THE LITERACY CENTER (A Not-for-Profit Corporation)

Financial Statements and Independent Auditor's Report

June 30, 2017

1033 South Cedar Crest Boulevard Allentown, PA 18103

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The Literacy Center
Allentown, PA

We have audited the accompanying financial statements of The Literacy Center (A Not-for-Profit Corporation), which comprise the statement of financial position as of June 30, 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.

Auditor's 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 The Literacy Center as of June 30, 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.

Report on Summarized Comparative Information

We have previously audited the Literacy Center's 2016 financial statements, and our report dated September 21, 2016, expressed an unmodified opinion on those audited financial statements. 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.

Conglell, Roppold & Ywasita CCD

October 30, 2017

THE LITERACY CENTER (A Not-for-Profit Corporation) STATEMENTS OF FINANCIAL POSITION

<u>Assets</u>	 June 30, 2017	 lune 30, 2016
Cash and Cash Equivalents	\$ 214,602	\$ 122,241
Investments (Notes 2 and 3)	162,143	154,380
Accounts Receivable (Note 4)	4,917	23,757
Inventory	-	3,366
Prepaid Expenses	10,810	15,175
Equipment and Leasehold		
Improvements, Net (Note 5)	54,777	 62,457
Total Assets	\$ 447,249	\$ 381,376
Liabilities and Net Assets		
Liabilities		
Accounts Payable and Accrued Expenses	\$ 44,537	\$ 39,979
Deferred Revenue	960	960
Lease Payable	5,384	 971
Total Liabilities	 50,881	 41,910
Net Assets		
Unrestricted	383,668	339,466
Temporarily Restricted (Note 7)	12,700	
Total Net Assets	396,368	339,466
Total Liabilities and Net Assets	\$ 447,249	\$ 381,376

THE LITERACY CENTER (A Not-for-Profit Corporation) STATEMENTS OF ACTIVITIES

	Year Ended June 30, 2017			Year Ended June 30, 2016			
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total	
Operating Revenues, Gains, and Other Support							
Grants and Community Contributions	\$ 372,078	\$ -	\$ 372,078	\$ 297,676	\$ 5,000	\$ 302,676	
Contributed Services and Other In-Kinds (Note 1)	92,580	-	92,580	72,970	-	72,970	
Governmental Grants	421,686	-	421,686	416,472	-	416,472	
Service Revenue and Other	1,127	-	1,127	28,313	=	28,313	
Special Events	23,573	-	23,573	1,000	=	1,000	
Satisfaction of Restrictions				6,117	(6,117)		
Total Revenues, Gains, and Other Support	911,044		911,044	822,548	(1,117)	821,431	
Operating Expenses							
Program	708,226	=	708,226	666,949	=	666,949	
Management and General	95,226	-	95,226	107,702	=	107,702	
Fundraising	62,811		62,811	60,033		60,033	
Total Expenses	866,263		866,263	834,684		834,684	
Change in Net Assets from Operations	44,781		44,781	(12,136)	(1,117)	(13,253)	
Other Changes in Net Assets							
Net Assets Released from Restrictions							
for Capital Improvements	-	-	-	18,996	(18,996)	-	
Contributions Restricted for							
Capital Improvements	-	12,700	12,700	-	13,000	13,000	
Investment Income	4,979	-	4,979	5,947	-	5,947	
Net Realized/Unrealized Gain on Investments	2,784	-	2,784	66	-	66	
Loss on Disposal of Fixed Assets	(8,342)		(8,342)	(2,079)		(2,079)	
Total Other Changes	(579)	12,700	12,121	22,930	(5,996)	16,934	
Increase (Decrease) in Net Assets	44,202	12,700	56,902	10,794	(7,113)	3,681	
Net Assets at Beginning of Year	339,466		339,466	328,672	7,113	335,785	
Net Assets at End of Year	\$ 383,668	\$ 12,700	\$ 396,368	\$ 339,466	\$ -	\$ 339,466	

See independent auditor's report and notes to financial statements.

