

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED JUNE 30, 2017 AND 2016**

# **JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**

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**June 30, 2017 and 2016**

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## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
Junior Achievement of Southern California, Inc.

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Junior Achievement of Southern California, Inc. (the "Organization"), which comprise the Statements of Financial Position as of June 30, 2017, and 2016, the related Statements of Activities, Functional Expenses, and Cash Flows for the years then ended, and the related notes to the financial statements (collectively, 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 Organization'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 Organization'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 the Organization as of June 30, 2017, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Report on Summarized Comparative Information**

We have previously audited the Organization's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 9, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

A handwritten signature in cursive script that reads "Singer Lewak LLP".

November 6, 2017

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
**JUNE 30, 2017 AND 2016**

	<u>2017</u>	<u>(Restated) 2016</u>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 659,126	\$ 680,798
Pledges receivable	133,626	218,369
Special events revenue receivable	142,735	311,213
Prepaid expenses and other current assets	<u>41,175</u>	<u>33,289</u>
Total current assets	<u>976,662</u>	<u>1,243,669</u>
<b>Noncurrent assets</b>		
Property and equipment, net	<u>3,452,847</u>	<u>3,671,962</u>
<b>Total assets</b>	<b><u>\$ 4,429,509</u></b>	<b><u>\$ 4,915,631</u></b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable and accrued expenses	\$ 149,854	\$ 205,745
Note payable, current portion	55,346	52,047
Deferred revenue – Finance Park sponsorships	-	25,000
Deferred revenue – special events	<u>111,237</u>	<u>118,538</u>
Total current liabilities	316,437	401,330
<b>Noncurrent liabilities</b>		
Note payable, net of current portion	<u>3,095,069</u>	<u>3,148,170</u>
Total liabilities	<u>3,411,506</u>	<u>3,549,500</u>
<b>Net assets (deficit)</b>		
Unrestricted	(1,178,382)	(986,854)
Temporarily restricted	<u>2,196,385</u>	<u>2,352,985</u>
Total net assets	<u>1,018,003</u>	<u>1,366,131</u>
<b>Total liabilities and net assets</b>	<b><u>\$ 4,429,509</u></b>	<b><u>\$ 4,915,631</u></b>

The accompanying notes are an integral part of these financial statements.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**STATEMENTS OF ACTIVITIES**  
**Year Ended June 30, 2017**  
**(Summarized Information for the Year Ended June 30, 2016)**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2017 Total</u>	<u>(As Restated) 2016 Total</u>
<b>Revenue</b>				
Contributions				
Corporate	\$ 887,573	\$ 19,500	\$ 907,073	\$ 1,754,503
Individual	300,838	-	300,838	269,149
Foundations	168,900	-	168,900	117,233
Cause-related marketing	41,583	-	41,583	88,128
Total contributions	<u>1,398,894</u>	<u>19,500</u>	<u>1,418,394</u>	<u>2,229,013</u>
Special events, gross	1,343,146	-	1,343,146	1,203,096
Less direct special events expenses	<u>(412,845)</u>	<u>-</u>	<u>(412,845)</u>	<u>(385,500)</u>
Special events, net	<u>930,301</u>	<u>-</u>	<u>930,301</u>	<u>817,596</u>
Program services revenue	77,368	-	77,368	27,572
Finance Park sponsorships	295,035	-	295,035	401,000
In-kind contributions	116,966	-	116,966	116,220
Other income	15,713	-	15,713	38,725
Net assets released from restrictions	<u>176,100</u>	<u>(176,100)</u>	<u>-</u>	<u>-</u>
Total revenue and other support	<u>3,010,377</u>	<u>(156,600)</u>	<u>2,853,777</u>	<u>3,630,126</u>
<b>Expenses</b>				
Program services	<u>2,085,747</u>	<u>-</u>	<u>2,085,747</u>	<u>2,137,383</u>
Support services				
Management and general	429,174	-	429,174	487,121
Fundraising	<u>686,984</u>	<u>-</u>	<u>686,984</u>	<u>693,477</u>
Total support services	<u>1,116,158</u>	<u>-</u>	<u>1,116,158</u>	<u>1,180,598</u>
Total expenses	<u>3,201,905</u>	<u>-</u>	<u>3,201,905</u>	<u>3,317,981</u>
<b>Change in net assets</b>	<u>(191,528)</u>	<u>(156,600)</u>	<u>(348,128)</u>	<u>312,145</u>
<b>Net assets (deficit), beginning of year (as restated)</b>	<u>(986,854)</u>	<u>2,352,985</u>	<u>1,366,131</u>	<u>1,053,986</u>
<b>Net assets (deficit), end of year</b>	<u>\$ (1,178,382)</u>	<u>\$ 2,196,385</u>	<u>\$ 1,018,003</u>	<u>\$ 1,366,131</u>

