

Junior League of Salt Lake City, Inc.

Audited Financial Statements

May 31, 2017

Junior League of Salt Lake City, Inc.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Junior League of Salt Lake City, Inc.
Salt Lake City, UT

Report on the Financial Statements

We have audited the accompanying financial statements of Junior League of Salt Lake City, Inc. (a nonprofit organization), which comprise the statement of financial position as of May 31, 2017 and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Junior League of Salt Lake City, Inc. as of May 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



FJ & Associates, PLLC
Kaysville, Utah
September 28, 2017

Junior League of Salt Lake City, Inc.
Statement of Financial Position
May 31, 2017

Assets

Current assets:

Cash and cash equivalents	\$ 367,326
Accounts and other receivables	12,846
Investments-unrestricted	508,373
Inventory	87,347
Prepaid expenses	5,335
Total current assets	<u>981,227</u>

Restricted deposits:

Cash and investments, restricted for endowment purposes	<u>445,950</u>
Total restricted deposits	<u>445,950</u>

Property and equipment:

Land	250,000
Buildings and improvements	725,410
Furniture and equipment	170,463
Total property and equipment	<u>1,145,873</u>
Less accumulated depreciation	<u>(449,721)</u>
Net property and equipment	696,152

Total assets	<u><u>\$ 2,123,329</u></u>
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See accompanying notes to financial statements

Junior League of Salt Lake City, Inc.
Statement of Financial Position (continued)
May 31, 2017

Liabilities and Net Assets (Deficit)

Current liabilities:

Accrued liabilities	\$ 625
Deferred membership dues	34,286
Total current liabilities	<u>34,911</u>

Total liabilities 34,911

Net assets (deficit):

Unrestricted	
Board designated	330,929
Undesignated	1,236,201
Temporarily restricted	406,268
Permanently restricted	<u>115,020</u>

Total net assets 2,088,418

Total liabilities and net assets (deficit) \$ 2,123,329

See accompanying notes to financial statements

Junior League of Salt Lake City, Inc.
Statement of Activities
Year Ended May 31, 2017

Change in unrestricted net assets	
Support, revenues, gains and losses	
Contributions	\$ 38,842
In-kind donations	432,939
Membership dues	23,615
Special events	25,786
Investment return	70,056
Meetings, seminars, and program fees	14,072
Merchandise sales, net of cost of goods sold of \$3,412	5,650
Total support, revenues, gains and losses	610,960
Satisfaction of restrictions	122,773
Total support, revenues, gains and losses and satisfaction of restrictions	733,733
Expenses	
Program services	
CARE Fair	484,085
Women Helping Women and other	83,639
Supporting services	
Management and general	181,822
Fundraising	38,854
Total expenses	788,400
Change in unrestricted net assets	(54,667)
Change in temporarily restricted net assets	
Contributions	248,191
Net assets released from restrictions	(122,773)
Change in temporarily restricted net assets	125,418
Change in permanently restricted net assets	
Investment return	11,225
Change in permanently restricted net assets	11,225
Increase (decrease) in net assets	81,976
Net assets, beginning of year	2,006,442
Net assets, end of year	\$ 2,088,418

See accompanying notes to financial statements

Junior League of Salt Lake City, Inc.
Statement of Functional Expenses
Year Ended May 31, 2017

