



JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Financial Statements

June 30, 2024 and 2023

(With Independent Auditors' Report Thereon)



KPMG LLP
345 Park Avenue
New York, NY 10154-0102

Independent Auditors' Report

The Board of Directors
Junior Achievement of New York, Inc.:

Opinion

We have audited the financial statements of Junior Achievement of New York, Inc. (the Entity), which comprise the statements of financial position as of June 30, 2024 and June 30, 2023, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as of June 30, 2024 and June 30, 2023, and the results of its operations and its cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Entity and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Entity's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Entity's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

KPMG LLP

New York, New York
October 14, 2024

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Statements of Financial Position

June 30, 2024 and 2023

Assets	2024	2023
Cash and cash equivalents	\$ 260,467	2,019,054
Contributions and special events receivables, net (note 3)	2,304,926	2,072,440
Investments (note 2(j))	1,761,016	1,519,664
Prepaid expenses and other assets	82,811	24,221
Fixed assets, net (note 4)	109,919	140,990
Other assets under operating lease (note 6)	234,747	118,345
Right-of-use asset (note 6)	761,339	965,099
Total assets	<u>\$ 5,515,225</u>	<u>6,859,813</u>
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses (note 10)	\$ 240,769	205,201
Deferred revenue	66,922	69,420
Operating lease liability (note 6)	841,744	1,056,328
Total liabilities	<u>1,149,435</u>	<u>1,330,949</u>
Net assets:		
Net assets without donor restrictions	3,416,536	4,527,828
Net assets with donor restrictions (note 5)	949,254	1,001,036
Total net assets	<u>4,365,790</u>	<u>5,528,864</u>
Total liabilities and net assets	<u>\$ 5,515,225</u>	<u>6,859,813</u>

See accompanying notes to financial statements.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Statements of Activities

Years ended June 30, 2024 and 2023

	2024			2023		
	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Total
Operating support and revenue:						
Contributions (note 3):						
Corporate	\$ 1,171,237	12,600	1,183,837	1,263,632	52,000	1,315,632
Government	907,407	—	907,407	1,371,643	—	1,371,643
Individual	84,848	—	84,848	100,555	—	100,555
Foundations	35,500	62,618	98,118	1,925,000	38,358	1,963,358
Total contributions	<u>2,198,992</u>	<u>75,218</u>	<u>2,274,210</u>	<u>4,660,830</u>	<u>90,358</u>	<u>4,751,188</u>
Special events income (note 3)	1,287,585	—	1,287,585	1,490,740	—	1,490,740
Special events expenses	(412,485)	—	(412,485)	(405,775)	—	(405,775)
Special events income, net	875,100	—	875,100	1,084,965	—	1,084,965
In-kind contributions (note 8)	127,030	—	127,030	143,686	—	143,686
Other income (note 10)	151,456	—	151,456	168,500	—	168,500
Net assets released from restriction	127,000	(127,000)	—	136,000	(136,000)	—
Total operating support and revenue	<u>3,479,578</u>	<u>(51,782)</u>	<u>3,427,796</u>	<u>6,193,981</u>	<u>(45,642)</u>	<u>6,148,339</u>
Operating expenses:						
Program services – education programs	3,711,168	—	3,711,168	3,099,301	—	3,099,301
Supporting services:						
Management and general	352,040	—	352,040	383,914	—	383,914
Fundraising:						
Volunteer recruiting costs	56,265	—	56,265	50,680	—	50,680
General solicitation of funds	471,397	—	471,397	488,995	—	488,995
Total fundraising expenses	<u>527,662</u>	<u>—</u>	<u>527,662</u>	<u>539,675</u>	<u>—</u>	<u>539,675</u>
Total supporting services	<u>879,702</u>	<u>—</u>	<u>879,702</u>	<u>923,589</u>	<u>—</u>	<u>923,589</u>
Total operating expenses	<u>4,590,870</u>	<u>—</u>	<u>4,590,870</u>	<u>4,022,890</u>	<u>—</u>	<u>4,022,890</u>
(Decrease) increase in net assets from operations	<u>(1,111,292)</u>	<u>(51,782)</u>	<u>(1,163,074)</u>	<u>2,171,091</u>	<u>(45,642)</u>	<u>2,125,449</u>
Nonoperating activities:						
Losses on pledges	—	—	—	(43,090)	—	(43,090)
Total nonoperating activities	<u>—</u>	<u>—</u>	<u>—</u>	<u>(43,090)</u>	<u>—</u>	<u>(43,090)</u>
(Decrease) increase in net assets	<u>(1,111,292)</u>	<u>(51,782)</u>	<u>(1,163,074)</u>	<u>2,128,001</u>	<u>(45,642)</u>	<u>2,082,359</u>
Net assets at beginning of year	4,527,828	1,001,036	5,528,864	2,399,827	1,046,678	3,446,505
Net assets at end of year	<u>\$ 3,416,536</u>	<u>949,254</u>	<u>4,365,790</u>	<u>4,527,828</u>	<u>1,001,036</u>	<u>5,528,864</u>