THE LITERACY CENTER (A Not-for-Profit Organization) STATEMENTS OF CASH FLOWS

		Year Ended			
	June 30, 2017		J	une 30, 2016	
Cash Flows from Operating Activities					
Increase in Net Assets	\$	56,902	\$	3,681	
Adjustments to Reconcile Increase in					
Net Assets to Net Cash Provided (Used) by					
Operating Activities:					
Depreciation		15,395		17,828	
Net Realized/Unrealized Gains/Losses on Investments		(2,784)		(66)	
Loss on Disposal of Equipment and Leasehold					
Improvements		8,342		2,079	
Contributions Restricted for Fixed Asset Purchases		(12,700)		(13,000)	
(Increase) Decrease in Assets:					
Accounts Receivable		18,840		(13,393)	
Inventory		3,366		(1,186)	
Prepaid Expenses		4,365		1,860	
Increase (Decrease) in Liabilities:					
Accounts Payable and Accrued Expenses		4,558		2,175	
Deferred Revenue		-		(1,504)	
Lease Payable		4,413		(2,565)	
Net Cash Provided (Used) by Operating Activities		100,697		(4,091)	
Cash Flows from Investing Activities					
Purchase of Investments		(4,979)		(35,947)	
Purchase of Equipment and Leasehold Improvements		(16,057)		(53,348)	
Net Cash Used by Investing Activities		(21,036)		(89,295)	
Cash Flow from Financing Activities					
Contributions Restricted for Fixed Asset Purchases		12,700		13,000	
Net Cash Provided by Financing Activities		12,700		13,000	
Net Increase (Decrease) in Cash and Cash Equivalents		92,361		(80,386)	
Cash and Cash Equivalents - Beginning of Year		122,241		202,627	
Cash and Cash Equivalents - End of Year	\$	214,602	\$	122,241	

See independent auditor's report and notes to financial statements.

THE LITERACY CENTER (A Not-for-Profit Corporation) STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2017 With Comparative Totals for 2016

	Program	Management and	Fund		Ended e 30,
	Services	General	Raising	2017	2016
Salaries Employee Health Benefits Payroll Taxes	\$ 417,571 20,770 43,750	\$ 64,204 8,601 6,542	\$ 41,396 2,920 4,218	\$ 523,171 32,291 54,510	\$ 541,292 27,886 55,166
Total Salaries and Related Expenses	482,091	79,347	48,534	609,972	624,344
Professional Fees Office Supplies Instructional Material	9,976 4,896 13,165	2,799 1,177		12,775 6,073 13,165	11,068 3,249 11,119
Telephone and Internet Postage Printing and Advertising	2,715 857 1,823	319 123 229	160 245 229	3,194 1,225 2,281	3,376 872 1,959
Travel Conference and Meetings Equipment Maintenance	- 2,044 2,860	- - 318	-	- 2,044 3,178	151 2,336 3,827
Small Equipment Occupancy	353 69,106	40 7,679	-	393 76,785	57,100
Insurance Dues Public Relations	9,172 677 -	1,020 75 -	- - 299	10,192 752 299	9,323 482 1,255
Program Expenses Temporary Services Board Functions	675 - 709	35 - 79	415 - -	1,125 - 788	1,744 120 878
One Time Relocation Costs Bank Fees Miscellaneous Expenses	- 515 157	- 342 104	-	- 857 261	10,052 - 322
Special Events Special Events In-Kind Expense In-Kind Equipment and Materials	- - 2,099	-	6,002 6,927	6,002 6,927 2,099	309
Use of Contributed Services and Facilities (Note 1)	90,481	<u> </u>		90,481	72,970
Total Expenses Before Depreciation Depreciation	694,371 13,855	93,686 1,540	62,811	850,868 15,395	816,856 17,828
Total Expenses	\$ 708,226	\$ 95,226	\$ 62,811	\$ 866,263	\$ 834,684

See independent auditor's report and notes to financial statements.

