FINANCIAL STATEMENTS

As of and for the Years Ended December 31, 2022 and 2021

And Report of Independent Auditor



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Report of Independent Auditor

To the Board of Directors
Tennessee State Collaborative on Reforming Education
Nashville, Tennessee

Opinion

We have audited the accompanying financial statements of Tennessee State Collaborative on Reforming Education (a nonprofit organization) ("SCORE"), which comprise the statements of financial position as of December 31, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Tennessee State Collaborative on Reforming Education as of December 31, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 SCORE and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. 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 SCORE'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 generally accepted auditing standards 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 judgment made by a reasonable user based on the financial statements.

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In performing an audit in accordance with generally accepted auditing standards, 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 SCORE'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 SCORE'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 audits, significant audit findings, and certain internal control related matters that we identified during the audits.

Nashville, Tennessee

Cherry Bekaert LLP

July 26, 2023

TENNESSEE STATE COLLABORATIVE ON REFORMING EDUCATIONSTATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2022 AND 2021

	 2022	 2021
ASSETS	 	
Cash and cash equivalents	\$ 19,326,650	\$ 20,244,641
Restricted cash held under agency agreements	165,806	281,742
Contributions receivable, net	2,586,687	967,677
Investments	2,104,010	1,871,879
Property and equipment, net of accumulated depreciation		
of \$240,792 and \$205,977, respectively	 62,554	9,263
Total Assets	\$ 24,245,707	\$ 23,375,202
LIABILITIES AND NET ASSETS		
Accounts payable and accrued expenses	\$ 556,072	\$ 850,528
Funds held under agency agreements	165,806	281,742
Total Liabilities	721,878	1,132,270
Net Assets:		
Without donor restrictions	14,353,521	17,114,140
With donor restrictions	9,170,308	5,128,792
Total Net Assets	23,523,829	22,242,932
Total Liabilities and Net Assets	\$ 24,245,707	\$ 23,375,202

TENNESSEE STATE COLLABORATIVE ON REFORMING EDUCATION STATEMENT OF ACTIVITIES

	Without Donor Restrictions			With Donor Restrictions	 Total
Revenue, Gains, and Other Support: Grants and contributions Investment return, net Net assets released from restrictions	\$	1,663,177 (249,966) 11,985,235	\$	16,026,751 - (11,985,235)	\$ 17,689,928 (249,966) -
Total Revenue, Gains, and Other Support		13,398,446		4,041,516	17,439,962
Expenses:					
Program services		15,247,236		-	15,247,236
Management and general		911,829			911,829
Total Expenses		16,159,065			16,159,065
Change in net assets		(2,760,619)		4,041,516	1,280,897
Net assets, beginning of year		17,114,140		5,128,792	22,242,932
Net assets, end of year	\$	14,353,521	\$	9,170,308	\$ 23,523,829

TENNESSEE STATE COLLABORATIVE ON REFORMING EDUCATION STATEMENT OF ACTIVITIES

	 thout Donor	-	/ith Donor	Total
Revenue, Gains, and Other Support: Grants and contributions Investment return, net Net assets released from restrictions	\$ 10,311,428 233,357 5,205,008	\$	7,700,885 - (5,205,008)	\$ 18,012,313 233,357 -
Total Revenue, Gains, and Other Support	 15,749,793		2,495,877	18,245,670
Expenses:				
Program services	10,495,689		-	10,495,689
Management and general	 652,577			652,577
Total Expenses	11,148,266			11,148,266
Change in net assets Net assets, beginning of year	4,601,527 12,512,613		2,495,877 2,632,915	7,097,404 15,145,528
Net assets, end of year	\$ 17,114,140	\$	5,128,792	\$ 22,242,932

