Financial Statements

June 30, 2020 and 2019

(With Independent Auditors' Report Thereon)



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INDEPENDENT AUDITORS' REPORT

The Board of Trustees of University School of Nashville:

We have audited the accompanying financial statements of University School of Nashville, which comprise the statements of financial position as of June 30, 2020 and 2019, 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 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 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 audits 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 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 University School of Nashville as of June 30, 2020 and 2019, 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.

LBMC,PC

Brentwood, Tennessee November 12, 2020

Statement of Financial Position

June 30, 2020

	Without Donor	With Donor	
	Restrictions	Restrictions	<u>Total</u>
<u>Assets</u>			
Cash and cash equivalents	\$ 2,816,538	\$ 2,754,914	\$ 5,571,452
Investments	13,843,057	23,100,522	36,943,579
Tuition and other receivables, net	84,778	, , -	84,778
Prepaid expenses	19,261	-	19,261
Inventories	80,502	-	80,502
Property, buildings and equipment, net	20,975,253	-	20,975,253
Other assets	628,797		628,797
Total assets	\$ <u>38,448,186</u>	\$ <u>25,855,436</u>	\$ <u>64,303,622</u>
<u>Liabilities and Net Assets</u>			
Accounts payable	\$ 817,412	\$ -	\$ 817,412
Accrued salaries and related benefits	1,533,400	-	1,533,400
Other accrued liabilities	118,096	-	118,096
Deferred tuition revenue and enrollment deposits	1,052,923	-	1,052,923
Long-term debt	1,028,901	-	1,028,901
Capital lease obligations	<u>293,416</u>		<u>293,416</u>
Total liabilities	4,844,148		4,844,148
Net assets:			
Without donor restrictions:			
Undesignated	3,396,331	-	3,396,331
Board designated:			
Quasi endowment	4,147,682	-	4,147,682
Plant reserve	2,453,033	-	2,453,033
Plant improvement	3,745,133	-	3,745,133
Technology replacement	81,092	-	81,092
Invested plant	19,664,865	-	19,664,865
USN association	115,902	-	115,902
With donor restrictions	-	<u>25,855,436</u>	<u>25,855,436</u>
Total net assets	33,604,038	25,855,436	<u>59,459,474</u>
Total liabilities and net assets	\$ <u>38,448,186</u>	\$ <u>25,855,436</u>	\$ <u>64,303,622</u>

Statement of Financial Position

June 30, 2019

	Without Donor <u>Restrictions</u>	With Donor Restrictions	<u>Total</u>
<u>Assets</u>			
Cash and cash equivalents	\$ 2,892,849	\$ 3,731,722	\$ 6,624,571
Investments	12,041,546	20,448,362	32,489,908
Tuition and other receivables, net	173,944	-	173,944
Prepaid expenses	26,521	-	26,521
Inventories	78,126	-	78,126
Property, buildings and equipment, net	21,870,188	-	21,870,188
Other assets	<u>637,977</u>		637,977
Total assets	\$ <u>37,721,151</u>	\$ <u>24,180,084</u>	\$ <u>61,901,235</u>
<u>Liabilities and Net Assets</u>			
Accounts payable	\$ 402,271	\$ -	\$ 402,271
Accrued salaries and related benefits	1,645,642	-	1,645,642
Other accrued liabilities	124,840	-	124,840
Deferred tuition revenue and enrollment deposits	1,205,646	-	1,205,646
Long-term debt	3,001,742	-	3,001,742
Capital lease obligations	<u>431,893</u>		431,893
Total liabilities	6,812,034		6,812,034
Net assets:			
Without donor restrictions:			
Undesignated	1,793,409	-	1,793,409
Board designated:			
Quasi endowment	4,126,420	-	4,126,420
Plant reserve	2,570,326	-	2,570,326
Plant improvement	3,819,783	-	3,819,783
Technology replacement	41,092	-	41,092
Invested plant	18,454,207	-	18,454,207
USN association	103,880	-	103,880
With donor restrictions		24,180,084	24,180,084
Total net assets	30,909,117	24,180,084	55,089,201
Total liabilities and net assets	\$ <u>37,721,151</u>	\$ <u>24,180,084</u>	\$ <u>61,901,235</u>

Statement of Activities

Year ended June 30, 2020

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
Changes in net assets:			
Support and revenues:			
Tuition and fees, net of financial aid, scholarships,			
and tuition remission totaling \$3,481,000	\$ 21,976,834	\$ -	\$ 21,976,834
Ancillary programs	1,325,408	-	1,325,408
Contributions	1,596,920	3,401,131	4,998,051
USN Association fundraising	494,917	204,342	699,259
Investment return	459,863	792,150	1,252,013
Other income	124,018	-	124,018
Net assets released from restrictions	2,722,271	(2,722,271)	<u> </u>
Total support and revenues	28,700,231	1,675,352	30,375,583
Operating expenses:			
Program services:			
Instruction and student activities	19,965,880	-	19,965,880
Ancillary programs	1,648,983		1,648,983
Total program services	21,614,863	<u> </u>	21,614,863
Supporting services:			
General and administration	2,695,991	-	2,695,991
USN Association and fundraising	<u>1,694,456</u>		1,694,456
Total supporting services	4,390,447	<u> </u>	4,390,447
Total expenses	26,005,310	<u> </u>	26,005,310
Change in net assets	2,694,921	1,675,352	4,370,273
Net assets at beginning of year	30,909,117	24,180,084	55,089,201
Net assets at end of year	\$ <u>33,604,038</u>	\$ <u>25,855,436</u>	\$ <u>59,459,474</u>

