contribution is measured based on the expected future payments to be received using federal discount rates and life expectancy tables.

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The Organization has been named as the remainder beneficiary of eight charitable remainder trusts. There is insufficient financial information for this measurement to be calculated and, therefore, no amounts have been recognized for the beneficial interest in these trusts.

10. Benefit Events for Special Olympics Virginia, Inc.

Benefit events consist of the following for 2019:

| | <u>Polar Plunge</u> | <u>Other</u> | <u>Total</u> |
|----------|-------------------------|-------------------|---------------------|
| Revenues | \$ 1,226,612 | \$ 746,180 | \$ 1,972,792 |
| Expenses | <u>(273,642)</u> | <u>(204,370)</u> | <u>(478,012)</u> |
| | <u>\$ 952,970</u> | <u>\$ 541,810</u> | <u>\$ 1,494,780</u> |

11. Retirement Plan

The Organization has a 401(k) plan which covers qualified employees with at least one year of service and who have reached the age of twenty-one, as defined in the plan documents. This plan covers both the employer and employee contributions. The plan includes a non-elective employer safe harbor provision of 3% of compensation and the Organization has elected to contribute an additional 5% of compensation above this provision for the employer profit sharing contribution. Employees are fully vested in the employer's profit sharing contributions after 3 years of service. Total expense for the 401(k) plan for 2019 was \$141,081.

12. Severance Benefit Plan

Effective July 1, 1993, the Organization established a severance benefit plan to provide severance benefits upon the termination of employment of eligible participating employees. Contributions to the plan are made through employee contribution elections in lieu of compensation. There were no employer contributions to the severance benefit plan during 2019.

13. Allocation of Joint Costs

During 2019, the Organization conducted activities that included requests for contributions, as well as program components. Those activities included business and consumer telemarketing campaigns. The costs of conducting those activities included a total of \$65,056 in joint costs, which are not specifically attributable to particular components of the activities. These costs were allocated as follows:

| | |
|-------------|------------------|
| Fundraising | \$ 33,942 |
| Program | <u>31,114</u> |
| | <u>\$ 65,056</u> |

14. Related Party Transactions

The Organization has contributions receivable and pledges receivable in the amount of \$310,458 and \$60,000, respectively, due from Special Olympics, Inc. (SOI) as of December 31, 2019. The Organization has accounts payable due to SOI as of December 31, 2019 of \$1,297.

The affiliated support for 2019 in the amount of \$40,248 represents the Organization's allocable share of contributions raised by SOI.

For 2019, the Organization was assessed fees by SOI. The total fees included in expenses were \$94,998.

15. Commitments

The Organization leases office space, storage space and equipment for periods ranging from one month to greater than one year. The total lease expense for 2019 was \$356,751.

The following is a schedule of minimum rental payments required for subsequent years ending December 31 on leases with an initial or remaining lease term in excess of one year.

| | | |
|------------|----|------------------|
| 2020 | \$ | 263,498 |
| 2021 | | 264,193 |
| 2022 | | 253,012 |
| 2023 | | 227,853 |
| 2024 | | 213,885 |
| Thereafter | | <u>1,636,327</u> |
| | \$ | <u>2,858,768</u> |

The Organization had telemarketing contracts with a fundraising consultant whereby the consultant is to provide telemarketing, fulfillment and public education services for the Organization. In exchange for such services, the Organization has committed to compensating the consultant on a fee per contact basis. These contracts expired on December 31, 2019. The total fees paid for 2019 were \$65,056.

The Organization has entered into several contracts with hotels and resorts for events to be held in the following year. These contracts require certain commitments for minimum room rentals, use of facilities and food and beverage costs. If the Organization cancels any of these contracts, it would have to pay cancellation fees as stipulated in the contract. These fees increase incrementally as the dates of the meetings approach.

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16. Net Assets with Donor Restrictions

Net assets with donor restrictions consist of the following at December 31, 2019. Due to the COVID-19 pandemic, some of the Organization's donors have agreed to release restrictions on funds subsequent to year-end.

| | <u>Temporary Restriction</u> | <u>Perpetual Restriction</u> | <u>Total with Donor Restriction</u> |
|--------------------------------|----------------------------------|----------------------------------|---|
| Tennis invitational tournament | \$ 168,612 | \$ 360,000 | \$ 528,612 |
| Scholarships | 115,845 | 250,000 | 365,845 |
| Unified Champion Schools | 207,028 | - | 207,028 |
| Healthy Athletes | 43,352 | 66,000 | 109,352 |
| Regional basketball | 10,000 | - | 10,000 |
| Volleyball | 50 | - | 50 |
| Miscellaneous grants | 4,000 | - | 4,000 |
| Time restricted pledges | <u>5,000</u> | <u>-</u> | <u>5,000</u> |
| | <u>\$ 553,887</u> | <u>\$ 676,000</u> | <u>\$ 1,229,887</u> |