	C.A.R.E Fair	Women Helping Women and other	Total program services	Management and general	Fundraising	Total supporting services	Totals
Accounting	\$ -	\$ -	\$ -	\$ 6,000	\$ -	\$ 6,000	\$ 6,000
Advertising	5,189	-	5,189	2,412	30	2,442	7,631
Clothing	-	48,329	48,329	-	-	-	48,329
Cost of books sold	-	-	-	-	3,412	3,412	3,412
Day care	2,415	-	2,415	25	-	25	2,440
Depreciation	8,361	13,935	22,296	1,115	4,459	5,574	27,870
Dues and subscriptions	-	-	-	383	-	383	383
Education and promotion	-	-	-	13,792	250	14,042	14,042
Facility expense	13,668	-	13,668	224	-	224	13,892
Food and beverages	6,691	17	6,708	4,924	5,631	10,555	17,263
Insurance	551	735	1,286	551	-	551	1,837
Items given to clients	22,690	5,670	28,360	898	-	898	29,258
Medical and dental care	14,987	-	14,987	-	-	-	14,987
Membership outreach	-	-	-	2,438	-	2,438	2,438
Miscellaneous	29	-	29	8,628	3,216	11,844	11,873
Payroll and benefits	-	-	-	75,586	-	75,586	75,586
Postage	1,122	1,123	2,245	643	153	796	3,041
Printing	3,999	53	4,052	813	189	1,002	5,054
Professional fundraising	-	-	-	-	23,012	23,012	23,012
Professional services	382,185	-	382,185	-	-	-	382,185
Repairs and maintenance	3,423	7,956	11,379	11,672	879	12,551	23,930
Security	714	-	714	1,621	-	1,621	2,335
Software	-	-	-	632	-	632	632
Storage	1,268	-	1,268	1,439	-	1,439	2,707
Supplies	14,300	1,569	15,869	17,687	679	18,366	34,235
Telephone	586	1,305	1,891	1,437	-	1,437	3,328
Travel	-	-	-	25,870	-	25,870	25,870
Utilities	1,113	2,226	3,339	2,226	-	2,226	5,565
Website	794	721	1,515	806	356	1,162	2,677
Total expenses	<u>484,085</u>	<u>83,639</u>	<u>567,724</u>	<u>181,822</u>	<u>42,266</u>	<u>224,088</u>	<u>791,812</u>
Less expenses included with revenue	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(3,412)</u>	<u>(3,412)</u>	<u>(3,412)</u>
Total expenses statement of activities	<u>\$ 484,085</u>	<u>\$ 83,639</u>	<u>\$ 567,724</u>	<u>\$ 181,822</u>	<u>\$ 38,854</u>	<u>\$ 220,676</u>	<u>\$ 788,400</u>

See accompanying notes to the financial statements

Junior League of Salt Lake City, Inc.
Statement of Cash Flows
Year Ended May 31, 2017

Cash flows from operating activities:	
Increase (decrease) in net assets	\$ 81,976
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:	
Depreciation	27,870
Realized and unrealized gains and losses on investments	40,446
Decrease (increase) in:	
Accounts receivable	(7,006)
Inventory	2,952
Prepaid expenses	(3,681)
Increase (decrease) in:	
Accounts payable	(2,135)
Accrued liabilities	(438)
Membership dues	8,736
Net cash provided by (used in) operating activities	148,720
Cash flows from investing activities:	
Purchase of fixed assets	(17,658)
Purchase of investments	(392,588)
Proceeds from sale of investments	289,543
Net cash provided by (used in) investing activities	(120,703)
Cash flows from financing activities:	
Net cash provided by (used in) financing activities	-
Net increase (decrease) in cash and equivalents	28,017
Cash and equivalents at beginning of year	339,309
Cash and equivalents at end of year	\$ 367,326
Supplemental information	
Cash paid for interest	\$ -
Cash paid for income taxes	\$ -

See accompanying notes to financial statements

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies

Organization

Junior League of Salt Lake City, Inc. (the Organization) is a non-profit corporation organized in the State of Utah for the purpose of promoting volunteerism, developing the potential of women, and improving communities through the effective action of leadership of trained volunteers. A significant Organization's program is the CARE Fair, an annual two day event for families needing routine medical services and community assistance information. Another significant Organization program is Women Helping Women, a project which Organization volunteers collect, prepare, and distribute donated professional women's clothing to women entering the workforce who are in transition toward self-sufficiency. The Organization's purpose is exclusively educational and charitable.

Basis of Presentation

The financial statements are presented in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 958-205, Not-for-Profit entities, Presentation of Financial Statements. Under the standards, the Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted based upon the following criteria:

UNRESTRICTED-

The unrestricted net assets represent expendable funds available for operations which are not otherwise limited by external donor restrictions.

TEMPORARILY RESTRICTED-

The temporarily restricted net assets consist of contributed funds subject to specific donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Organization may spend the funds.