See accompanying notes to financial statements.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Statement of Functional Expenses

Year ended June 30, 2024

	Program services	Supporting services			Total	Total operating expenses	Special events expense
	Education programs	Management and general	Fundraising – volunteer recruiting	Fundraising – general solicitation			
Salaries and benefits (note 7)	\$ 2,220,530	196,755	42,162	351,350	590,267	2,810,797	—
Office and occupancy (note 6)	298,320	26,433	5,664	49,722	81,819	380,139	—
Travel, meetings, and conferences	35,790	3,171	680	5,663	9,514	45,304	—
Program materials and other costs	747,865	—	—	—	—	747,865	—
Outside services	177,738	105,219	3,375	28,123	136,717	314,455	412,485
Depreciation	30,727	2,723	583	4,862	8,168	38,895	—
Program and administrative support fee (note 2(h))	200,198	17,739	3,801	31,677	53,217	253,415	—
	<u>\$ 3,711,168</u>	<u>352,040</u>	<u>56,265</u>	<u>471,397</u>	<u>879,702</u>	<u>4,590,870</u>	<u>412,485</u>

See accompanying notes to financial statements.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Statement of Functional Expenses

Year ended June 30, 2023

	Program services		Supporting services		Total	Total operating expenses	Special events expense
	Education programs	Management and general	Fundraising – volunteer recruiting	Fundraising – general solicitation			
Salaries and benefits (note 7)	\$ 1,849,420	195,673	35,930	346,675	578,278	2,427,698	—
Office and occupancy (note 6)	358,630	34,934	6,415	61,893	103,242	461,872	—
Travel, meetings, and conferences	22,088	2,337	429	4,141	6,907	28,995	—
Program materials and other costs	462,193	—	—	—	—	462,193	—
Outside services	177,817	126,725	3,455	33,332	163,512	341,329	405,775
Depreciation	20,151	2,132	391	3,777	6,300	26,451	—
Program and administrative support fee (note 2(h))	209,002	22,113	4,060	39,177	65,350	274,352	—
	<u>\$ 3,099,301</u>	<u>383,914</u>	<u>50,680</u>	<u>488,995</u>	<u>923,589</u>	<u>4,022,890</u>	<u>405,775</u>

See accompanying notes to financial statements.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Statements of Cash Flows

Years ended June 30, 2024 and 2023

	2024	2023
Cash flows from operating activities:		
(Decrease) increase in net assets	\$ (1,163,074)	2,082,359
Adjustments to reconcile (decrease) increase in net assets to net cash (used in) provided by operating activities:		
Net appreciation in fair value of investments	(50,002)	(19,532)
Depreciation	38,895	26,451
Losses on pledges	—	43,090
Amortization of right-of-use asset	203,760	179,543
Changes in operating assets and liabilities:		
Contributions and special events receivables, net	(232,486)	(582,767)
Inventory	(2,478)	(1,572)
Prepaid expenses and other assets	(58,590)	58,166
Other assets	(113,924)	25,192
Accounts payable and accrued expenses	35,568	70,516
Deferred revenue	(2,498)	5,925
Deferred rent obligation	—	(4,575)
Operating lease liability	(214,584)	(88,314)
Net cash (used in) provided by operating activities	(1,559,413)	1,794,482
Cash flows from investing activities:		
Purchase of fixed assets	(7,824)	(148,805)
Purchase of investments	(526,829)	(1,576,132)
Proceeds from sale of investments	335,479	76,000
Net cash used in investing activities	(199,174)	(1,648,937)
Net (decrease) increase in cash and cash equivalents	(1,758,587)	145,545
Cash and cash equivalents at beginning of year	2,019,054	1,873,509
Cash and cash equivalents at end of year	\$ 260,467	2,019,054