1. Nature of Activities and Summary of Significant Accounting Policies

Nature of Activities

The Literacy Center (TLC), guided by the mission: Education for Work, Family and Life, is a leader in community-based adult literacy education which is built on accessible, innovative, cost-effective instructional services. Pre-GED, Graduate Equivalency Diploma (GED), English as a Second Language (ESL), Career, and Family Literacy are core services, supplemented by instruction in computer basics, health wellness, nutrition and financial literacy. All instruction is offered at TLC's main offices in center city Allentown. A group tutoring model and one on one tutoring model is provided to support student outcomes and academic achievement. Services are provided to students regardless of their ability to pay.

Established in 1977 The Literacy Center (TLC) continues to serve a growing adult student population in the Lehigh Valley who are seeking English language proficiency and /or the high school equivalency diploma. For the 2017 academic year school year, TLC was able to increase the number of classes it offered in efforts to accommodate a growing demand for instructional services.

TLC's new location (2015) offers six newly renovated, fully equipped classrooms, allowing all classes to meet on site. In 2017, TLC expanded operations to include the recently vacated space on the third floor. This new area includes 1 large classroom/conference area, 3 smaller classrooms and a teacher's office space. TLC has a dedicated 24-computer based technology lab available for student use, available during full operational hours. Instruction in the computer laboratory to date, has been supported by trained volunteers. In addition, TLC has a dedicated children's library and family reading room. With the relocation to the new site and expanded space, TLC no longer uses donated community space, therefore reducing the in-kind donations related to community space.

During the 2017 academic year, seventy-five percent of adult student enrollment was directed toward ESL (English as a Second Language) and ESL/Civics instruction for students seeking to obtain American citizenship. Twenty-five percent of enrollment was focused on students seeking their Pennsylvania high school equivalency (GED) certificate.

During this academic year, TLC continued to revamp all curricula to develop a greater focus on workforce initiatives that help to prepare students for post-secondary education, technical/trade school training and sustainable employment. To continue to address the Allentown School District and Lehigh County's rising concerns about students who drop out before attaining a high school diploma, TLC's new track of GED instruction - Say YES (Young Empowered Student) to Your Future has experienced increased enrollment. What differentiates this program from traditional GED instruction is that it is especially designed for students who recently dropped out of high school, have not earned enough credits to traditionally graduate high school and are 17-24 years of age. Enrollment, pretesting, webbased applications and greater use of technology in instruction make every attempt to eliminate as many barriers to achievement as possible.

1. Nature of Activities and Summary of Significant Accounting Policies (Continued)

Nature of Activities (Continued)

TLC's supplemental instruction includes computer basics, project-based word processing, job searches on line, developing resumes, practicing interview techniques, health nutritional and financial literacy, conversation clubs that increase language proficiencies and skill. Family literacy initiatives provide focused family interaction while building competencies in reading. All enrolled students receive support from in-house Transition Counselors who assist students in setting and achieving goals, as well as supporting their commitment to studies and academic achievement.

TLC utilizes a core of 60+ trained volunteers who provide one on one and group tutoring sharing their valuable expertise and experience as classroom assistants.

TLC has been recognized by the Pennsylvania Department of Education (PDE) for Educational Functional Level (EFL) documented student gains that consistently exceed the Commonwealth's and National Results System (NRS) benchmark standards. While EFL gains have fallen statewide for the past two years, TLC's exceeded all PDE standards of student outcome measurement by up to 50%.

In this fiscal year, the organization held a total of 19 (16 ESL and 2 GED + 1GED/YES) classes along with individual and group tutoring sessions and supplemental educational programs delivering nearly 87,000 contact hours of direct student instruction.

Basis of Accounting

The accompanying financial statements are presented on the accrual basis of accounting with the principles of not-for-profit accounting.