STATEMENT OF FUNCTIONAL EXPENSES

		Program	Services			
	Advocacy	Research and Innovation	Activating Philanthropy	Total	Management and General	Total
Subgrants and innovation funds	\$ -	\$ 2,132,026	\$ 3,616,956	\$ 5,748,982	\$ -	\$ 5,748,982
Consultants	924,977	3,201,665	440,428	4,567,070	27,952	4,595,022
Salary and related expenses	1,901,090	1,149,496	928,439	3,979,025	442,114	4,421,139
Travel and meetings	405,047	45,771	-	450,818	3,657	454,475
Team development	58,496	58,496	58,495	175,487	58,495	233,982
Technology	-	-	-	-	180,911	180,911
Lobbying	121,317	-	-	121,317	-	121,317
Accounting and legal	33,499	33,499	27,916	94,914	16,749	111,663
Communications and media	99,922	-	9,701	109,623	-	109,623
Rent/Office Space	-	-	-	-	104,720	104,720
Depreciation	-	-	-	-	34,815	34,815
Office expenses	-	-	-	-	27,592	27,592
Insurance	-	-	-	-	14,399	14,399
Supplies					425	425
	\$ 3,544,348	\$ 6,620,953	\$ 5,081,935	\$ 15,247,236	\$ 911,829	\$ 16,159,065

STATEMENT OF FUNCTIONAL EXPENSES

		Program	Services			
	Advocacy	Research and Innovation	Activating Philanthropy	Total	Management and General	Total
Consultants	\$ 942,436	\$ 2,523,977	\$ 252,524	\$ 3,718,937	\$ 28,841	\$ 3,747,778
Salary and related expenses	1,565,666	847,108	688,893	3,101,667	194,472	3,296,139
Subgrants and innovation funds	-	521,575	2,433,734	2,955,309	-	2,955,309
Travel and meetings	315,667	12,852	20,073	348,592	2,417	351,009
Technology	-	-	-	-	164,503	164,503
Communications and media	13,089	96,325	10,433	119,847	-	119,847
Lobbying	116,166	-	-	116,166	-	116,166
Team development	27,729	27,729	23,107	78,565	13,864	92,429
Search firm expenses	-	-	-	-	91,025	91,025
Rent/office space	-	-	-	-	75,781	75,781
Accounting and legal	19,936	19,936	16,613	56,485	9,968	66,453
Office expenses	-	-	-	-	35,472	35,472
Depreciation	-	-	-	-	22,229	22,229
Insurance	-	-	-	-	9,291	9,291
Board meetings	-	-	-	-	3,651	3,651
Supplies	121			121	1,063	1,184
	\$ 3,000,810	\$ 4,049,502	\$ 3,445,377	\$ 10,495,689	\$ 652,577	\$ 11,148,266

TENNESSEE STATE COLLABORATIVE ON REFORMING EDUCATION STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2022 AND 2021

	2022	2021
Cash flows from operating activities:		
Change in net assets	\$ 1,280,897	\$ 7,097,404
Adjustments to reconcile change in net assets to		
net cash flows from operating activities:		
Depreciation	34,815	22,229
Unrealized loss (gain) on investments	427,728	(157,347)
Changes in operating assets and liabilities:		
Contributions receivable	(1,619,010)	186,924
Accounts payable and accrued expenses	(294,456)	637,587
Funds held under agency agreements	(115,936)	(780,853)
Net cash flows from operating activities	(285,962)	7,005,944
Cash flows from investing activities:		
Purchase of property and equipment	(88,106)	-
Purchase/reinvestment of dividends	(659,859)	(425,251)
Net cash flows from investing activities	(747,965)	(425,251)
Change in cash and cash equivalents	(1,033,927)	6,580,693
Cash and cash equivalents, beginning of year	20,526,383	13,945,690
Cash and cash equivalents, end of year	\$ 19,492,456	\$ 20,526,383
Supplemental Disclosure - restricted cash:		
Cash and cash equivalents	\$ 19,326,650	\$ 20,244,641
Restricted cash held under agency agreements	165,806	281,742
	\$ 19,492,456	\$ 20,526,383

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 1—Nature of operations and summary of significant accounting policies

The Tennessee State Collaborative on Reforming Education's ("SCORE") mission is to catalyze transformative change in Tennessee education so that all students can achieve success in college, career, and life. SCORE is an independent, nonprofit, and nonpartisan advocacy and research organization, founded in 2009 by Senator Bill Frist, MD, former U.S. Senate Majority Leader. SCORE supports student success across Tennessee by ensuring all schools and systems meet high expectations; preparing, recruiting, supporting, and retaining excellent teachers and leaders; and aligning K-12 and college with career and life success.