See accompanying notes to financial statements.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

(1) Description of Organization

The mission of Junior Achievement of New York, Inc. (JA New York) is to inspire and prepare young people to succeed in a global economy. Through a dedicated volunteer network of corporate and community individuals, JA New York provides high-quality K-12 in-school, workplace-based, after-school, and summer educational programs. JA New York educational programs impact important societal issues, including youth development, economic development, and education development, and focus on three key content areas: work readiness, entrepreneurship, and financial literacy.

JA New York is a New York not-for-profit corporation and a franchise of JA USA, formerly, JA Worldwide. JA New York serves the five boroughs of New York City, Long Island, and the lower Hudson Valley area.

(2) Summary of Significant Accounting Policies

The accompanying financial statements of JA New York have been prepared on the accrual basis accounting in accordance with U.S. generally accepted accounting principles. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

(a) Basis of Presentation

JA New York's financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958, *Financial Statements of Not-for-Profit Organizations*. JA New York 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.

Net assets and changes therein are classified and reported as follows:

Without donor restrictions – Net assets that are not subject to donor-imposed stipulations.

With donor restrictions – Net assets subject to donor-imposed stipulations that will be met either by actions and/or the passage of time or net assets subject to donor-imposed stipulations that will be maintained permanently.

JA New York's net assets and revenues, gains, and losses are classified based on the existence or absence of donor-imposed restrictions.

Revenues and gains and losses on other assets or liabilities are reported as changes in net assets without donor restriction unless their use is limited by explicit donor-imposed restrictions or by law. Expenses are reported as decreases in net assets without donor restriction.

(b) Cash and Cash Equivalents

JA New York has several bank accounts at June 30, 2024 and 2023 containing balances, which exceed Federal Deposit Insurance Corporation (FDIC) limits. JA New York believes that no significant risk exists at June 30, 2024 and 2023 with respect to these balances. JA New York classifies cash equivalent funds that are in short-term, highly liquid investments that are readily available to known amounts of cash.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

(c) Inventory

Inventory is recorded at the lower of cost or net realizable value, cost being determined on a first-in, first-out (FIFO) basis. Inventory primarily consists of education and program materials, including Junior Achievement program kits, textbooks, training materials, and related marketing materials. Management analyzes inventory for obsolescence and records an allowance for obsolete inventory, if necessary.

(d) Investments

Investments are primarily in securities issued by the US Treasury having a maturity of less than three years. Investments are stated at fair value.

(e) Fixed Assets

Fixed assets are recorded at cost if purchased, or fair value at date of gift, if donated. Depreciation is recorded using the straight-line method over the estimated useful lives of the assets, which range from three to ten years.

(f) Contributions

Contributions and special events revenue, which include unconditional promises to give or pledges, are recognized, at fair value, as revenue in the period earned. Contributions are classified as conditional if a barrier must be overcome to be entitled to the funds and if a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets exists. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Donor-restricted contributions whose restrictions are met in the same fiscal year are reported as net assets without donor restrictions. All other donor-restricted support is reported as an increase to net assets with donor restrictions. When a donor restriction on net assets is met through the passage of time or fulfillment of a purpose restriction, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Unconditional pledges to be paid in future years are discounted to a present value using a risk-adjusted discount rate. Amortization of the discount is recorded as additional contribution revenue over the life of the commitment. Any decreases in the quantity or nature of assets expected to be received subsequent to the initial recognition of the pledge are reported as a loss in the applicable net asset class.

(g) In-Kind Contributions

In-kind contributions are recognized as revenue and expense or assets at the fair value of those goods and services provided they meet the criteria for recognition. In-kind contributions principally consist of office and occupancy expense, and professional services.