Basis of Presentation

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

<u>Unrestricted Net Assets</u> - not subject to donor-imposed restrictions. Unrestricted net assets may be designated for specific purposes by the actions of the Board of Directors.

<u>Temporarily Restricted Net Assets</u> - subject to donor-imposed stipulations that may be fulfilled by the actions of the Board of Directors or become unrestricted at the date specified by the donor.

<u>Permanently Restricted Net Assets</u> - subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specific purposes.

1. Nature of Activities and Summary of Significant Accounting Policies (Continued)

Cash Equivalents

For purposes of the Statement of Cash Flows, the Organization considers cash held in savings accounts and separately held money market funds to be cash equivalents.

Accounts Receivable

Accounts receivable represents grants due from counties, states, and various sources. All accounts receivable are deemed collectible and no allowance has been provided.

Investments

The Organization has adopted FASB ASC 320-10, "Accounting for Certain Investments Held by Not-for-Profit Organizations." Under FASB ASC 320-10, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

Inventory

Inventory, stated at lower of cost (first-in, first-out) or market, consists of books.

Equipment and Leasehold Improvements

Equipment and leasehold improvements are stated at cost. Depreciation is computed by use of the straight-line method based on estimated useful lives. Donated fixed assets are stated at fair value and depreciated by use of the straight-line method based on estimated useful lives. Assets with costs under \$500 are not capitalized.

	<u>rears</u>
Equipment Furniture and Fixtures Leasehold Improvements	3 - 10 5 - 10 10

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Operating Measure

The Organization includes all changes in Unrestricted Net Assets in its "operating income" on the Statement of Activities except:

Contributions Restricted for Capital Contributions Investment Income Net Realized/Unrealized Gain (Loss) on Investments Gain (Loss) on Disposal of Fixed Assets

1. Nature of Activities and Summary of Significant Accounting Policies (Continued)

Contributions

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

The Organization reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

All contributions, legacies and bequests are considered to be available for unrestricted use unless specifically restricted by the donor

Income Taxes

The Organization is a non-profit organization exempt from income taxes under section 501(c)(3), of the internal revenue code.

The accounting standard for uncertainty in income taxes addresses the determination of whether tax benefits claims or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, the Organization may recognize the tax benefits from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits or liabilities recorded for the fiscal years 2017 and 2016.

The Organization files its 990 with the United States Internal Revenue Service and with the Bureau of Charitable Organizations in Pennsylvania.

Donated Materials and Services

Donated materials and equipment are reflected as contributions in the accompanying statements at their estimated values at date of receipt. Donated services for volunteer tutor hours have been valued at \$23.07 per hour. No amounts have been reflected in the statements for other services donated inasmuch as no objective basis is available to measure the value of such services; however, a substantial number of volunteers have donated significant amounts of their time in the Organization's program services and in its fund-raising campaigns.

1. Nature of Activities and Summary of Significant Accounting Policies (Continued)

Estimates and Assumptions

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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

Allocation of Expenses by Function

As reported in the Statement of Functional Expenses, expenses of the Organization have been allocated to the following functional reporting classifications:

Program Services Management and General Fundraising

The Organization's method for allocating expenses among the functional reporting classifications, which cannot be specifically identified as program or supporting service are based on estimates made for time spent by key personnel between functions, spaced occupied by function, consumption, and other objective bases.

Advertising Costs

Costs incurred for producing and communicating advertising are expensed when incurred.

Reclassification

Certain 2016 amounts have been reclassified in order to conform to the 2017 financial statement presentation. These reclassifications have no effect on the changes in net assets as previously reported.

2. Investments

Investments are composed of the following:

	June 30,			
		2017		2016
Money Market Funds	\$	945	\$	-
Mutual Funds		145,749		138,159
Fixed Income		15,449		16,221
Total Investments	\$	162,143	\$	154,380

The marketable securities at June 30, 2017 and 2016 are carried at fair value. The cumulative effect of unrealized gain (loss) is \$9,205 and \$6,083, respectively.