Financial Statement Presentation – The financial statements of SCORE have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"). Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are reported as follows:

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 SCORE. These net assets may be used at the discretion of SCORE's management and the Board of Directors.

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 SCORE or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. Net assets with donor restrictions represent contributions receivable and amounts available for programs. None of SCORE's net assets with donor restrictions are required to be held in perpetuity by the donors at December 31, 2022 and 2021.

Cash and Cash Equivalents – SCORE considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Contributions Receivable – SCORE accounts for potential losses in contributions receivable utilizing the allowance method. Management believes contributions receivable are fully collectible at December 31, 2022 and 2021. As a result, no allowance for uncollectible accounts has been provided.

Investments – Investments are stated at fair market value. Unrealized gains and losses, as well as appreciation or depreciation in market value, are reflected in the accompanying statements of activities.

Fair Value Measurement – SCORE has established a process for determining fair values. Fair values are based upon quoted market prices, where available. If listed prices or quotes are not available, fair values are based upon market-based or independently-sourced market data. Valuation adjustments may be made to ensure financial instruments are recorded at fair value. Furthermore, while SCORE 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 estimate of fair values at the reporting date. U.S. GAAP has a three-level valuation hierarchy for fair value measurements. A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 1—Nature of operations and summary of significant accounting policies (continued)

The three levels of 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 SCORE 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; and
- Inputs that are derived principally from or corroborated by the 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 reflect an entity's own assumptions about the assumptions that market participants would use in pricing the assets or liabilities.

Property and Equipment – Property and equipment, consisting primarily of office furnishings and equipment, are stated at acquisition cost, or estimated fair value if donated, less accumulated depreciation, which is computed by the straight-line method over an estimated useful life of 5 to 15 years. Depreciation expenses totaled \$34,815 and \$22,229 for the years ended December 31, 2022 and 2021, respectively.

Contributions – Contributions received are recorded as with donor restrictions or without donor restrictions depending on the existence or nature of any donor restrictions.

The expiration of a donor-imposed restriction on a contribution is recognized in the period in which the restriction expires and at the time the related resources are reclassified to net assets without donor restrictions. A restriction expires when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Program and Supporting Services – The following program and supporting services are included in the accompanying financial statements:

Advocacy – Expenses related to building awareness and support and sustaining the momentum among organizations and individuals for education reform and improving student success in the state of Tennessee.

Research and Innovation – Expenses related to research on key policies and the development of tools and reports focused on sharing best practices across the state to advance SCORE's strategic priorities.

Activating Philanthropy – Expenses related to advancing specific initiatives outlined in SCORE's strategic plan by building capacity at a state, regional, or local level including strategic investments with partners through subgrants and innovation funds.

Management and General – Includes the functions necessary to ensure an adequate working environment and costs not identifiable with a single program or activity. Includes costs associated with providing coordination and articulation of SCORE's program strategy, business management, general recordkeeping, budgeting, and related purposes.

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 1—Nature of operations and summary of significant accounting policies (continued)

Allocation of Functional Expenses – Expenses that can be directly attributed to a particular function are charged to that function. Expenses that relate to more than one function are allocated among applicable functions on the basis of objectively evaluated financial and nonfinancial data or reasonable subjective methods determined by management. Expenses that were allocated consist primarily of salary and related expenses which have been allocated based on time and effort.

Use of Estimates – The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes – SCORE has qualified for tax exempt status under Section 501(c)(3) of the Internal Revenue Code and is not a private foundation.

