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

Financial Statements and Independent Auditor's Report

June 30, 2019

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, 2019, 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, 2019, 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 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 14, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Conglell, Roppold & Ywasita CCP

June 12, 2020

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

<u>Assets</u>	June 30, 2019	June 30, 2018
Cash and Cash Equivalents Investments (Notes 3 and 4) Grants and Other Receivables (Note 5) Prepaid Expenses Equipment and Leasehold Improvements, Net (Note 6)	\$ 273,504 190,972 211,779 7,933 50,728	\$ 240,544 178,141 19,241 15,758 66,585
Total Assets	\$ 734,916	\$ 520,269
Liabilities and Net Assets		
Liabilities Accounts Payable and Accrued Expenses Lease Payable Total Liabilities	\$ 72,094 7,567 79,661	\$ 28,531 7,307 35,838
Net Assets Without Donor Restrictions: Undesignated Board Designated for Scholarships With Donor Restrictions: Purpose Restrictions (Note 8) Time Restrictions (Note 8)	562,255 3,000 - 90,000	478,772 3,000 2,659
Total Net Assets	655,255	484,431
Total Liabilities and Net Assets	\$ 734,916	\$ 520,269

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

	Year Ended June 30, 2019			Year Ended June 30, 2018			
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	
Operating Revenues, Gains, and Other Support							
Grants and Community Contributions	\$ 398,956	\$ 105,000	\$ 503,956	\$ 408,570	\$ -	\$ 408,570	
Contributed Services and Other In-Kinds (Note 1)	25,758	-	25,758	97,496	-	97,496	
Governmental Grants and Service Revenue	366,887	-	366,887	456,494	-	456,494	
Gross Special Events Revenue	16,478	-	16,478	12,605	-	12,605	
Satisfaction of Restrictions	17,659	(17,659)	<u> </u>				
Total Operating Revenues, Gains, and Other Support	825,738	87,341	913,079	975,165		975,165	
Operating Expenses							
Program	628,960	-	628,960	753,920	-	753,920	
Management and General	66,515	-	66,515	89,212	-	89,212	
Fundraising	59,706		59,706	50,227		50,227	
Total Expenses	755,181		755,181	893,359		893,359	
Change in Net Assets from Operations	70,557	87,341	157,898	81,806		81,806	
Other Changes in Net Assets							
Net Assets Released from Restrictions							
for Fixed Asset Purchases	-	-	-	10,041	(10,041)	-	
Investment Income	6,275	-	6,275	4,365	-	4,365	
Net Realized/Unrealized Gain on Investments	6,651		6,651	1,892		1,892	
Total Other Changes	12,926		12,926	16,298	(10,041)	6,257	
Increase (Decrease) in Net Assets	83,483	87,341	170,824	98,104	(10,041)	88,063	
Net Assets at Beginning of Year	481,772	2,659	484,431	383,668	12,700	396,368	
Net Assets at End of Year	\$ 565,255	\$ 90,000	\$ 655,255	\$ 481,772	\$ 2,659	\$ 484,431	

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

	Year Ended				
		lune 30,	J	lune 30,	
		2019		2018	
Cash Flows from Operating Activities					
Increase in Net Assets	\$	170,824	\$	88,063	
Adjustments to Reconcile Increase in					
Net Assets to Net Cash Provided by					
Operating Activities:					
Depreciation		16,437		14,978	
Net Realized/Unrealized Gains/Losses on Investments (Increase) Decrease in Assets:		(6,651)		(1,892)	
Accounts Receivable		(192,538)		(14,324)	
Prepaid Expenses		7,825		(4,948)	
Increase (Decrease) in Liabilities:					
Accounts Payable and Accrued Expenses		43,563		(16,006)	
Deferred Revenue		-		(960)	
Lease Payable		260		1,923	
Net Cash Provided by Operating Activities		39,720		66,834	
Cash Flows from Investing Activities					
Purchase of Investments		(6,180)		(14,106)	
Purchase of Equipment and Leasehold Improvements		(580)		(26,786)	
Net Cash Used by Investing Activities		(6,760)		(40,892)	
Net Increase in Cash and Cash Equivalents		32,960		25,942	
Cash and Cash Equivalents - Beginning of Year		240,544		214,602	
Cash and Cash Equivalents - End of Year	\$	273,504	\$	240,544	