Statement of Activities

Year ended June 30, 2019

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
Changes in net assets:			
Support and revenues:			
Tuition and fees, net of financial aid, scholarships,			
and tuition remission totaling \$3,284,141	\$ 21,251,978	\$ -	\$ 21,251,978
Ancillary programs	2,128,662	-	2,128,662
Contributions	1,655,099	2,929,294	4,584,393
USN Association fundraising	430,408	193,679	624,087
Investment return	439,726	904,078	1,343,804
Other income	152,856	-	152,856
Net assets released from restrictions	<u>1,294,151</u>	<u>(1,294,151</u>)	<u> </u>
Total support and revenues	27,352,880	2,732,900	30,085,780
Operating expenses:			
Program services:			
Instruction and student activities	19,644,093	-	19,644,093
Ancillary programs	2,125,070		2,125,070
Total program services	21,769,163		21,769,163
Supporting services:			
General and administration	2,740,353	-	2,740,353
USN Association and fundraising	1,640,533	<u> </u>	1,640,533
Total supporting services	4,380,886		4,380,886
Total expenses	26,150,049		26,150,049
Change in net assets	1,202,831	2,732,900	3,935,731
Net assets at beginning of year	29,706,286	21,447,184	51,153,470
Net assets at end of year	\$ <u>30,909,117</u>	\$ <u>24,180,084</u>	\$ <u>55,089,201</u>

Statements of Cash Flows

Year ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities:		
Change in net assets	\$ 4,370,273	\$ 3,935,731
Adjustments to reconcile the change in net assets to cash flows provided	.	
by operating activities:		
Depreciation and amortization	1,970,779	1,924,408
Bad debt expense	64,853	119,472
Loss on disposal of equipment	3,263	833
Net (gain) loss on investments	(660,813)	(690,188)
Contributions permanently restricted for investment in endowment	(2,639,351)	(1,837,947)
Contributions restricted for building campaign	(920,759)	(1,224,829)
(Increase) decrease in operating assets:		
Tuition and other receivables	24,313	(192,938)
Prepaid expenses	7,260	14,910
Inventories	(2,376)	122
Other assets	9,180	(53,186)
Increase (decrease) in operating liabilities:		
Accounts payable	136,642	(18,846)
Accrued salaries and related benefits	(112,242)	97,901
Other accrued liabilities	(6,744)	(1,988)
Deferred tuition revenue	(152,723)	137,546
Total adjustments	(2,278,718)	(1,724,730)
Net cash provided by operating activities	2,091,555	2,211,001
Cash flows from investing activities:		
Proceeds from disposal of property and equipment	-	8,500
Purchases of buildings and equipment	(800,610)	(783,383)
Proceeds from sale of investments	5,950,987	4,406,352
Purchases of investments	(9,743,843)	(8,195,297)
Net cash used by investing activities	(4,593,466)	(4,563,828)
Cash flows from financing activities:		
Contributions permanently restricted for investment in endowment	2,639,351	1,837,947
Contributions restricted for building campaign	920,759	1,224,829
Payments on capital lease obligations	(138,477)	-
Payments of long-term debt	(1,972,841)	(392,313)
Net cash provided by financing activities	1,448,792	2,670,463
Increase (decrease) in cash and cash equivalents	(1,053,119)	317,636
Cash and cash equivalents at beginning of year	6,624,571	6,306,935
Cash and cash equivalents at end of year	\$ <u>5,571,452</u>	\$ <u>6,624,571</u>

Statement of Functional Expenses

Year ended June 30, 2020

Supporting

		Programs			<u>Services</u>			
	Institution		Total		USN			
	and Student		Program	General and	Association and			
	<u>Activities</u>	<u>Ancillary</u>	<u>Services</u>	<u>Administration</u>	<u>Fundraising</u>	<u>Total</u>		
Contracted services	\$ 896,229	\$ 362,971	\$ 1,259,200	\$ 212,343	\$ 153,435	\$ 1,624,978		
Depreciation	1,970,779	-	1,970,779	-	-	1,970,779		
Facility, software, & equipment rental	419,769	-	419,769	-	7,313	427,082		
Food	19,160	233,481	252,641	20,724	44,800	318,165		
Insurance	-	-	-	201,237	-	201,237		
Interest	-	75,389	75,389	-	-	75,389		
Maintenance	408,022	5,324	413,346	15,216	25,062	453,624		
Memberships & subscriptions	42,705	100	42,805	55,861	2,555	101,221		
Merchandise for resale	-	152,403	152,403	-	-	152,403		
Payroll taxes and benefits	2,708,725	113,480	2,822,205	334,471	178,775	3,335,451		
Printing and postage	137,716	2,517	140,233	9,224	83,128	232,585		
Professional development	157,499	3,096	160,595	21,602	24,759	206,956		
Restricted gift expense	156,022	-	156,022	-	-	156,022		
Special events	112,803	359	113,162	4,942	282,361	400,465		
Supplies & program	635,573	106,720	742,293	10,822	18,755	771,870		
Utilities	643,356	-	643,356	3,138	-	646,494		
Wages	11,532,394	587,965	12,120,359	1,651,229	784,650	14,556,238		
Other	125,128	<u>5,178</u>	130,306	155,182	<u>88,863</u>	374,351		
Total expenses	\$ <u>19,965,880</u>	\$ <u>1,648,983</u>	\$ <u>21,614,863</u>	\$ <u>2,695,991</u>	\$ <u>1,694,456</u>	\$ <u>26,005,310</u>		