3. Fair Value Measurements

Financial Accounting Standards Board Statement ASC 820-10, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820-10 are described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets:
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable, are significant to the fair value measurement and include management's judgments about the assumptions market participants would use in pricing the asset or liability.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Investments classified within Level 3 whose fair value measurements consider several inputs may include Level 1 and/or Level 2 inputs as components of the overall fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2017 and 2016.

Corporate Bonds: Valued at the closing price reported on the active market on which the individual securities are traded.

Mutual Funds: Valued at the net asset value ("NAV") of shares held by the Organization at year end.

3. Fair Value Measurements (Continued)

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

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2017 and 2016:

	Assets at Fair Value as of June 30							
<u>2017</u>		Level 1	L	_evel 2	Le	evel 3		Total
Money Market Funds Mutual Funds	\$	945	\$	-	\$	-	\$	945
Large Value		51,206		-		-		51,206
Bond Funds		94,543		-		-		94,543
Fixed Income								
Corporate Bonds				15,449		-		15,449
Total Assets at Fair Value	\$	146,694	\$	15,449	\$		\$	162,143
<u>2016</u>								
Money Market Funds Mutual Funds	\$	-	\$	-	\$	-	\$	-
Large Value		45,090		-		-		45,090
Bond Funds		93,069		-		-		93,069
Fixed Income								
Corporate Bonds		-		16,221		-		16,221
Total Assets at Fair Value	\$	138,159	\$	16,221	\$	_	\$	154,380

There were no transfers between Level 1, Level 2, and Level 3 investments in 2017 and 2016. Transfers are recognized at the end of the reporting period.

4. Accounts Receivable

Accounts receivable consist of:

	 June 30,			
	 2017		2016	
Community Development Block Grant Pennsylvania Department of Education Various Other	\$ 4,917 - -	\$	11,432 12,067 258	
	\$ 4,917	\$	23,757	

5. Equipment and Leasehold Improvements

Equipment and leasehold improvements consist of the following:

	June 30,			
	2017		2016	
Office and Program Equipment Leasehold Improvements Less: Accumulated Depreciation and	\$ 92,741 29,680	\$	130,923 22,285	
Amortization	(67,644)		(90,751)	
	\$ 54,777	\$	62,457	

Depreciation and amortization charged to expense was \$15,395 and \$17,828, respectively.

6. Line of Credit

The Organization has a \$50,000 line of credit expiring April 15, 2019, of which the entire balance was unused at June 30, 2017. Bank advances on the credit line are payable on demand and carry an interest rate of the Wall Street Journal prime rate +0.5% as of June 30, 2017. The line of credit is collateralized by securities held in the BB&T Investments account, which had a market value of \$162,143 on June 30, 2017.

7. Net Assets

Temporarily restricted net assets are available for the following purposes:

		June 30,			
	2017			2016	
Program Services and Related Equipment	\$	12,700	\$	-	
	\$	12,700	\$	_	

8. Savings Plan

The Organization provides its employees with the option of participation in a 403(b) salary reduction plan. The cost to the Organization for this plan was \$-0- for the years ending June 30, 2017 and 2016.

9. Leases

The Organization leases its office space in Allentown under a multi-year lease expiring in August, 2022. Yearly rental expense, including parking, for the years ended June 30, 2017 and 2016 was \$62,516 and \$44,203, respectively. Future obligations of the Organization's long-term leases as of June 30, 2017 are:

Year ending June 30,	
2018	73,934
2019	76,152
2020	78,437
2021	80,790
2022	83,214
Thereafter	14,074
	\$ 406,601

10. Summarized Totals for Year Ended June 30, 2016

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

11. Subsequent Events

Management has considered events subsequent to June 30, 2017 that affect the Organization through October 30, 2017, the date the financial statements were available to be issued, and has determined that no material subsequent events exist that require disclosure.