(h) Program and Support Fees

Each franchised Junior Achievement area is required to pay program and support fees to the national organization, JA USA, on all contributions, special events income, and certain grant income raised in its territory in accordance with a scale established by the board of directors of JA USA and ratified by the areas. These fees primarily support program and curriculum development as well as certain

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

administrative functions. Such amounts are recorded in the statement of functional expenses, and amounted to approximately \$253,415 in fiscal year 2024 and \$274,352 in fiscal year 2023.

(i) Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and judgments that affect the reported amounts of assets, liabilities, and disclosures of contingencies at the date of the financial statements, and revenues and expenses recognized during the reporting period.

(j) Fair Value Measurements

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The fair value hierarchy maximizes the use of observable inputs and minimizes the use of unobservable inputs when measuring fair value.

The three levels in the fair value hierarchy are as follows:

- Level 1 – Inputs are quoted (unadjusted) or published prices in active markets for identical assets or liabilities that a reporting entity has the ability to access at the measurement date.
- Level 2 – Inputs are other than quoted or published prices included in Level 1 that are either directly or indirectly observable for the assets or liabilities.
- Level 3 – Inputs are unobservable inputs for the assets or liabilities.

A financial asset or liability's classification within the hierarchy is determined based on the lowest-level input that is significant to the fair value measurement. As of June 30, 2024, JA New York's investment portfolio primarily consists of U.S. Treasury Notes. These securities are categorized as Level 1 in the fair value hierarchy.

(k) Income Taxes

JA New York is a not-for-profit organization that has been classified by the Internal Revenue Service as exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been designated as an organization, which is not a private foundation. JA New York recognizes the impact of income tax positions only if those positions are more likely than not of being sustained. Income generated from activities unrelated to JA New York's tax-exempt purpose is subject to tax under Internal Revenue Code Section 511. JA New York did not have any material unrelated business income tax liability for the years ended June 30, 2024 and 2023. JA New York evaluates, on an annual basis, the effects of any uncertain tax positions on its financial statements. As of June 30, 2024 and 2023, JA New York has not identified or provided for any such positions.

(l) Nonoperating Activities

Nonoperating activities in the accompanying statements of activities include losses on pledges.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

(m) Functional Allocation of Expenses

The costs of providing programs and other activities have been summarized by program and supporting services benefited in the statements of activities and functional expenses. Natural expenses attributable to more than one functional expense category are allocated using employee time and effort spent during the year on each program and supporting service category.

(n) Reclassifications

Certain reclassifications have been made to the 2023 amounts to conform to the current year presentation.

(3) Contributions and Special Events Revenue and Receivables, Net

Contributions and special events receivable at June 30 are scheduled to be collected as follows:

	2024	2023
Less than 1 year	\$ 1,390,771	1,198,403
Greater than 5 years	1,000,000	1,000,000
	2,390,771	2,198,403
Unamortized discount (4.59%)	(85,845)	(125,963)
	\$ 2,304,926	2,072,440

One pledge accounted for approximately 42% and 46% of gross contributions and special events receivable (40% and 42% of net contributions and special events receivable) at June 30, 2024 and June 30, 2023, respectively.

In fiscal year 2008, JA New York received a \$1 million pledge from the Halbert family, which will be partially funded through an irrevocable charitable remainder unitrust. In fiscal year 2008, contributions revenue and receivable were recognized at the present value of the estimated future benefits to be received upon the death of the trust beneficiaries. The receivable is adjusted during the term of the trust for accretion of the discount and other changes in the estimate of future benefits, and is expected to be collected in more than five years. The discount rate for this pledge is based on the 20-year treasury rate at June 30, 2008.

JA New York generated approximately 26% and 18% of its contribution and special events revenue through their primary fundraising events for fiscal years 2024 and 2023, respectively. The approximate concentration of revenue earned from each type of fundraising event is as follows:

	2024	2023
JA New York Gala	13 %	7 %
BAT/Virtual events	10	8
Golf events	3	3
	26 %	18 %

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

Contributions and special events revenue in fiscal years 2024 and 2023 include \$436,410 and \$637,668, respectively, collected on behalf of JA New York by JA USA and JA Worldwide. At June 30, 2024, there was no balance due from JA USA related to finder's fees, reimbursable expenses, or any other contributions receivable. At June 30, 2023, there was a balance of \$375 due from JA USA related to finder's fees, reimbursable expenses, or any other contributions receivable. Approximately 54% and 33% of contributions and special events revenue during fiscal years 2024 and 2023, respectively, were received from members of the board and their affiliated entities.