Statement of Functional Expenses

Year ended June 30, 2019

Supporting **Programs** Services Institution Total USN and Student Program General and **Association and** Ancillary Activities Services Administration **Fundraising Total Contracted services** 866,320 \$ 459,441 1,325,761 \$ 156,791 126,546 1,609,098 Depreciation 1,924,408 1,924,408 1,924,408 6,806 Facility, software, & equipment rental 519,748 519,748 526,554 Food 25,619 42,670 428,183 335,822 361,441 24,072 Insurance 204,250 204,250 Interest 127.611 127,611 127,611 426,334 434,758 472,697 Maintenance 8,424 13,100 24,839 Memberships & subscriptions 40,217 390 40,607 55,777 2,791 99,175 Merchandise for resale 166,938 166,938 166,938 Payroll taxes and benefits 2,482,228 138,866 2,621,094 348,038 169,362 3,138,494 Printing and postage 177,165 6,998 184,163 8,254 92,293 284,710 **Professional development** 190,055 8,317 198,372 20,171 19,688 238,231 Restricted gift expense 233,181 233,181 233,181 Special events 146,132 6,834 152,966 13,307 285,781 452,054 Supplies & program 632,962 115,397 748,359 8,122 13,127 769,608 Utilities 659,092 662,927 659,092 3,835 Wages 11,092,391 887,834 11,980,225 1,639,075 781,263 14,400,563 Other 100,630 (10,191)90,439 245,561 75,367 411,367

\$ 2,125,070

\$ 21,769,163

2,740,353

\$ 1,640,533

\$ 26,150,049

19,644,093

Total expenses

Notes to the Financial Statements

June 30, 2020 and 2019

(1) Nature of activities

University School of Nashville (the "School" or "USN"), a Tennessee not-for-profit corporation, is a private coeducational school for kindergarten through twelfth grade.

(2) Summary of significant accounting policies

The financial statements of the School are presented on the accrual basis. The significant accounting policies followed are described below.

(a) Recently adopted accounting pronouncements

In June 2018, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. ASU No. 2018-08 is intended to clarify (1) when transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of contribution accounting guidance, or as exchange (reciprocal) transactions subject to other guidance, and (2) determining whether a contribution is conditional. The Organization adopted this guidance on July 1, 2019, using the modified prospective method. The adoption did not result in a material change to the financial statements.

(b) Basis of presentation

In accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 958, *Not-For-Profit Entities*, the School reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions, as follows:

Without Donor Restrictions:

Undesignated - net assets that are not subject to donor-imposed stipulations and are available for support of School operations.

Board Designated - includes net assets without donor restrictions designated by the Board of Directors for the following purposes (although such designations may be terminated at the discretion of the Board and do not represent donor restrictions):

Quasi-Endowment - net assets without donor restrictions designated for future purposes. This portion of net assets without donor restrictions may be expended as authorized by the Board of Trustees Investment and Spending Policy or by Board action.

Plant reserve, plant improvement, and technology replacement - net assets without donor restrictions designated for future facility, technology improvements, and maintenance.

Notes to the Financial Statements

June 30, 2020 and 2019

Invested plant - resources expended for plant, including land and equipment, less related debt.

Employee benefits - net assets without donor restrictions designated for future employee benefit expenses.

USN Association - net assets without donor restrictions resulting from USN Association activities.

With Donor Restrictions:

Net assets that are restricted by the donor for a specific purpose. These restrictions include but are not limited to the Horizon program and the library fund.

Endowment Fund - includes net assets subject to donor-imposed stipulations which state they must be maintained permanently by the School. Generally, the donors of these assets permit the School to use all or part of the income earned on related investments for general or specific purposes as noted in the donor agreements.

Net market gains resulting from the investment of net assets with donor restrictions are not perpetual in nature. This portion of net assets with donor restrictions may be expended as authorized by the Board of Trustees Investment and Spending Policy for the purpose stipulated by the donor.

(c) Cash equivalents

The School considers all highly liquid investments with original maturities of less than three months to be cash equivalents.

(d) Investments and investment income

Investments are reported at fair value as discussed in Note 5. Investment return shown in the statements of activities includes interest, dividends, and realized and unrealized gains and losses, net of investment expenses. Investment income is reported in the period earned as an increase in net assets without donor restrictions unless the use of the assets received is limited by donor-imposed restrictions. Investment income restricted by the donor is reported as an increase in net assets without donor restrictions if the restrictions are met or expire in the year in which the income is recognized. Substantially all other donor-restricted investment income is reported as an increase in net assets with donor restrictions.