PERMANENTLY RESTRICTED-

Permanently restricted net assets are subject to irrevocable donor restrictions requiring that the assets be maintained in perpetuity usually for the purpose of generating investment income to fund current operations.

Property and Equipment

Acquisitions of property and equipment in excess of \$500 and all expenditures for repairs and maintenance that materially prolong the useful lives of property and equipment are capitalized at cost. Contributions of property and equipment are capitalized and recorded at estimated fair market value as unrestricted support, unless time or purpose restrictions are stipulated by the donor, in which case they are recorded as temporarily or permanently restricted net assets. Depreciation and amortization is computed over the following estimated useful lives using the straight-line method over the estimated lives as follows.

<u>Major Groupings</u>	<u>Useful Lives (years)</u>
Building	15-39
Building improvements	7-39
Furniture and equipment	3-7

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies (continued)

Property and Equipment (continued)

The Organization periodically evaluates its property and equipment for other-than-temporary impairment and considers a write down to fair value if it does not exceed carrying value. As of May 31, 2017, the Organization had not recorded any impairment loss on its long-lived assets.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expense during the reporting period. Actual results could differ from those estimates. Significant estimates that may change in the near term include fair value of long-lived assets and related impairment, if any.

Income Taxes

The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code, and accordingly, no provision has been made for federal or state income tax. The Organization remains subject to income taxes on net income that is derived from a trade or business, regularly carried on, and not for the exempt purpose for which the Organization was granted exemption status. In the opinion of management, the Organization does not have any unrelated business income subject to taxation.

ASC Topic 740, Income Taxes, provides guidance on how uncertain tax positions should be recognized, measured, disclosed and presented in the financial statements. This requires the evaluation by management of tax positions taken or expected to be taken in preparation of the Organization's tax returns to determine if the positions are more-likely-than-not of being sustained if examined by the taxing authorities. Management has determined there are no uncertain income tax positions. Tax years that remain subject to examination are 2014 and forward.

Cash and Cash Equivalents

The Organization considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

Endowment and Investment Policies and Objectives

The endowment of the Organization includes two components. Endowment funds which have been designated by the Board of Directors are classified as unrestricted board designated, and endowment funds restricted by external donors are classified as permanently restricted. The Organization has a formal investment policy which sets out performance criteria and investment guidelines. Spending policies, including distributions, are set by the Board of Directors. The earnings and contributions are restricted and reinvested until the principal balance has reached a specified amount yet to be determined by the Board of Directors.

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies (continued)

Endowment and Investment Policies and Objectives (continued)

The funds are held in cash and cash equivalents and a variety of investments. The objectives of the investment program are to ensure the safety and preservation of the invested funds and to provide liquidity of investments sufficient to meet the needs of the Organization.

Accounts Receivable and Pledges Receivable

Accounts and pledges receivable are recorded at their estimated fair value less an appropriate allowance for uncollectible amounts. Allowances are based on historical experience and management's analysis of specific balances. An account is written off when it is determined that all collection efforts have been exhausted. Pledges receivable due later than one year are recorded at the present value of estimated future cash flows. The discounts on those amounts are computed using imputed interest rates applicable to the years in which pledges are received. Discounts on pledges to give that are measured at present value are amortized between the date the pledge is initially recognized and the date the cash or other contributed assets are received.

Investments

The Organization records the investments at fair value on the date of purchase or donation and recognizes the unrealized gain or loss resulting from the difference between cost and market value in the statement of activities.

Recently Issued Accounting Pronouncements

The Organization has reviewed the recently issued FASB Codification Updates (ASU's) for the year ended May 31, 2017, and have determined that none of the recently issued accounting updates will have a material effect on the fair presentation of these financial statements.

Inventory

The Organization publishes and sells a cookbook as a program activity. The inventory of books is carried at the lower of cost or fair market value.

Contributions

Contributions are recognized when the donor makes a promise to give that is unconditional and are considered to be available for unrestricted use unless restricted by the donor. Amounts that are restricted for future periods or restricted for specific purposes are reported as temporarily restricted or permanently restricted support. When a time restriction expires or a purpose restriction is accomplished, the restricted net assets are reclassified to unrestricted net assets and reported as net assets released from restrictions.