Adoption of New Accounting Pronouncements – In September 2020, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2020-07, Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets. This ASU requires not-for-profit entities to present contributed nonfinancial assets as separate line items in the statement of activities, apart from contributions of cash and other financial assets. In addition, for each category of contributed nonfinancial assets recognized, certain additional disclosures are required. This standard is effective for the year ending December 31, 2022 and had an immaterial effect on SCORE's financial statements upon adoption. Generally, SCORE has recognized contribution of professional services and supplies at market value. Such items have been maintained for use in SCORE. There have been no donor restrictions placed on such contributions.

In February 2016, FASB issued ASU 2016-02, *Leases (Topic 842)*. The new standard is effective for reporting periods beginning after December 15, 2021. The standard requires lessees to report most leases as assets and liabilities on the balance sheet, while lessor accounting will remain substantially unchanged. SCORE adopted the new lease standard effective January 1, 2022, using the modified retrospective approach, including electing the accounting policy to not separate the non-lease components from the associated lease components and election of the three practical expedients: (a) preexisting contract is or contains a lease, (b) classification of a lease and (c) initial direct costs capitalized for preexisting leases under previous standard. As SCORE does not have any material long-term leases that qualify for treatment under ASC 842, the application of the new lease standard did not have a material effect on its financial position, results of operations, or cash flows. SCORE had total expenses under short-term operating leases of \$104,720 and \$75,781 for the years ended December 31, 2022 and 2021, respectively.

Accounting Policies for Future Pronouncement – In June 2016, FASB issued ASU 2016-13, Financial Instruments – Credit Losses (Topic 326) and subsequently related amendments (ASU 2018-19, ASU 2019-04, ASU 2019-05, ASU 2019-10, ASUM 2019-11, and ASU 2022-02). This guidance replaces the existing incurred loss impairment guidance and establishes a single allowance framework for financial assets carried at amortized cost based on expected credit losses. The estimate of expected credit losses requires the incorporation of historical information, current conditions, and reasonable and supportable forecasts. This ASU will be effective for the year ended December 31, 2023. SCORE is currently evaluating the effect the adoption of this ASU will have on the financial statements.

Subsequent Events – SCORE evaluated subsequent events through July 26, 2023, when these financial statements were available to be issued.

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 2—Liquidity and availability of resources

SCORE regularly monitors liquidity required to meet its operating needs and other contractual commitments. For purposes of analyzing resources available to meet general expenditures over a 12-month period, SCORE considers all expenditures related to its ongoing activities of supporting public education in Tennessee, as well as the conduct of services undertaken to support those activities to be general expenditures. As a part of SCORE's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statements of financial position date, compromise the following at December 31:

	 2022	 2021
Cash and cash equivalents	\$ 19,326,650	\$ 20,244,641
Current portion of contributions receivable	1,636,687	967,677
Investments	2,104,010	1,871,879
Less net assets with donor restrictions	 (9,170,308)	 (5,128,792)
Financial assets available to meet cash needs for general expenditure within one year	\$ 13,897,039	\$ 17,955,405

Note 3—Funds held under agency agreements

SCORE is acting as a fiscal sponsor for certain organizations, receiving contributions, and making disbursements restricted for the purpose of the respective agreements. Expenditures are made after approval by the management of the corresponding organization. All funds are held in a bank account separate from funds of SCORE. The amount of funds held under agency agreements totaled \$165,806 and \$281,742 at December 31, 2022 and 2021, respectively.

Note 4—Contributions receivable

Contributions receivable are scheduled to be received as follows at December 31:

	 2022	 2021
Amount receivable within one year	\$ 1,636,687	\$ 967,677
Amount receivable in one to five years	950,000	-
	2,586,687	967,677
Less discounts on contributions receivable		
	\$ 2,586,687	\$ 967,677

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 5—Investments

Investments are stated at fair value determined based on active markets and consist of the following at December 31:

			20	22			
	Level 1	Level 2			Level 3		Total
Mutual funds	\$ 2,104,010	\$		\$		 \$	2,104,010
			20	21			
	Level 1	Level 2			Level 3		Total
Mutual funds	\$ 1,871,879	\$	_	\$		 \$	1,871,879