Notes to the Financial Statements

June 30, 2020 and 2019

(e) Tuition receivable and credit policies

The School reports tuition receivables, net of an allowance for doubtful accounts, at the amount which represents management's estimate of the net realizable collection amount. The School reviews the adequacy of its allowance for uncollectible accounts on an ongoing basis, using historical payment trends, as well as review of specific accounts, and makes adjustments in the allowance as necessary. Late fees and interest are recorded when earned. Delinquent accounts receivable are charged off to the allowance when, in management's opinion, all collection efforts have been exhausted. Provision for uncollectible accounts is classified as a general administrative expense and amounted to \$64,853 and \$119,472 in 2020 and 2019, respectively.

(f) Contributions receivable and intentions to give

Unconditional promises to give which are expected to be collected within one year are recorded at their pledged amount which approximates net realizable value. Unconditional promises to give which are expected to be collected in future years are recorded at the present value of estimated future cash flows. The discounts on those amounts are computed using a risk-adjusted discount rate. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as support until such time as the conditions are substantially met.

The School also receives pledges that are considered intentions to give which do not meet the criteria of unconditional promises to give. Such intentions to give are recorded only when the related gifts are actually received. The School had outstanding intentions to give future gifts of approximately \$308,000 and \$712,000 at June 30, 2020 and 2019, respectively.

(g) Inventories

Bookstore and other inventories are reported at the lower of cost (first-in, first-out method) or market.

(h) Property, buildings and equipment

Property, buildings and equipment are reported at cost. Depreciation is provided under the straight-line method based on estimated service lives of 3 to 10 years for equipment and 10 to 30 years for buildings and improvements. Expenditures for maintenance and repairs are expensed when incurred. Expenditures for renewals or betterments are capitalized. When property is retired or sold, the cost and the related accumulated depreciation are removed from the accounts, and the resulting gain or loss is included in other revenue in the statements of activities.

Notes to the Financial Statements

June 30, 2020 and 2019

(i) Deferred tuition revenue and enrollment deposits

Deferred tuition revenue represents advance tuition payments for the upcoming or future academic years. Such amounts are recognized as revenues as earned ratably over the related academic fiscal year. At June 30, 2020, deferred tuition of approximately \$120,000 related to fiscal periods subsequent to 2021.

New incoming students are required to make an enrollment deposit which is applied to the student's last bill of the first year of enrollment. These amounts are held as deposits until the final month of the next fiscal year, at which point they are recognized as revenue. Deposits received for tuition for future school years are recorded as deferred revenue until earned.

(j) Realization of long-lived assets

Management evaluates the recoverability of the investment in long-lived assets on an ongoing basis and recognizes any impairment in the year of determination. It is reasonably possible that relevant conditions could change in the near term and necessitate a change in management's estimate of the recoverability of these assets.

(k) Tuition and ancillary program revenue recognition

Student tuition and educational fees are recorded as revenues during the year the related academic services are rendered, which generally runs from August to June.

Ancillary program revenues represents revenue from after school programs, bookstore sales, camps and other related activities and are recognized as revenue when the materials are sold or as the services are rendered.

(I) Financial aid, scholarships and tuition remission

Tuition and fees reflect the School's normal tuition charges and additional fees for all students and are presented net of financial aid, scholarships and tuition. Scholarships, given on the basis of financial need and/or academic performance, are netted against tuition and fees. Employees with continuous service prior to the 1994 - 1995 school year receive a tuition remission benefit for dependents.

(m) Contributions and support

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

Notes to the Financial Statements

June 30, 2020 and 2019

Contributions are considered to be available for use without donor restrictions unless specifically restricted by the donor. Amounts received which are restricted by the donor for future periods or for specific purposes are reported as net assets with donor restrictions. When a restriction is fulfilled (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, the support is reported as net assets without donor restrictions.

The School reports any gifts of equipment or materials as support without donor restrictions unless explicit donor restrictions specify how the assets must be used. Gifts of long-lived assets with explicit restrictions as to how the assets are to be used or funds restricted for the acquisition of long-lived assets are reported as support with donor restrictions. Expirations of donor restrictions are recognized when the donated or acquired long-lived assets are placed in service.

(n) Income taxes

The School is exempt from federal income taxes under the provisions of Internal Revenue Code (the "Code") Section 501(c)(3). Accordingly, no provision for income taxes is included in the financial statements.

A tax position is recognized as a benefit only if it is "more likely than not" the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the amount of tax benefit greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded.

As of June 30, 2020 and 2019, the School has accrued no interest and no penalties related to uncertain tax positions. It is the School's policy to recognize interest and/or penalties related to income tax matters in income tax expense. The School files a U.S. Federal information tax return.

(o) Advertising and promotion costs

Advertising and promotion costs are expensed as incurred.

Notes to the Financial Statements

June 30, 2020 and 2019

(p) Functional allocation of expenses

The costs of programs and supporting service activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Costs related to the operation and maintenance of the School, including depreciation of School assets, are allocated to operating programs and supporting activities using estimates made by management. Depreciation expense and costs of maintenance and repairs are classified under program services, since the amounts applicable to supporting services are considered insignificant. Salaries and related expenses, professional services, office expenses, information technology and insurance are allocated on the basis of estimated time and effort. Interest expense on external debt is allocated to the activities which have most directly benefited from the proceeds of the external debt.