Membership Dues

Membership dues are deferred and recognized over the period membership benefits are provided.

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies (continued)

In-kind Contributions

Donated property, marketable securities, and other noncash donations are recorded as contributions at their estimated fair value as of the date of the donation. The Organization receives contributions of clothing and accessories and donates the goods to women in need of such items. The estimated fair value of the clothing and accessories donated each year to third parties is recorded as in-kind contributions with an off-setting program expense. In-kind contributions and expenses related to this program totaled \$41,147 for the year ended May, 31, 2017

Donated services are recognized as contributions and recorded at their estimated fair market value if the services (a) create or enhance nonfinancial assets or (b) require specialized skills; are performed by people with those skills, and would otherwise be purchased by the Organization. The Organization recorded donated services meeting the above criteria totaling \$391,792 for the year ended May 31, 2017. These donated services primarily include medical and dental professionals who donate their service for C.A.R.E Fair.

In addition, many individuals have donated significant amounts of their time in governance, program services, and resource development efforts. No amounts have been reflected in the financial statements for these volunteer services since they did not meet the criteria for recognition.

Advertising

Advertising costs are charged to operations when incurred. Advertising expense was approximately \$7,631 for the year ended May 31, 2017.

Functional Allocation of Expense

The costs of programs and supporting services has been summarized on a functional basis in the statement of activities. All direct costs are charged to the functional area they pertain to. Indirect costs are charged to programs and supporting services based on estimates made by management, taking into account the nature of the expense and how it relates to the functional area. General and administrative costs include those expenses that are not directly identifiable with any specific function but provide for the overall support and direction of the Organization.

Fair Value of Financial Instruments

The Organization has adopted the provisions of Accounting Standards Codification (ASC) Topic 820, Fair Value Measurements and Disclosures, for fair value measurements of financial assets and liabilities and for fair value measurements of nonfinancial items that are recognized or disclosed at fair value in the financial statements. ASC Topic 820 provides a fair value framework that gives highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level I) and the lowest priority to unobservable input (Level III). The three levels of the fair value hierarchy under FASB ASC 820 are described below:

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies (continued)

Fair Value of Financial Instruments (continued)

FASB ASC 820 Fair Value Measurements and Disclosures establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The fair value of a financial instrument is the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (the exit price). Accordingly, when market observable data is not readily available, the Organization's own assumptions are set to reflect those that market participants would be presumed to use in pricing the asset or liability at the measurement date. Financial assets and financial liabilities recorded in the balance sheet at fair value are categorized based on the reliability of inputs to the valuation techniques as follows:

Level I- Financial assets and financial liabilities whose values are based on unadjusted quoted prices for identical assets or liabilities in active markets that the Organization can access. Examples include prices derived from NYSE, NASDAQ, Chicago Board of Trade, and Pink Sheets.

Level II- Financial assets and financial liabilities whose values are based on (a) quoted prices for similar assets or liabilities in active markets, (b) quoted prices for identical or similar assets or liabilities in non-active markets, or (c) valuation models whose inputs are observable, directly or indirectly, for substantially the full term of the asset or liability. Examples include Matrix pricing, market corroborated pricing, and inputs such as yield curves and indices.

Level III- Financial assets and financial liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect the Organization's estimates of the assumptions that market participants would use in valuing the financial liabilities. Examples include Investment Manager Pricing for Price Placements, Private Equities, Hedge Funds, etc.

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

Concentration of Credit and Market Risk

The Organization maintains its cash and cash equivalent balances at a financial institution located in Salt Lake City, Utah. The deposits may exceed their federally insured limit of \$250,000 established by the FDIC. The Organization has not experienced any losses related to these accounts and believes it is not exposed to any significant credit risk on these balances.

The Organization also maintains accounts with a brokerage firm. The accounts contain cash and securities. The balances are insured by the Securities Investors Protection Corporation up to \$500,000 with a \$250,000 limit for cash claims. Due to the level of risk associated with investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in the financial statements.