The accompanying notes are an integral part of these financial statements.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**STATEMENTS OF FUNCTIONAL EXPENSES**  
**Year Ended June 30, 2017**  
**(Summarized Information for the Year Ended June 30, 2016)**

	Program Operations	Management and General	Fundraising	2017 Total	2016 Total
Salaries	\$ 834,465	\$ 194,723	\$ 340,301	\$ 1,369,489	\$ 1,397,380
Employee benefits	101,282	21,135	36,812	159,229	160,901
Employee pension	103,302	23,774	41,190	168,266	188,292
Payroll taxes	64,698	15,070	26,215	105,983	110,099
	<u>1,103,747</u>	<u>254,702</u>	<u>444,518</u>	<u>1,802,967</u>	<u>1,856,672</u>
Bank charges	-	29,326	-	29,326	17,643
Depreciation and amortization	142,643	32,436	49,632	224,711	242,165
Dues and subscriptions	1,328	326	598	2,252	1,521
Franchise and Capstone fee	89,178	-	-	89,178	90,444
In-kind expenses	74,107	18,592	30,767	123,466	126,720
Insurance	10,835	2,660	4,900	18,395	18,995
Interest expense	114,287	25,989	39,766	180,042	185,428
Miscellaneous expenses	3,536	819	1,490	5,845	6,024
Office maintenance	28,205	4,768	8,778	41,751	52,995
Office supplies	3,275	696	1,231	5,202	6,831
Outside services	90,208	21,923	40,286	152,417	133,691
Postage	3,520	783	1,322	5,625	7,787
Program materials	244,735	-	-	244,735	281,559
Personnel recruitment	747	183	327	1,257	1,622
Real estate tax	2,681	658	1,212	4,551	4,373
Recognition & awareness	22,951	5,211	9,463	37,625	27,685
Technology	69,226	14,861	26,170	110,257	104,412
Telephone	23,313	5,884	9,606	38,803	41,959
Training and conferences	3,285	-	-	3,285	4,463
Travel	17,914	4,237	7,487	29,638	41,617
Utilities	36,026	5,120	9,431	50,577	63,375
	<u>\$ 2,085,747</u>	<u>\$ 429,174</u>	<u>\$ 686,984</u>	<u>\$ 3,201,905</u>	<u>\$ 3,317,981</u>

The accompanying notes are an integral part of these financial statements.

# JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.

## STATEMENTS OF CASH FLOWS

Years Ended June 30, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ (348,128)	\$ 312,145
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation of property and equipment	219,115	233,770
Amortization of debt issuance costs	5,596	8,395
Deduction of capital lease	-	1,000
Changes in operating assets and liabilities:		
Restricted cash equivalents	-	(8,679)
Pledges receivable	84,743	1,206
Special events revenue receivable	168,478	(128,663)
Prepaid expenses and other current assets	(7,886)	10,757
Accounts payable and accrued expenses	(55,891)	(57,511)
Deferred revenue	(32,301)	(7,662)
	<u>33,726</u>	<u>364,758</u>
Net cash provided by operating activities		
	<u>33,726</u>	<u>364,758</u>
<b>Cash flows from investing activities</b>		
Purchases of equipment	-	(8,982)
<b>Cash flows from financing activities</b>		
Principal payments on note payable	(55,398)	(49,893)
Principal payments on capital lease obligations	-	(2,940)
	<u>(55,398)</u>	<u>(52,833)</u>
Net cash used in financing activities		
	<u>(55,398)</u>	<u>(52,833)</u>
<b>Net increase (decrease) in cash and cash equivalents</b>	(21,672)	302,943
<b>Cash and cash equivalents, beginning of year</b>	<u>680,798</u>	<u>377,855</u>
<b>Cash and cash equivalents, end of year</b>	<u>\$ 659,126</u>	<u>\$ 680,798</u>
<b>Supplemental disclosures of cash flow information:</b>		
Cash paid for interest	<u>\$ 180,042</u>	<u>\$ 185,914</u>