The School's primary program services are instruction and auxiliary enterprises. Expenses reported as management and general support as well as fundraising are incurred in support of these primary program services.

(q) New accounting standards

In May 2014, the FASB issued Accounting Standards Update ("ASU") No. 2014-09, Revenue from Contracts with Customers (Topic 606), ("ASU 2014-09") which will eliminate the transaction and industry-specific revenue recognition guidance under current accounting principles generally accepted in the United States of America ("GAAP") and replace it with a principles-based approach. ASU 2014-09 affects any entity that either enters into contracts with customers to transfer goods or services or enters into contracts for the transfer of nonfinancial assets unless those contracts are within the scope of other standards. The core principle of the guidance in ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU 2014-09 may be applied retrospectively to each period (full retrospective) or retrospectively with the cumulative effect recognized as of the date of the transition.

In June 2020, the FASB deferred by one year, until July 1, 2020, the effective date of ASU 2014-09 for entities that have not yet issued financial statements reflecting the adoption of the standard. Management of the School is currently evaluating the impact adoption of ASU 2014-09 will have on its financial statements and disclosures.

Notes to the Financial Statements

June 30, 2020 and 2019

The FASB's new lease accounting standard, ASU No. 2016-02, *Leases*, which was issued in February 2016, will generally require on-balance sheet recognition for all leases with terms that exceed twelve months. The new lease accounting model will continue to reflect two types of leases. Under the new rules, a lessee would account for most existing capital leases as finance leases (that is, recognizing amortization of the right-of-use ("ROU") asset, as well as separately recognizing interest on the lease liability in the statement of operations). Most existing operating leases will remain as operating leases (that is, recognizing a single total lease expense). Both finance leases and operating leases will result in the lessee recognizing a ROU asset and a lease liability. The guidance is effective for the School beginning for fiscal 2023. Management of the School is currently evaluating the impact adoption of ASU 2016-02 will have on its financial statements and disclosures.

(r) Events occurring after reporting date

Management of the School has evaluated events and transactions that occurred between June 30, 2020 and November 12, 2020 which is the date the financial statements were available to be issued, for possible recognition or disclosure in the financial statements. No such events or transactions were noted requiring recognition or disclosure in the financial statements.

(3) Liquidity and availability

The following table reflects the School's financial assets as of June 30, 2020 and 2019 reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the consolidated statements of financial position date.

		<u>2020</u>		<u>2019</u>
Cash and cash equivalents	\$	5,571,452	\$	6,624,571
Investments		36,943,579		32,489,908
Tuition and other receivables, net	_	<u>84,778</u>	_	173,944
Financial assets at end of year		42,599,809		39,288,423
Less: assets unavailable for general expenditure within one	year:			
Board designated funds		(7,343,885)		(7,487,375)
Donor restricted net assets	_	<u>(25,855,436</u>)	_	(24,180,084)
Financial assets available to meet cash needs for				
general expenditures within one year	\$ <u>_</u>	9,400,488	\$ <u>_</u>	7,620,964

Endowment funds consist of donor-restricted endowments and funds designated by the Board of Trustees to function as endowments. Income from donor-restricted endowments is restricted for specific purposes and is not available for general expenditure.

Notes to the Financial Statements

June 30, 2020 and 2019

Board-designated endowment funds of \$4,147,682 and \$4,126,420 at June 30, 2020 and 2019, respectively, are subject to the School's spending policy as described in Note 13. The School does not intend to spend from the board-designated endowment funds other than amounts appropriated for expenditure in accordance with the spending policy, and has deducted the funds from financial assets available in the table above. However, these amounts, as well as other board designated net assets, could be made available if necessary. As part of the School's liquidity management plan, it structures its financial assets to be available as its obligations come due. Cash is held in interest bearing bank accounts and is invested in short and intermediate term fixed income investments and money market funds.

(4) Credit risk and other concentrations

The School generally maintains cash and cash equivalents on deposit at banks in excess of federally insured amounts. The School has not experienced any losses in such accounts and management believes the School is not exposed to any significant credit risk related to cash and cash equivalents.

(5) Fair value measurements, investments and investment income

FASB ASC 820, Fair Value Measurement, provides the framework for measuring fair value. The framework provides 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 under FASB ASC 820 are described below:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the School 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 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 which are unobservable and significant to the fair value measurement.

The asset's 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.

Notes to the Financial Statements

June 30, 2020 and 2019

The following is a description of the valuation methodologies used for asset and liability measurement at fair value. There have been no changes in the methodologies used at June 30, 2020 and 2019.

- (i) Common trust funds: Common trust funds are invested in separate trust funds which hold investments in a variety of investment instruments, including domestic governmental and corporate debt and equity securities, mutual funds, limited partnerships and foreign equity securities. The funds are valued at the net asset value of shares held at the end of the year. The net asset value is determined by the funds' manager, Diversified Trust Company, Inc., at the end of each month. Units are issued and redeemed only at the month-end net asset value.
- (ii) Mutual funds and master limited partnerships: Valued at the net asset value of shares held by the School at year end based on a quoted price in an active market.
- (iii) Private equity investment fund: Valued at fair value based on the beginning of year value of the School's interest plus actual contributions and allocated investment income less actual distributions and allocated administrative expenses.
- (iv) Life insurance policies: Valued at the cash value of the underlying insurance policies.

