ALIGNMENT NASHVILLE, INC.

FINANCIAL STATEMENTS
AND OTHER INFORMATION

JUNE 30, 2016 AND 2015

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Independent Auditor's Report

To the Board of Directors
Alignment Nashville, Inc.
Nashville, Tennessee

We have audited the accompanying financial statements of Alignment Nashville, Inc. (the "Organization"), a Tennessee not-for-profit corporation, which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

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 of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

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

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

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Alignment Nashville, Inc. as of June 30, 2016 and 2015, 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.

Crosslin, PLLC

Nashville, Tennessee
December 2, 2016

ALIGNMENT NASHVILLE
STATEMENTS OF FINANCIAL POSITION

ASSETS

	June 30	
	2016	2015
Cash and cash equivalents	$ 441,938	$ 370,755
Prepaid expenses	29,645	7,470
Government contracts and grants receivable	179,581	31,869
Furniture and equipment, net	24,261	48,050
Total assets	$ 675,425	$ 458,144

LIABILITIES

	2016	2015
Accounts payable and accrued expenses	$ 153,727	$ 76,465
Deferred revenue	118,796	92,430
	272,523	168,895

NET ASSETS

	2016	2015
Unrestricted	337,815	248,341
Temporarily restricted	65,087	40,908
Total net assets	402,902	289,249
Total liabilties and net assets	$ 675,425	$ 458,144

See accompanying notes to financial statements.

ALIGNMENT NASHVILLE
STATEMENTS OF ACTIVITIES
YEARS ENDED JUNE 30, 2016 AND 2015

	2016		
	Unrestricted	Temporarily Restricted	Total
Support and revenue:			
Contributions	$ 98,250	$ -	$ 98,250
Grants	421,608	475,764	897,372
Events income	1,293,608	-	1,293,608
In-kind donations	10,000	-	10,000
Consulting income	514,549	-	514,549
Other income	26,231	-	26,231
Released from restrictions	451,585	(451,585)	-
Total support and revenue	2,815,831	24,179	2,840,010
Expenses:			
Program activities expenses:			
Children's Health Initiative	74,352	-	74,352
Ford Hub	837,140	-	837,140
Ford NGL	446,372	-	446,372
Ford Hub - MNPS	74,330	-	74,330
Alignment Nashville USA	520,572	-	520,572
CCR	19,252	-	19,252
Other Programs	97,847	-	97,847
Administrative expenses:			
Support services	656,492	-	656,492
Total expenses	2,726,357	-	2,726,357
Net increase (decrease) in net assets	89,474	24,179	113,653
Net assets as beginning of year	248,341	40,908	289,249
Net assets at end of year	$ 337,815	$ 65,087	$ 402,902

2015		
Unrestricted	Temporarily Restricted	Total
$ 201,863	$ -	$ 201,863
403,128	467,933	871,061
794,986	-	794,986
30,000	-	30,000
36,979	-	36,979
124,299	-	124,299
427,025	(427,025)	-
2,018,280	40,908	2,059,188
98,095	-	98,095
421,125	-	421,125
427,025	-	427,025
101,295	-	101,295
351,948	-	351,948
10,745		10,745
163,837	-	163,837
563,641	-	563,641
2,137,711	-	2,137,711
(119,431)	40,908	(78,523)
367,772	-	367,772
$ 248,341	$ 40,908	$ 289,249

See accompanying notes to financial statements.

ALIGNMENT NASHVILLE
STATEMENTS OF CASH FLOWS

	Year Ended June 30,	
	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Net increase (decrease) in net assets	$ 113,653	$ (78,523)
Adjustments to reconcile net increase (decrease) in net assets to net cash provided by operating activites:		
Depreciation	12,735	15,138
Increase in government contracts and grants receivable	(147,712)	(23,536)
Increase in prepaid expenses	(22,175)	(4,966)
Increase in accounts payable and accrued expense	77,262	25,972
Increase in deferred revenue	26,366	92,430
Loss on donation of fixed assets	11,054	-
Total Adjustments	(42,470)	105,038
Net cash provided by operating activities	71,183	26,515
Increase in cash and cash equivalents	71,183	26,515
Cash and cash equivalents at beginning of year	370,755	344,240
Cash and cash equivalents at end of year	$ 441,938	$ 370,755

See accompanying notes to financial statements.