The accompanying notes are an integral part of these financial statements.

# JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.

## NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2017 AND 2016

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### NOTE 1 – NATURE OF OPERATIONS

#### Organization

Junior Achievement of Southern California, Inc. (the “Organization”) was founded in 1954 as a California not-for-profit corporation, and inspires kids to achieve at the business of life through a community-based partnership of educators, volunteers, and businesses. The Organization operates out of offices in the Los Angeles, Orange County, and Bakersfield areas of Southern California.

The Organization reaches approximately 86,250 students in grades K–12 annually with nearly 45% enrolled in grades six through twelve. The Organization provides hands-on lessons in economics, business, entrepreneurship, and financial literacy to each student and is aided in its work by nearly 5,000 volunteers—dedicated working professionals, MBA students, and community leaders who work each day to help the Organization achieve its mission “to inspire and prepare young people to succeed in a global economy.” The Organization impacts students from all social and economic backgrounds, with 75% classified as underserved/at-risk and 95% attending public schools.

### NOTE 2 – UNRESTRICTED NET DEFICIT

As shown in the accompanying financial statements, as of June 30, 2017, and 2016, the Organization had an unrestricted net deficit of \$1,178,382 and \$986,854, respectively. Management plans to replenish these funds by contributions from new patrons and continuing to control expenses to align with the Organization’s revenues.

### NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Presentation

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

The financial statements include certain prior-year summarized information in total, but not by net asset class and functional expense classification. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization’s financial statements for the year ended June 30, 2016, from which the summarized information was derived.

#### 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, liabilities, revenues, and expenses and the disclosure of contingent assets and liabilities at the date of the financial statements. Actual results could differ from those estimates.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Classes of Net Assets

Net assets of the Foundation and changes therein are classified and reported as follows:

- *Unrestricted net assets*—net assets that are not subject to donor-imposed stipulations and donor-restricted contributions whose restrictions are met in the same year may be expended for any purpose in performing the objectives of the Organization. Unrestricted net assets may be designated for specific purposes by actions of the board of directors, or may otherwise be limited by contractual agreements with outside parties. All gifts and other public support are included in unrestricted net assets unless they are specifically restricted by the terms of the gift or grant instrument or require the passage of time.
- *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. As restrictions are satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying Statements of Activities as net assets released from restrictions. Contributions whose restrictions are met in the same year as the contribution is made are initially classified as temporarily restricted net assets and are released from restriction during the same year.

Cash and Cash Equivalents

The Organization considers all highly liquid, unrestricted investments with a maturity of three months or less at the purchase date to be cash equivalents.

Pledges Receivable

The Organization records pledges receivable, net of allowances for uncollectible amounts, whenever there is sufficient evidence in the form of verifiable documentation that an unconditional promise was made and received.

Property and Equipment

Property and equipment are stated at cost or, for those assets acquired by gift or bequest, the estimated fair value at the date of contribution. Depreciation is computed on the straight-line basis over the estimated useful lives of the related assets as follows:

Building and improvements	30 years
Equipment and furnishings	3 to 7 years

Amortization of equipment under capital leases is included in depreciation expense.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Impairment of Long-lived Assets

Long-lived assets, such as property and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If circumstances require a long-lived asset be tested for possible impairment, the Organization first compares undiscounted cash flows expected to be generated by an asset to the carrying value of the asset. If the carrying value of the long-lived asset is not recoverable on an undiscounted cash flow basis, an impairment loss is recognized to the extent that the carrying value exceeds its fair value. Fair value is determined through various valuation techniques, including discounted cash flow models, quoted market values, and third-party independent appraisals, as considered necessary. No impairment losses were recognized during the years ended June 30, 2017, and 2016.