(4) Fixed Assets, Net

Fixed assets, net at June 30 consist of the following:

	<u>2024</u>	<u>2023</u>
Equipment	\$ 203,002	195,178
	203,002	195,178
Accumulated depreciation and amortization	<u>(93,083)</u>	<u>(54,188)</u>
	<u>\$ 109,919</u>	<u>140,990</u>

(5) Net Assets

Net assets with donor restrictions are available for the following purposes at June 30:

	<u>2024</u>	<u>2023</u>
Halbert pledge/trust – Inspiring Inner City Youth to Succeed	\$ 914,154	874,036
Programs and other	<u>35,100</u>	<u>127,000</u>
	<u>\$ 949,254</u>	<u>1,001,036</u>

(6) Leases

JA New York determines if an arrangement is or contains a lease at inception of a contract. A contract is determined to be or contain a lease if the contract conveys the right to control the use of identified property, plant, or equipment (an identified asset) in exchange for consideration. JA New York determines these assets are leased because JA New York has the right to obtain substantially all of the economic benefit from and the right to direct the use of the identified asset. Assets in which the supplier or lessor has the practical ability and right to substitute alternative assets for the identified asset and would benefit economically from the exercise of its right to substitute the asset are not considered to be or contain a lease because JA New York determines it does not have the right to control and direct the use of the identified asset. JA New York's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

Leases result in the recognition of right-of-use (ROU) asset and lease liability on the balance sheet. ROU assets represent the right to use an underlying asset for the lease term, and are recognized in an amount equal to the lease liability adjusted for any initial direct costs, prepaid or deferred rent, and lease incentives. Lease liabilities represent the present value of the future lease payments over the expected lease term, which includes options to extend or terminate the lease when it is reasonably certain those options will be exercised. The present value of the lease liability is determined using the risk-free discount rate at lease inception for operating leases of 2.66%. Operating lease expense is recognized on a straight-line basis over the lease term. JA New York determines lease classification as operating or finance at the lease commencement date. Finance leases are not material to the financial statements.

JA New York has elected not to record leases with an initial term of 12 months or less on the statement of financial position. Lease expense on such leases is recognized on a straight-line basis over the lease term.

JA New York elected the package of practical expedients under the standard, which permits entities to not reassess lease classifications, lease identifications or initial direct costs for existing or expired leases prior to the effective date. JA New York did not elect the hindsight practical expedient. JA New York also elected the practical expedient to utilize the risk-free rate for all operating leases. JA New York elected the practical expedient to account for nonlease components and the lease components to which they relate as a single component for all operating leases.

Operating Leases

In June 2022, JA New York entered into a lease agreement for office space for its headquarters in August 2022. Total payments under the agreements are approximately \$1.2 million. Minimum lease payments are approximately \$230,000 per year for the next five years starting five months after the commencement date under the lease, which is January 1, 2023. Under the terms of the lease agreement, JA New York provided the landlord with a security deposit of approximately \$80,000, which is included in other assets. At inception, JA New York's ROU asset and operating lease liability for its operating lease was \$1,153,180. The lease, which expires in December 2027, includes annual rent escalations and a rent credit equivalent to five months' rent.

The components of lease expenses for the year ended June 30, 2024 as follow:

Operating lease expense	\$	249,172
Short-term lease expense		<u>416,000</u>
	\$	<u><u>665,172</u></u>

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

Maturity of lease liabilities under noncancelable leases as of June 30, 2024 are follows:

Fiscal year:		
2025	\$	244,955
2026		250,467
2027		256,102
2028		<u>129,476</u>
Total undiscounted lease payments		881,000
Less imputed interest		<u>(39,256)</u>
Total lease liabilities	\$	<u>841,744</u>

(7) Pension and Health Plans

JA New York participates in two active plans administered by JA USA.

(a) *Defined-Contribution Plan*

Starting July 1, 2019, JA USA had a 401(k) profit-sharing plan covering substantially all employees. JA New York opted to participate in this centralized 401(k) plan during the fiscal year ended June 30, 2020. JA New York's contributions to the plan are determined by the Board of Directors for JA New York. Contributions to the plan made by JA New York were \$55,290 for the year ended June 30, 2024 and \$39,746 for the year ended June 30, 2023.