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and General

Alignment Nashville, Inc. (the "Organization") is collaboration between Metropolitan Nashville Public Schools and local businesses, non-profit agencies, government and universities. The purpose of Alignment Nashville, Inc. is to create a system to bring community organizations and resources into alignment so that their coordinated support to Metropolitan Nashville Public Schools' and District priorities have a positive impact on student achievement and public school success.

Accrual Basis and Financial Statement Presentation

The financial statements of the Organization have been prepared on the accrual basis of accounting.

The Organization classifies its net assets and its support and revenue and expenses into three classes of net assets based on the existence or absence of donor-imposed restrictions. Net assets of the Organization and changes therein are classified as follows:

> Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations.
>
> Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time.
>
> Permanently restricted net assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets would permit the Organization to use all or part of the income earned on related investments for general or specific purposes.

The amount for each of these classes of net assets is displayed in the statement of financial position and the amount of change in each class of net assets is displayed in the statement of activities. The Organization had no permanently restricted net assets at June 30, 2016 or 2015. Temporarily restricted net assets totaled $65,087 and $40,908 at June 30, 2016 and 2015, respectively.

Contributions

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Contributions receivable are recorded at their estimated fair value and reflect discounts for payment terms greater than one year, if applicable. Contributions receivable are considered to be either conditional or unconditional promises to give. A conditional contribution is one which depends on the occurrence of some specified uncertain future event to become binding on the donor. Conditional contributions are not recorded as revenue until the condition is met, at which time they become unconditional. Unconditional contributions are recorded as revenue at the time verifiable evidence of the promise to give is received.

In the event a donor makes changes to the nature of a restricted gift which affects its classification among the net asset categories, such amounts are reflected as reclassifications in the statement of activities.

In-Kind Contributions

The Organization periodically receives contributions in a form other than cash. If the Organization receives a contribution of land, buildings, or equipment, the contributed asset is recognized as an asset at its estimated fair value at the date of the gift, provided the value of the asset and its estimated useful life meets the Organization’s capitalization policy. Donated use of facilities is reported as contributions and as expenses at the estimated fair value of similar space for rent under similar conditions. If the use of the space is promised unconditionally for a period greater than one year, the contribution is reported as a contribution and an unconditionally promise to give at the date of the gift, and the expense is reported over the term of use. Donated supplies are recorded as contributions at the date of gift and as expense when the donated items are placed into service or distributed.

The Organization benefits from personal services provided by volunteers. Those volunteers have donated significant amounts of time and services in the Organization’s program operations. Generally accepted accounting principles allow recognition of contributed services only if (*a*) the services create or enhance nonfinancial assets or (*b*) the services would have been purchased if not provided by contribution, require specialized skills, and are provided by individuals possessing those skills.

Furniture and Equipment

Furniture and equipment is recorded at acquisition cost, if purchased, or the fair value on the date received, if donated. The cost of routine maintenance and repairs is expensed as incurred. Depreciation is provided using the straight-line method over the estimated useful lives of the assets, ranging from five to seven years.

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Deferred Revenue

Grant funds and event income received in advance for future periods are recorded as deferred revenue. Recognition as revenue occurs when the project or events take place and expenses are incurred.

Income Taxes

The Organization is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code; and accordingly, no provision for income taxes is included in the accompanying financial statements.