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

# Year Ended June 30, 2019 With Comparative Totals for 2018

	Program	Management and	Fund		Ended e 30,
	Services	General	Raising	2019	2018
Salaries Employee Health Benefits Payroll Taxes	\$ 382,636 17,207 36,172	\$ 29,616 3,112 1,254	\$ 28,616 - 2,589	\$ 440,868 20,319 40,015	\$ 474,324 35,963 50,036
Total Salaries and Related Expenses	436,015	33,982	31,205	501,202	560,323
Professional Fees Office Supplies	20,439 4,490	18,088 55	2,451 -	40,978 4,545	71,873 3,034
Instructional Material Telephone and Internet Postage	4,910 3,643 15	188 153 6	- 153 212	5,098 3,949 233	12,538 2,933 1,237
Printing and Advertising Travel	353	4,048 90	2,668 90	6,716 533	3,671 2,477
Conference and Meetings Equipment Maintenance Occupancy	2,759 13,367 90,353	548 3,628	4,824 2,951 3,628	7,583 16,866 97,609	5,510 4,597 91,455
Insurance Dues Public Relations	9,891	1,231 516	494 854	11,616 1,370	10,611 1,324
Program Expenses Board Functions	3,653	- 298	3,695	7,348 298	1,437 611
Bank Fees Miscellaneous Expenses Special Events	- 164 -	1,521 26 -	- - 5,331	1,521 190 5,331	1,663 1,199 4,392
In-Kind Equipment and Materials Use of Contributed Services and	-	-	-	-	539
Facilities (Note 1)  Total Expenses Before Depreciation	25,758 615,810	64,378	58,556	25,758 738,744	96,957 878,381
Depreciation	13,150	2,137	1,150	16,437	14,978
Total Expenses	\$ 628,960	\$ 66,515	\$ 59,706	\$ 755,181	\$ 893,359

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.

The Literacy Center's mission is to deliver high-quality instruction, training and support for Lehigh Valley adults experiencing language, education, and employment barriers. The Literacy Center (TLC) has been providing educational programs that help Lehigh Valley residents improve their literacy skills since 1977. Through English as a Second Language (ESL), High School Equivalency (GED®), Workforce Development, and support services, TLC is solving the complex challenges of low literacy in our community – one student and one family at a time. During the past forty-three years, over 30,000 adults have benefited from TLC's programs.

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. TLC exceeded all PDE standards of student outcome measurement.

#### Basis of Accounting

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

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

#### Basis of Presentation

Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of TLC are classified and reported as follows:

**Net Assets Without Donor Restrictions** – Net assets available for use in general operations and not subject to donor or certain grantor restrictions. Net assets without donor restrictions may be designated for specific purposes by the action of the Board of Directors.

**Net Assets With Donor Restrictions** – Net assets subject to donor-imposed restrictions. Donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

#### Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, TLC 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**

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 net assets without donor restriction 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.

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

#### 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	3 - 10
Furniture and Fixtures	5 - 10
Leasehold Improvements	10

#### Operating Measure

TLC includes all changes in Net Assets Without Donor Restrictions in its "operating income" on the Statement of Activities except:

Contributions Restricted for Fixed Asset Purchases Investment Income Net Realized/Unrealized Gain (Loss) on Investments

### **Contributions**

TLC reports gifts of cash and other assets as support with donor restrictions 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, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions.

TLC reports gifts of land, buildings, and equipment as support without donor restriction 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 support with donor restrictions. Absent explicit donor stipulations about how long those long-lived assets must be maintained, TLC 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 use unless specifically restricted by the donor.

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

#### Income Taxes

TLC 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, TLC 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 TLC 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 2019 and 2018.

TLC files its 990 with the United States Internal Revenue Service and Form BCO-10 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 TLC's program services and in its fund-raising campaigns.

### Estimates and Assumptions

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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.

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

# Allocation of Expenses by Function

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

Program Services Management and General Fundraising

TLC'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.

#### **Reclassifications**

Certain 2018 amounts have been reclassified in order to conform to the 2019 financial statement presentation. These reclassifications have no effect on the changes in net assets as previously reported.