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

1. Organization and Summary of Significant Accounting Policies (continued)

Concentration of Credit and Market Risk (continued)

Primarily all revenues and receivables are from members and donors located in Salt Lake County, Utah.

2. Investments and Fair Value

As of May 31, 2017, investments consisted of money market and cash equivalents, mutual funds, equity securities, and certificates of deposits as follows:

Cash & Cash alternatives	\$ 38,757
Fixed income	250,491
Equity securities	665,075
Total	<u>\$ 954,323</u>

Unrestricted investment return for the year ended May 31, 2017 is as follows:

Investment return, unrestricted:

Interest and dividends	\$ 48,554
Broker fees	(7,719)
Net realized and unrealized gain (loss)	29,221
Investment return, unrestricted	<u>\$ 70,056</u>

Restricted investment return for the year ended May 31, 2017 is as follows:

Net realized and unrealized gain (loss)	\$ 11,225
Investment return, restricted	<u>\$ 11,225</u>

The fair values of the financial instruments shown in the following tables represent the amounts that would be received to sell those assets in an orderly transaction between market participants at that date. Those fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset at the measurement date, the fair value measurement reflects the Organization's judgments about the assumptions that market participants would use in pricing the asset. Those judgements are based on the best information available included expected cash flows, and appropriately risk-adjusted interest rates, and available observable and unobservable inputs.

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

2. Investments and Fair Value (continued)

Assets measured at fair value on a recurring basis as of May 31, 2017 are as follows:

	Total	Level I	Level II	Level III
Cash alternatives	\$ 38,757	\$ 38,757	\$ -	\$ -
Fixed income	250,491	250,491	-	-
Equity securities	665,075	665,075	-	-
 Total investments	 <u>\$ 954,323</u>	 <u>\$ 954,323</u>	 <u>\$ -</u>	 <u>\$ -</u>

3. Temporarily Restricted Net Assets

Temporarily restricted net assets as of May 31, 2017 are as follows:

CARE Fair	\$ 174,381
Women Helping Women program	81,491
Building Fund	149,545
Other	851
	<u>\$ 406,268</u>

4. Permanently Restricted Assets

Permanently restricted net assets totaling \$115,020 at May 31, 2017 represent permanently restricted donations and are classified as long term investments in the statement of financial position. Investment and interest income earned on the permanently restricted net assets is also permanently restricted until the principal balance has reached a specified amount yet to be determined by the Board of Directors, at which time future earnings will be released to cover administrative expenses of the Organization.

5. Cash Deposits

At May 31, 2017, the carrying amount of the Organization's cash deposits was \$367,326 and the bank balance was \$381,973. Of the bank balance, \$381,973 was covered by federal depository insurance.

6. Endowment

The Organization's endowment includes board designated funds held as quasi-endowments in the unrestricted net assets class and donor-restricted funds which are held in the permanently restricted net asset class. These funds are classified and reported based on the existence or absence of donor imposed restrictions. In accordance with the Uniform Prudent Management of Institutional Funds Act (UPMIFA), the Organization's policy is to preserve fair value of the original gift.

Junior League of Salt Lake City, Inc.
Notes to Financial Statements
Year Ended May 31, 2017

6. Endowment (continued)

The earnings and realized and unrealized appreciation of the endowment funds are restricted and reinvested until the principal balance has reached a specified amount yet to be determined by the Board of Directors, at which time future earnings will be released to cover administrative expenses of the Organization.

Changes in unrestricted board designated and permanently restricted endowment funds are as follows:

	Unrestricted Board Designated	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 298,982	\$ 103,795	\$402,777
Investment return:			
Investment gains (losses)	31,948	11,225	43,173
Endowment net assets, ending of year	<u>\$ 330,930</u>	<u>\$ 115,020</u>	<u>\$445,950</u>

7. Fundraising

The total fundraising revenue and expenses for May 31, 2017 is \$59,967 and \$38,854, respectively .

8. Subsequent Events

The Organization has evaluated subsequent events and transactions for potential recognition or disclosure through September 28, 2017, which is the date the financial statements were available to be issued. The Organization did not identify any subsequent events or transactions that should be disclosed.