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

The following tables set forth, by level within the fair value hierarchy, the School's financial instruments at fair value as of June 30, 2020 and 2019:

Fair Value Measurements as of June 30, 2020 using the following inputs

	<u>Level 1</u>		Level 2		Level 3	<u>Total</u>
Investments:						
Cash and cash equivalents	\$ 4,797,604	\$	-	\$	-	\$ 4,797,604
Mutual funds	32,024,649		-		-	32,024,649
Private equity investment fund	-		-		23,487	23,487
Cash value of life insurance		_	<u>97,839</u>	_		97,839
Total investments	36,822,253		97,839		23,487	36,943,579
Mutual funds held for deferred						
compensation plans (Note 10)	616,868	_		_		616,868
Total financial assets	\$ <u>37,439,121</u>	\$_	97,839	\$_	23,487	\$ <u>37,560,447</u>

Notes to the Financial Statements

June 30, 2020 and 2019

Fair Value Measurements as of June 30, 2019 using the following inputs

	<u>Level 1</u>	<u>.</u>	<u>Level 2</u>		<u>Level 3</u>	<u>Total</u>
Investments:						
Cash and cash equivalents	\$ 5,840,5	582 \$	-	\$	-	\$ 5,840,582
Mutual funds	26,522,5	562	-		-	26,522,562
Private equity investment fund	-		-		27,076	27,076
Cash value of life insurance			99,688	_		99,688
Total investments	32,363,1	L44	99,688		27,076	32,489,908
Mutual funds held for deferre	d					
compensation plans (Note 10)	620,3	<u> 322</u>	-	_		620,322
Total financial assets	\$ <u>32,983,</u> 4	<u>166</u> \$_	99,688	\$_	27,076	\$ <u>33,110,230</u>

The following table provides a summary of changes in fair value of the Plan's Level 3 assets for the years ended June 30, 2020 and 2019:

Fair Value Measurements Using Significant <u>Unobservable Inputs (Level 3)</u>

	Private Equity <u>Investment</u>			
Balance at June 30, 2018 Unrealized gains relating to instruments still	\$	40,536		
held at the reporting date		7,436		
Distributions		<u>(20,896</u>)		
Balance at June 30, 2019		27,076		
Unrealized gain relating to instruments still				
held at the reporting date		5,042		
Distributions		(8,63 <u>1</u>)		
Balance at June 30, 2020	\$	23,487		

The majority of the investment holdings can be liquidated within 30 days or less, except for the school's investment in a private equity fund that cannot be liquidated at the School's discretion. The School invests in a private equity fund which requires periodic capital contributions based on the original capital commitment. At June 30, 2020, the School has a remaining capital obligation of \$15,000 related to this commitment. Currently the fund manager expects no additional capital calls will be made, but the School's obligation will remain until termination of the fund which is expected in 2020 unless otherwise extended or terminated as contemplated in the Partnership Agreement.

Notes to the Financial Statements

June 30, 2020 and 2019

(6) Tuition and other receivables

A summary of tuition and other receivables at June 30, 2020 and 2019 is as follows:

	<u>2020</u>	<u>2019</u>
Tuition	\$ 43,255	\$ 147,052
Other receivables	 63,153	 95,988
	106,408	243,040
Less: allowance for uncollectible accounts	 (21,630)	 (69,096)
Net tuition and other receivables	\$ 84,778	\$ 173,944

(7) Property, buildings and equipment

Property, buildings and equipment at June 30, 2020 and 2019, consisted of the following:

	<u>2020</u>	<u>2019</u>
Land	\$ 2,814,767	\$ 2,814,767
Buildings and improvements	38,667,484	38,384,457
Equipment	6,300,842	6,157,314
Construction in progress	433,017	<u>46,936</u>
	48,216,110	47,403,474
Accumulated depreciation	<u>(27,240,857</u>)	<u>(25,533,286</u>)
Property, buildings and equipment, net	\$ <u>20,975,253</u>	\$ <u>21,870,188</u>

Construction in process at June 30, 2020 and 2019 relates to expenditures made for planned campus improvements to be placed in service during 2021. As of June 30, 2020, there were approximately \$493,354 of outstanding commitments under construction contracts.

(8) Long term debt

The School has an \$8,000,000 construction loan agreement with a bank. This arrangement was comprised of two \$4,000,000 promissory notes. The first promissory note bore interest at the annual LIBOR plus 1.25% with a maximum rate of 10% per year and was repaid during 2020. The second promissory note bears interest at a fixed rate of 3.95% per annum. Interest on the outstanding promissory note is payable monthly. The School is required to make monthly payments of \$43,000, including interest, until maturity on December 31, 2026. The agreement requires the School to meet certain financial and non-financial covenants. As of June 30, 2020 and 2019, the School was in compliance with such covenants. The remaining promissory note is unsecured but subject to a negative pledge agreement on certain real estate of the School. The balance of the outstanding loans was \$1,028,901 and \$3,001,742 at June 30, 2020 and 2019, respectively.