Net assets were released from restrictions by incurring expenses satisfying the restricted purposes or by the occurrence of events specified by the donors as follows:

| | |
|------------------------------------|-------------------|
| Healthy Athletes | \$ 32,678 |
| Tennis invitational tournament | 35,084 |
| Scholarships | 9,995 |
| Receipt of time restricted pledges | 92,500 |
| Miscellaneous grants | 172,600 |
| Urban programs | 11,377 |
| Unified Champion Schools | 249,768 |
| Dream Ride | <u>3,500</u> |
| Total restrictions released | <u>\$ 607,502</u> |

17. Endowment Funds

The Organization's endowment consists of five funds. The endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. The donor-restricted funds were established for scholarships to state events, the tennis invitational tournament and healthy athletes programs. The board designated fund was established to support the Organization's efforts stated in the strategic plan to improve program delivery and provide effective support services, as well as to fund healthy athletes programs. As required by U.S. GAAP, net assets associated with these 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.

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At December 31, 2019, the endowment net asset composition by type of fund was as follows:

| | <u>Without Donor Restriction</u> | <u>With Donor Restriction</u> | | <u>Total</u> |
|-----------------------------|--|----------------------------------|----------------------------------|---------------------|
| | | <u>Temporary Restriction</u> | <u>Perpetual Restriction</u> | |
| Donor-restricted endowments | \$ - | \$ 246,371 | \$ 676,000 | \$ 922,371 |
| Board-designated endowments | <u>654,249</u> | <u>-</u> | <u>-</u> | <u>654,249</u> |
| | <u>\$ 654,249</u> | <u>\$ 246,371</u> | <u>\$ 676,000</u> | <u>\$ 1,576,620</u> |

The management of donor-restricted endowment funds is governed by state law under the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as adopted by the Virginia state legislature. Virginia's version of UPMIFA was enacted during 2008. The Organization's Board of Directors has interpreted the relevant state law as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. 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, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by the state UPMIFA law.

A summary of the activity in endowment funds for the year ended December 31, 2019 is as follows:

| | <u>Without Donor Restriction</u> | <u>With Donor Restriction</u> | | <u>Total</u> |
|---|--|----------------------------------|----------------------------------|---------------------|
| | | <u>Temporary Restriction</u> | <u>Perpetual Restriction</u> | |
| Endowment net assets, beginning of year | \$ 589,330 | \$ 136,552 | \$ 676,000 | \$ 1,401,882 |
| Investment return: | | | | |
| Investment income | 19,986 | 27,021 | - | 47,007 |
| Net realized and unrealized gain | 88,975 | 120,294 | - | 209,269 |
| Appropriations for expenditure | <u>(44,042)</u> | <u>(37,496)</u> | <u>-</u> | <u>(81,538)</u> |
| Endowment net assets, end of year | <u>\$ 654,249</u> | <u>\$ 246,371</u> | <u>\$ 676,000</u> | <u>\$ 1,576,620</u> |

From time to time, the fair value of assets associated with the individual donor-restricted endowment fund may fall below the level that the donor or state UPMIFA guidelines require the organization to retain as a fund of perpetual duration. In accordance with U.S. GAAP, any deficiencies of this nature are reported in restricted net assets. As of December 31, 2019, there were no such deficiencies.

In accordance with state UPMIFA law, 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 purposes 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, and (7) the investment policies of the Organization.

Endowment Investing and Spending Policies

The primary objective of the Organization's investment policy is long-term capital appreciation and growth of the endowment to generate additional resources for use in accordance with donor intent. The custodial account consists of common stocks, fixed income investments and cash equivalents.

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Unless otherwise specified by the donor, the Organization's spending policy is to draw 4% of the investment annually. In December 2019, the Finance Committee approved a 1% increase for the 2019 draw. From time to time, due to unfavorable market conditions, the fair value of assets associated with the individual donor-restricted endowment funds may fall below the permanently restricted net assets amount. When fund deficiencies exist, the management will evaluate the spending policy and may choose a smaller draw percentage. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long-term, the Organization expects the current spending policy to allow for long-term capital appreciation of the endowment. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional real growth through new gifts and investment return.

18. Comparative Totals

The financial statements, specifically the statement of functional expenses, include certain prior-year summarized comparative information in total but not complete detail. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for 2018 from which the summarized information was derived.