The Organization accounts for the effect of any uncertain tax positions based on a *more likely than not* threshold to the recognition of the tax positions being sustained based on the technical merits of the position under examination by the applicable taxing authority. If a tax position or positions are deemed to result in uncertainties of those positions, the unrecognized tax benefit is estimated based on a *cumulative probability assessment* that aggregates the estimated tax liability for all uncertain tax positions. Tax positions for the Organization include, but are not limited to, the tax-exempt status and determination of whether income is subject to unrelated business income tax; however, the Organization has determined that such tax positions do not result in an uncertainty requiring recognition.

Use of Estimates in the Preparation of Financial Statements

Judgment and estimation are exercised by management in certain areas of the preparation of financial statements. The most significant area is the collection of receivables and estimated useful lives of equipment. Management believes that such estimates have been based on reasonable assumptions and that such estimates are adequate. Actual results could differ from those estimates.

Financial Instruments

Assets and liabilities recorded at fair value on a recurring basis in the statement of financial position are categorized based on the level of judgment associated with the inputs used to measure their fair value. The Organization's financial instruments consist of government contracts and grants receivables, accounts payable and accrued expenses. The recorded values of government contracts and grants receivables, accounts payable and accrued expenses approximate their fair values based on their short-term nature.

Reclassification of Prior Year Presentation

Certain prior year amounts have been reclassified for consistency with the current period presentation. These reclassifications had no effect on the reported change in net assets.

B. CONTRACTS AND GRANTS RECEIVABLE

Contracts and grants receivable are due within one year and totaled $179,581 and $31,869 at June 30, 2016 and 2015, respectively. No allowance for uncollectible contracts and grants receivable was considered necessary at June 30, 2016 and 2015.

C. FURNITURE AND EQUIPMENT

Furniture and equipment, net consists of the following at June 30, 2016 and 2015:

	2016	2015
Furniture	$ 33,278	$ 53,464
Software	37,500	37,500
	70,778	90,964
Less accumulated depreciation	(46,517)	(42,914)
	$ 24,261	$ 48,050

D. GRANT REVENUE

Grant revenue recognized for the years ended June 30, 2016 and 2015 by grantor are as follows:

	2016	2015
Ford Motor Company	$ 514,861	$467,933
MNPS	200,012	-
Metropolitan Nashville Government	150,000	343,128
America's Promise Alliance	15,000	-
Dollar General Literacy Foundation	15,000	-
HCA Foundation	-	40,000
Memorial Foundation	10,000	20,000
Other	(7,501)	-
	$ 897,372	$871,061

E. NET ASSETS

Temporarily restricted net assets at June 30, 2016 and June 30, 2015 consisted of the following:

	2016	2015
Ford NGL	$45,549	$31,158
Other	19,538	9,750
	$65,087	$40,908

Temporarily restricted net assets of $451,585 and $427,025 in fiscal 2016 and 2015, respectively, were released from donor restrictions by incurring costs and expenses satisfying the restricted purposes or by occurrence of other events specified by the various donors. The purpose restrictions accomplished were for program services.

F. LEASES

The Organization leases office space under a non-cancelable operating lease which expires in December 2018. Lease expense for the lease was $36,552 for the year ended June 30, 2016.

Year Ending June 30,	
2017	$ 49,070
2018	52,138
2019	26,591
	$127,799

G. COMMITMENTS AND CONTINGENCIES

The Organization has received government grants for specific purposes that are subject to review and audit by grantor agencies. Although such audits could generate expenditure disallowance under terms of the grants, management believes any required reimbursements would not be material to the financial statements of the Organization.

H. CONCENTRATIONS OF CREDIT RISK

Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash held by the Organization. Cash at June 30, 2016, includes demand deposits held at a financial institution. The deposits carry credit risk to the extent they exceed federally insured limits from time to time. Credit risk also extends to receivables, all of which are uncollateralized.

I. SUBSEQUENT EVENTS

Management evaluated subsequent events through December 2, 2016, the date the financial statements were available to be issued, and has determined there are no subsequent events requiring disclosure.