Notes to the Financial Statements

June 30, 2020 and 2019

A summary of future maturities of the construction notes payable as of June 30, 2020 is as follows:

<u>Year</u>		<u>Amount</u>
2021	\$	420,606
2022		437,741
2023	_	170,554
	Ś	1.028.901

(9) Capital lease obligations

The School has entered into capital lease agreements to finance the acquisition of certain equipment. The School's obligation under these capital leases as of June 30, 2020 and 2019 was as follows:

	<u>202</u>	<u>20</u>	<u>2019</u>	
Minimum lease payments payable Less: portion representing interest	•	05,308 \$ <u>11,892</u>)	457,962 (26,069)	
Capital lease obligations Less: current portion		93,416 43,894	431,893 138,476	
Long-term portion	\$ <u> </u>	<u>49,522</u> \$	293,417	

Future minimum annual lease payments payable under the capital leases as of June 30, 2020 total \$305,308 to be paid during the subsequent fiscal years.

<u>Year</u>		<u>Amount</u>
2021	\$	152,654
2022	_	152,654
	\$_	305,308

Property and equipment utilized under capital leases at June 30, 2020 and 2019 amounted to \$293,416 and \$431,893 respectively.

Notes to the Financial Statements

June 30, 2020 and 2019

(10) Retirement and deferred compensation plans

The School sponsors a defined contribution retirement plan covering all full-time employees. The School makes matching contributions to the plan based on the employees' participation election, up to 6% of each participant's salary. Total expense recognized by the School under the plan amounted to \$799,776 and \$733,581 for the years ended June 30, 2020 and 2019, respectively.

The School has a deferred compensation arrangement with its Director. The arrangement consists of an eligible plan under Section 457(b) of the Code, and an ineligible plan under Section 457(f) of the Code. Eligible plan contributions vest when made; ineligible plan contributions and related earnings vest only if the director's employment term continues through age 62. The School has also entered into a similar arrangement with another key employee. This plan qualifies as an eligible plan under Section 457(b) of the Code. Contributions to this plan vest when funded, provided the employee remains a full-time employee of the School.

The assets in these deferred compensation plans are held by the School, subject to the claims of its general creditors. As of June 30, 2020 and 2019, assets of \$616,868 and \$620,322, respectively, are included in other assets on the statements of financial position and are reported based on the current fair value of the underlying investments. Related and offsetting liabilities are included in accrued salaries and related benefits with the corresponding expense recognized in general administration.

The School contributed \$37,500 to the deferred compensation plan for the year ended June 30, 2019. The School did not contribute to the deferred compensation plan in the year ended June 30, 2020.

Notes to the Financial Statements

June 30, 2020 and 2019

(11) USN Association

The USN Association is a service organization whose accounts and operations are included in the financial statements of the School. The USN Association's sole mission is to enhance the educational experience of the School's students by supporting the School with needed resources. A summary of the activity of the USN Association follows for the years ended June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
USN Association revenue	\$ <u>699,258</u>	\$ <u>624,087</u>
USN Association expenses:		
Fundraising expenses	449,905	395,738
Association activities	32,990	<u>27,123</u>
Total USN Association expenses	482,895	422,861
Transfers to the school:		
Proceeds from used book sale	(14,758)	(12,915)
Proceeds from Artclectic - to endowment	(103,581)	(80,705)
Music night transfer	(17,224)	(28,875)
Bonus bucks	(7,005)	(7,622)
Tiger Club	(2,164)	(3,840)
TAP - Tiger Arts Patrons	(7,375)	(7,096)
Transfer of savings	-	(3,000)
Proceeds from evening classes - to endowment	(52,234)	(49,626)
Total transfers to the school	(204,341)	(193,679)
Change in USN Association assets	12,022	7,547
Designated USN Association - beginning of year	103,880	96,333
Designated USN Association - end of year	\$ <u>115,902</u>	\$ <u>103,880</u>

Notes to the Financial Statements

June 30, 2020 and 2019

(12) Nature and amount of net assets with donor restrictions

Donor restricted net assets are available for the following purposes at June 30, 2020 and 2019:

		<u>2020</u>		<u>2019</u>
Subject to expenditure for specified purpose:				
Centennial Campaign Pending Designation	\$	187,982	\$	1,674,947
Horizons		1,489,948		1,018,821
Curricular Design		223,020		240,323
Program Initiatives		214,646		204,071
Scholarship/ Financial Aid		351,121		321,108
USNA Funded		148,830		148,125
Director's Discretionary Fund		91,257		97,257
Edgehill 2020 Projects		47,000		-
Other		1,109		27,069
Endowment		3,083,055	_	3,070,246
- 1		5,837,968		6,801,967
Endowment subject to spending policy and appropriation:				
Financial aid and scholarships	_	20,017,468		17,378,117
	\$	25,855,436	\$_	24,180,084

Net assets with donor restrictions were released to net assets without donor restrictions as follows for the years ended June 30:

		<u>2020</u>		<u>2019</u>
Purpose restrictions accomplished:				
Property, plant and equipment purchases	\$	1,624,491	\$	66,247
Curricular design		17,303		25,849
Library		6,700		6,925
Horizons		150,579		245,415
Other		18,658		61,028
Scholarship award		15,000		14,808
Financial aid		30,887		55,980
Endowment spending rate - financial aid and				
scholarships		776,178		724,308
Program initiatives		82,475	_	93,591
	\$_	2,722,271	\$_	1,294,151

Notes to the Financial Statements

June 30, 2020 and 2019

(13) Endowment funds

Net assets with donor restrictions include the School's endowment funds established for the purpose of financial aid and scholarships. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level the donor requires the School to retain as a fund of perpetual duration. These deficiencies generally result from unfavorable market fluctuations that occur shortly after the investment of new endowment fund contributions and continued appropriation for certain programs that were deemed prudent by the Board of Directors. There were no such deficiencies as of June 30, 2020 or 2019.