Debt Issuance Costs

Costs associated with the Organization's note payable are amortized over the term of the financing agreement using the straight-line method, which approximates amortization using the effective interest method. As of and for the year ended June 30, 2017, accumulated amortization and amortization expense totaled \$41,972 and \$5,596, respectively. As of and for the year ended June 30, 2016, accumulated amortization and amortization expense totaled \$36,375 and \$8,395, respectively.

Income Taxes

The Organization is a tax-exempt organization under Internal Revenue Code §501(c)(3) and California Revenue and Taxation Code §23701(d). The Organization does not have any revenue which it believes would subject it to unrelated business income taxes.

The Organization recognizes the impact of tax positions in the financial statements if that position is more likely than not to be sustained on audit, based on the technical merits of the position. The Organization recognizes potential accrued interest and penalties related to uncertain tax positions in income tax expense. To date, the Organization has not recognized any uncertain tax positions and, accordingly, the Organization did not recognize any amount in potential interest and penalties associated with uncertain tax positions.

Revenue Recognition

Conditional contributions are recorded as support in the period the condition is met.

The Organization conducts several special events during the year to raise money in support of its operations. The amounts reflected in these financial statements represent special events revenue net of related direct costs. The contributions received for special events scheduled to occur after year end are recorded as deferred revenue and recognized as revenue on the date of the event.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Donated Materials and Services

Contributions of donated materials are recorded at fair value in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills are provided by individuals possessing those skills, and would typically need to be purchased, if not provided by donation, and are recorded at fair value in the period received.

Numerous unpaid volunteers and organizations have made significant contributions of their time to develop the Organization's programs, principally in instruction and student activities. The value of these services is not reflected in the financial statements, since an objective measurement of valuation cannot be determined, and specialized skills are not required.

Functional Allocation of Expenses

Expenses that can be identified with a specific program or supporting service are charged directly to that related program or supporting service. Expenses that are associated with more than one program or supporting service are allocated based on an evaluation by management.

Reclassification

Certain prior-year amounts have been reclassified to conform to current-year presentation with no impact to net assets or change in net assets.

Recent Accounting Pronouncements

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. In August 2015, the FASB issued ASU 2015-14 which defers the effective date of ASU 2014-09 one year, making it effective for annual reporting periods beginning after December 15, 2018. The Organization has not yet selected a transition method and is currently evaluating the effect that the standard will have on the financial statements.

In April 2015, the FASB issued ASU 2015-03, *Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs*. This ASU requires that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. ASU 2015-03 is effective for financial statements issued for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years. The Organization's adoption of ASU 2015-03 did not have a material impact on the financial statements.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Recent Accounting Pronouncements (Continued)

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. Management is currently evaluating the impact of its pending adoption of the new standard on the financial statements.

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*, which focuses on improving the current net asset classification requirements and information presented in financial statements and notes that are useful in assessing a not-for-profit's liquidity, financial performance, and cash flows. ASU 2016-14 is effective for fiscal years beginning after December 15, 2017, and early application is permitted. ASU 2016-14 should be applied on a retrospective basis in the year that it is first applied. Management is currently evaluating the impact of its pending adoption of the new standard on the financial statements.

In November 2016, the FASB issued ASU 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*, which provides guidance on the presentation of restricted cash or restricted cash equivalents in the Statement of Cash Flows. ASU 2016-18 will be effective for the Company beginning on January 1, 2019. ASU 2016-18 must be applied using a retrospective transition method with early adoption permitted. Management is currently evaluating the impact of its pending adoption of the new standard on the financial statements.

**NOTE 4 – CONCENTRATIONS**

Credit risk is the failure of another party to perform in accordance with the financial contract terms. Financial instruments which potentially subject the Organization to concentrations of credit risk consist primarily of cash and cash equivalents, pledges, and special events receivables.