(b) *Health and Welfare Benefits Trust*

JA New York participates in the JA USA self-funded medical, dental, and other benefits plan covering full-time employees of JA New York and their beneficiaries and covered dependents. Premiums are paid into the plan for each participant by JA New York. All the assets and liabilities of the plan are held in the Junior Achievement USA Health and Welfare Benefits Trust (Benefits Trust). Accordingly, no balances or transactions of the Benefits Trust are recorded in the financial statements of JA New York.

(c) *Postretirement Benefits Plan*

JA New York participates in a postretirement benefits plan, which offers healthcare benefits to retired personnel of JA New York. This creates an implicit rate subsidy, which is considered to be a postretirement benefit. Management of JA New York does not believe the implicit rate subsidy amount to be material to JA New York, especially since the plan is a multiemployer plan. Accordingly, no balances or transactions of the plan are recorded in the financial statements of JA New York.

JA New York's premium expense for the Benefits Trust and the Postretirement Benefits Plan for the years ended June 30, 2024 and 2023 was \$238,121 and \$200,652, respectively.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

(8) In-Kind Contributions

In-kind contributions received include contributions by board members and their affiliates are reported at fair value as both support and expense (except where capitalized) in the accompanying statements of activities and consist of the following:

	<u>2024</u>	<u>2023</u>
Office and occupancy expense	\$ 30,000	30,000
Trainings and meetings	7,560	—
Professional services	<u>89,470</u>	<u>113,686</u>
	<u>\$ 127,030</u>	<u>143,686</u>

In-kind contributions can fluctuate widely from year to year, based on the opportunities for such contributions available to JA New York in any given year.

In-kind contributions primarily comprise office and occupancy expenses, and professional services, including accounting, tax, and legal services, that were included in program and supporting services of JA New York. Unless otherwise noted, contributed nonfinancial assets did not have donor-imposed restrictions. In-kind contributions are valued and are reported at the estimated fair value in the financial statements based on current rates for similar office and occupancy expenses and professional services.

(9) Line of Credit

JA New York has a line of credit (LOC) with a financial institution for an amount not to exceed \$1,000,000. The LOC is available through February 2025, subject to extension. The LOC bears interest at the adjusted SOFR rate plus 3.00% per annum (8.33% and 8.09% at June 30, 2024 and 2023, respectively) and is collateralized by the assets of JA New York. No amounts were drawn during fiscal 2024 or outstanding as of June 30, 2024 or 2023.

(10) Other Transactions with JA USA

At June 30, 2024 and 2023, accounts payable and accrued expenses included approximately \$25,642 and \$2,122, respectively, due to JA USA for purchases of program materials, insurance, and program support fees.

Under the terms of an operating agreement with JA USA, JA New York receives finder's fees from JA USA when funding is received by JA USA from a donor headquartered in JA New York's area. For the years ended June 30, 2024 and 2023, JA New York received finder's fees totaling \$65,988 and \$105,344, respectively, which is recorded in other income in the accompanying statements of activities.

JUNIOR ACHIEVEMENT OF NEW YORK, INC.

Notes to Financial Statements

June 30, 2024 and 2023

(11) Liquidity and Availability of Resources

Financial assets available within one year of the balance sheet date for general expenditures are as follows:

	June 30	
	2024	2023
Cash and cash equivalents without donor restrictions	\$ 260,467	2,019,054
Contributions without donor restrictions collectible within one year	1,390,771	1,198,402
Investment	1,761,016	1,519,664
Other receivables, included in prepaid expenses and other assets	1,499	10,615
	<u>\$ 3,413,753</u>	<u>4,747,735</u>

JA New York does not have any cash and cash equivalents, contributions receivable, or prepaid expenses and other assets with donor restrictions that would require a reduction of the amounts above. In addition, JA New York has a LOC for \$1,000,000. No amounts were drawn on this LOC as of June 30, 2024 and 2023.

(12) Subsequent Events

JA New York has evaluated subsequent events after June 30, 2024 through October 14, 2024, the date that the financial statements were available to be issued, and have determined that there were no material subsequent events during the period.