Spending policy

The School has a policy of appropriating for distribution each year 4.0% of the most recent September 30 balance of the endowment as of the time of the annual budget approval, except as otherwise stipulated by donors for specific restricted funds. This amount should not exceed 5% nor be less than 2% of the trailing three-year average of the fiscal year end market value for the three fiscal years immediately preceding the respective budget approval.

The Malone Foundation scholarship fund stipulates an annual spending of 5% of the fair market value of the fund.

Investment return objective, risk parameters and strategies

The School's primary objectives for the investment of its endowments are to:

- Preserve the real purchasing power of the principal, and
- Provide a reasonably stable source of perpetual financial support.

To arrive at a specific asset allocation, the Board endorses the following principles:

- Diversification is critical at both the asset and security level;
- As a perpetual fund, cash reserves should be minimal;
- The timing of initial investments will be made over an appropriate period as determined by the finance committee;
- Liquidity is important to consider for investment in securities; and
- An allocation to real estate, private equity, and other non-marketable investments may be appropriate given the possibility of both added diversification and enhanced return.

Notes to the Financial Statements

June 30, 2020 and 2019

Endowments should have as their objective an asset allocation sufficient to meet the spending policy herein. This allocation should include:

- Total cash funds to not exceed 10%.
- Between 30-50% investment in fixed income securities with a portion in cash equivalents as determined appropriate by the investment subcommittee and/or finance committee.
- Between 50-70% investment in real estate, private equity and hedge funds.

A summary of endowment asset composition by type of fund as of June 30, 2020 is as follows:

		Without Donor	With Donor			
	<u>R</u>	<u>estrictions</u>	Restriction	<u>ns</u>		<u>Total</u>
Board-designated	\$	4,147,682	\$	-	\$	4,147,682
Donor-restricted			23,100,	<u>523</u>	_	23,100,523
Total	\$	4,147,682	\$ <u>23,100,</u>	<u>523</u>	\$_	27,248,205

A summary of endowment asset composition by type of fund as of June 30, 2019 is as follows:

	<u>R</u>	Without Donor estrictions	With Donor <u>Restrictions</u>		<u>Total</u>
Board-designated Donor-restricted	\$	4,126,420 <u>-</u>	\$ - <u>20,448,363</u>	\$_	4,126,420 20,448,363
Total	\$	4,126,420	\$ <u>20,448,363</u>	\$_	24,574,783

Notes to the Financial Statements

June 30, 2020 and 2019

Changes in endowment net assets for the fiscal years ended June 30, 2020 and 2019 are as follows:

		Without Donor	With Donor	
	R	<u>estrictions</u>	Restrictions	<u>Total</u>
Endowment net assets, June 30, 2018	\$	3,218,906	\$ 18,433,797	\$ 21,652,703
Contributions		1,001,391	1,834,796	2,836,187
Realized and unrealized gain		-	904,078	904,078
Amounts appropriated for				
expenditures		<u>(93,877</u>)	<u>(724,308</u>)	<u>(818,185</u>)
Endowment net assets, June 30, 2019		4,126,420	20,448,363	24,574,783
Contributions		152,173	2,636,188	2,788,361
Realized and unrealized gain		-	792,150	792,150
Amounts appropriated for				
expenditures	_	(130,911)	<u>(776,178</u>)	<u>(907,089</u>)
Endowment net assets, June 30, 2020	\$_	4,147,682	\$ <u>23,100,523</u>	\$ <u>27,248,205</u>

(14) Lease commitments

The School leases student computers, office computers and maintenance equipment under operating leases. Rent expense under these leases amounted to approximately \$156,000 and \$241,000 in 2020 and 2019, respectively.

A summary of approximate future minimum payments under these equipment leases as of June 30, 2020 is as follows:

Year ending June 30	<u> </u>	<u>Amount</u>
2021	\$	33,000
2022		3,600
2023		2,200
2024		3,200
	Ś	42.000

It is expected that in the normal course of business, leases that expire will be renewed or replaced by other leases; thus, it is anticipated that future lease payments will not be less than the expense for 2020.

(15) Related party transactions

The School may receive pledges and, on occasion, purchase goods or services from individuals, companies or organizations that are affiliated with or owned, directly or indirectly, by members of the Board of Trustees.

Notes to the Financial Statements

June 30, 2020 and 2019

(16) Supplemental disclosures of cash flow statement information

		<u>2020</u>	<u>2019</u>
Interest paid	\$ <u></u>	75,389	\$ 121,885

At June 30, 2020, the School had accrued payables of approximately \$200,000 related to construction in progress to be completed in 2021.