For purposes of the Statements of Cash Flows, cash equivalents include time deposits, certificates of deposit, and all highly liquid debt instruments with original maturities of three months or less. The Organization maintains its bank accounts at high quality financial institutions. Accounts at these institutions are insured up to \$250,000. At times, cash in these accounts may exceed the insured amounts. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on its cash.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 4 – CONCENTRATIONS (Continued)**

Corporate donations are a significant source of revenue for the Organization. Historically, financial institutions account for over one third of corporate donations. The Organization routinely assesses the financial strength of these contributors and believes that the pledges and special events receivables credit risk exposure is limited. Receivables from one major contributor accounted for 27% of total receivables as of June 30, 2017. Receivables from two major contributors accounted for 25% of total receivables as of June 30, 2016.

**NOTE 5 – PROPERTY AND EQUIPMENT**

As of June 30, 2017, and 2016, property and equipment consisted of the following:

	<u>2017</u>	<u>2016</u>
Land	\$ 1,700,000	\$ 1,700,000
Building and improvements	6,024,120	6,024,120
Equipment and furnishings	<u>552,202</u>	<u>552,202</u>
	8,276,322	8,276,322
Accumulated depreciation	<u>(4,823,475)</u>	<u>(4,604,360)</u>
	<b><u>\$ 3,452,847</u></b>	<b><u>\$ 3,671,962</u></b>

# JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.

## NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2017 AND 2016

### NOTE 6 – NOTE PAYABLE

The Organization has a note payable with a community development financial institution that bears interest at 5.74% and requires monthly principal and interest payments of \$19,610 through March 1, 2019, at which time the total balance of outstanding principal and interest is due. The note is secured by the Organization's corporate office and Mike Curb Learning Center.

As of June 30, 2017, and 2016, note payable consisted of the following:

	<u>2017</u>	<u>2016</u>
Note payable	\$ 3,150,415	\$ 3,205,813
Debt issuance costs	-	<u>(5,596)</u>
	<b><u>\$ 3,150,415</u></b>	<b><u>\$ 3,200,217</u></b>

As of June 30, 2017, principal payments on the note payable for future years ending June 30 are as follows:

2018	\$ 55,346
2019	<u>3,095,069</u>
	<b><u>\$ 3,150,415</u></b>

### NOTE 7 – COMMITMENTS AND CONTINGENCIES

The Organization leases office equipment under several noncancelable operating leases expiring at various dates through May 2021, which require aggregate monthly payments of \$2,576 as of June 30, 2017.

As of June 30, 2017, minimum lease payments required under these operating leases for future years ending June 30 are as follows:

2018	\$ 24,000
2019	24,000
2020	22,000
2021	<u>19,000</u>
	<b><u>\$ 89,000</u></b>

For the years ended June 30, 2017, and 2016, rental expense relating to these leases amounted to approximately \$42,000 and \$43,000, respectively, which is recorded within technology expense and postage expense in the accompanying Statements of Functional Expenses.

**JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2017 AND 2016**

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**NOTE 8 – TEMPORARILY RESTRICTED NET ASSETS**

Movements in temporarily restricted net assets were as follows:

	<u>June 30,</u> <u>2016</u>	<u>New</u> <u>Revenues</u>	<u>Expenditures/</u> <u>Released from</u> <u>Restriction</u>	<u>June 30,</u> <u>2017</u>
Land	\$ 1,700,000	\$ -	\$ -	\$ 1,700,000
Donor-restricted for time or purpose	<u>652,985</u>	<u>19,500</u>	<u>(176,100)</u>	<u>496,385</u>
	<b><u>\$ 2,352,985</u></b>	<b><u>\$ 19,500</u></b>	<b><u>\$ (176,100)</u></b>	<b><u>\$ 2,196,385</u></b>

Restriction on Land

In January 1987, the Organization received a gift of land with an explicit donor restriction that specifies how the land is to be used. The deed of trust requires the land be used only as a site for the offices of and a training center for the Organization for a period not less than 30 years from the date of the conveyance. Following the said term of 30 years, the land may be sold or used for another purpose, provided that the sale is for market value, and the proceeds paid for the land are used for public benefit purposes. This restriction will lapse in March 2018.