The following schedule summarizes the net investment return for the years ended December 31:

	2022	2021
Realized and unrealized (loss) gain, net	\$ (427,728)	\$ 157,347
Dividends and interest	177,762	76,010
	\$ (249,966)	\$ 233,357

Note 6—Net assets with donor restrictions

SCORE receives contributions for specific expenses associated with its mission. These contributions are classified as net assets with donor restrictions until the restricted purpose has been fulfilled. The following represents a summary of the activity for the years ended December 31:

Purpose or Time Restriction	Beginning, Contributions January 1, Received in or Time Restriction 2022 2022		R Spe	ended and/or deleased by ecific Purpose eing Fulfilled	De	Ending, cember 31, 2022	
Tutoring	\$	2,643,299	\$ -	\$	2,169,536	\$	473,763
LIFT Expansion		919,795	1,836,751		2,026,007		730,539
Momentum Metrics		540,598	-		540,598		-
Contributions receivable		250,000	2,625,000		850,000		2,025,000
Postsecondary Planning		244,255	-		138,436		105,819
Education Resources		181,704	100,000		276,302		5,402
High-Quality Public Charter Schools		145,556	350,000		395,550		100,006
Early Literacy & Bridge to Postsecondary		103,585	250,000		353,585		-
Summer Learning		100,000	-		100,000		-
Education Stakeholder Engagement		-	1,000,000		228,500		771,500
Education Advocacy		-	5,300,000		2,419,420		2,880,580
Accelerate		-	350,000		288,859		61,141
Listening Tour		-	55,000		55,000		-
Charter Talent and Incubation		-	4,140,000		2,123,442		2,016,558
SCORE Prize/Data Analysis		-	20,000		20,000		-
	\$	5,128,792	\$ 16,026,751	\$	11,985,235	\$	9,170,308

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 2022 AND 2021

Note 6—Net assets with donor restrictions (continued)

Purpose or Time Restriction	Beginning, January 1, 2021		Contributions Received in 2021		Expended and/or Released by Specific Purpose Being Fulfilled		Ending, December 31, 2021	
Tutoring	\$	-	\$	3,325,000	\$	681,701	\$	2,643,299
LIFT Expansion		821,125		1,610,710		1,512,040		919,795
Momentum Metrics		-		660,175		119,577		540,598
Contributions receivable		836,668		-		586,668		250,000
Postsecondary Planning		10,000		425,000		190,745		244,255
Education Resources		7,877		275,000		101,173		181,704
High-Quality Public Charter Schools		102,507		200,000		156,951		145,556
Early Literacy & Bridge to Postsecondary		122,000		250,000		268,415		103,585
Summer Learning		-		100,000		-		100,000
CIRN Network & Data		732,738		-		732,738		-
Education Policy		-		650,000		650,000		-
COVID Recovery		-		75,000		75,000		-
Preparatory School		-		100,000		100,000		-
New venture fund		-		10,000		10,000		-
SCORE Prize/Data Analysis		-		20,000		20,000		-
	\$	2,632,915	\$	7,700,885	\$	5,205,008	\$	5,128,792

Note 7—Retirement plan

SCORE maintains a 401(k) Plan for certain eligible employees. Employer expense for the years ended December 31, 2022 and 2021 totaled \$99,563 and \$66,860, respectively, and is included in salary and related expenses in the accompanying statements of functional expenses.

Note 8—Concentrations

SCORE maintains cash and cash equivalents in excess of amounts insured by the Federal Deposit Insurance Corporation of approximately \$18,737,000 and \$19,776,000 as of December 31, 2022 and 2021, respectively. In management's opinion, risk related to each deposit is minimal.

SCORE received approximately 65% of its contributions from three donors during the year ended December 31, 2022 and 65% of its contributions from one donor during the year ended December 31, 2021. A significant reduction in the level of this support, if this were to occur, could have a negative impact on SCORE's programs and activities.