**NOTE 9 – RELATED PARTY TRANSACTIONS**

The Organization is required to pay a franchise fee to the United States headquarters of Junior Achievement, Inc. (JAUSA) based on the amount of certain, qualifying contributions received. In addition, payments are made to JAUSA for the employee retirement plan (as described in Note 11), employee insurance, program materials, and training conferences.

For the years ended June 30, 2017, and 2016, the following is a summary of transactions with JAUSA:

	<u>2017</u>	<u>2016</u>
Franchise and capstone fee	\$ 89,178	\$ 90,444
Program materials	244,735	256,890
Retirement plan	168,266	188,292
Employee benefits	<u>180,624</u>	<u>178,085</u>
	<b><u>\$ 682,803</u></b>	<b><u>\$ 713,711</u></b>

As of June 30, 2017, and 2016, the Organization had amounts payable to JAUSA of \$5,591 and \$899, respectively, which are included in accounts payable and accrued expenses in the Statements of Financial Position.

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**NOTE 10 – MULTIEMPLOYER PENSION PLAN**

The Organization’s employees are eligible to receive benefits under a multiemployer pension plan. The plan is not administered by the Organization, and contributions are determined in accordance with provisions of the plan. Information with respect to the Organization’s proportionate share of the excess, if any, of the actuarial computed value of vested benefits over the total of the pension plan’s net assets is not available from the plan’s administrators.

The Multiemployer Pension Plan Amendments Act of 1980 (the “Act”) significantly increased the pension responsibilities of participating employers. Under the provisions of the Act, if the plan terminates or the Organization withdraws, the Organization could be subject to a substantial withdrawal liability. The Organization has no plans to withdraw from the plan as of June 30, 2017.

The risks to the Organization of participating in this multiemployer pension plan are different from single-employer plans in the following aspects:

1. Assets contributed to the multiemployer plan by one employer must be used to provide benefits to employees of other participating employers.
2. If a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining, participating employers.
3. If the Organization chooses to stop participating in some of its multiemployer plans, the Organization may be required to pay those plans an amount based on the underfunded status of the plan, referred to as a withdrawal liability.

The Organization’s participation in this plan for the annual period ended June 30, 2017, is outlined in the table below. The “EIN/Pension Plan Number” column provides the Employee Identification Number (EIN) and the three-digit plan number.

Pension Fund	EIN/Pension Plan Number	Funded Status		Contributions of Organization	
		2017	2016	2017	2016
Retirement Plan for Employees of Junior Achievement USA	13-1635270 PN333	79%	68%	\$ 168,266	\$ 188,292

As of June 30, 2017, and 2016, the Organization’s contributions were less than 5% of the total contributions to the plan, and there was no surcharge paid on the plan.

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## NOTES TO FINANCIAL STATEMENTS

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### NOTE 11 – RESTATEMENT

Subsequent to the issuance of the June 30, 2016, financial statements, the Organization's management determined that the amounts reported as a donor-restricted endowment fund should have been originally recorded as temporarily restricted net assets and also that the related donor-imposed restrictions were satisfied in prior years.

The restatement for this matter has resulted in the following changes to amounts previously reported in the June 30, 2016, financial statements:

	<u>As Previously Reported</u>	<u>As Restated</u>
Unrestricted net deficit	\$ (1,041,818)	\$ (986,854)
Temporarily restricted net assets	2,352,985	2,352,985
Permanently restricted net assets	<u>54,964</u>	<u>-</u>
Total net assets	<u><b>\$ 1,366,131</b></u>	<u><b>\$ 1,366,131</b></u>

### NOTE 12 – SUBSEQUENT EVENTS

Subsequent events have been evaluated through November 6, 2017, which is the date the financial statements were available to be issued.

During August 2017, the Organization hired a new chief executive officer, and the related employment agreement includes standard terms for compensation and benefits.