### 2. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the Statement of Financial Position date, comprise the following:

Cash and Cash Equivalents	\$ 273,504
Investments	190,972
Grants and Other Receivables	 211,779
Less: Donor Restricted for Passage of Time	 (90,000)
	\$ 586,255

TLC is supported mainly by community contributions and governmental grants. TLC believes that the continuing support, along with assets held as of June 30, 2019, is sufficient to enable TLC to continue to operate for the coming year.

#### 3. Investments

Investments are composed of the following:

		June 30,			
	2019		2018		
Money Market Funds Equities Mutual Funds	\$	17,027 12,735 161,210	\$ 16,899 10,711 150,531		
Total Investments	\$	190,972	\$178,141		

The marketable securities at June 30, 2019 and 2018 are carried at fair value. The cumulative effect of unrealized gain (loss) is \$18,436 and \$16,544, respectively.

#### 4. 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 TLC 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.

# 4. Fair Value Measurements (Continued)

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, 2019 and 2018.

Equities: 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 TLC at year end.

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 TLC 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, TLC's assets at fair value as of June 30, 2019 and 2018:

	Assets at Fair Value as of June 30						
<u>2019</u>		Level 1	Lev	el 2	Lev	el 3	 Total
Money Market Funds Equities	\$	17,027	\$	-	\$	-	\$ 17,027
Healthcare Mutual Funds		12,735		-		-	12,735
Large Value		99,603		-		-	99,603
Bond Funds		61,607					 61,607
Total Assets at Fair Value	\$	190,972	\$		\$		\$ 190,972
<u>2018</u>		Level 1	Lev	el 2	Lev	el 3	 Total
Money Market Funds Equities	\$	16,899	\$	-	\$	-	\$ 16,899
Healthcare Mutual Funds		10,711		-		-	10,711
Large Value		56,160		-		-	56,160
Bond Funds		94,371					 94,371
Total Assets at Fair Value	\$	178,141	\$		\$		\$ 178,141

There were no transfers between Level 1, Level 2, and Level 3 investments in 2019 and 2018. Transfers are recognized at the end of the reporting period.

#### 5. Grants and Other Receivables

Grants and other receivables consist of:

	 June 30,			
	 2019	2018		
Community Development Block Grants Pennsylvania Department of Education Various Other	\$ 11,441 200,338	\$ 15,284 - 3,957		
	\$ 211,779	\$ 19,241		

# 6. Equipment and Leasehold Improvements

Equipment and leasehold improvements consist of the following:

	June 30,			
	2019		2018	
Office and Program Equipment Leasehold Improvements Less: Accumulated Depreciation and	\$	120,107 29,680	\$119,527 29,680	
Amortization		(99,059)	(82,622)	
	\$	50,728	\$ 66,585	

Depreciation and amortization charged to expense was \$16,437 and \$14,978, for the years ended June 30 2019 and 2018, respectively.

#### 7. Line of Credit

During the fiscal year ended June 30, 2019, TLC had available a \$50,000 line of credit of which the entire balance was unused at June 30, 2019 and 2018. 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, 2019. The line of credit was collateralized by securities held in the BB&T Investments account. The line of credit expired in early 2020 and was not renewed after expiration.

### 8. Net Assets With Donor Restrictions

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

	June 30,			
	2019	2018		
Subject to Expenditure for Specified Purpose:	¢	¢ 2.650		
Program Services and Related Equipment	<u>\$ -</u> -	\$ 2,659 2,659		
Subject to the Passage of Time:				
Fiscal Year 2020 Programs and Operations	90,000			
	90,000			
Total	\$ 90,000	\$ 2,659		

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose:

	 June 30,		
	 2019	2018	
Released for Programs and Equipment Purchases Executive Director Salary	\$ 2,659 15,000	\$ 10,041 -	
•	\$ 17,659	\$ 10,041	
	 ,000	<del></del>	

# 9. Savings Plan

TLC provides its employees with the option of participation in a 403(b) salary reduction plan. The cost to TLC for this plan was \$-0- for the years ending June 30, 2019 and 2018.

#### 10. Leases

TLC 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, 2019 and 2018 was \$76,425 and \$75,312, respectively. Future obligations of TLC's long-term leases as of June 30, 2019 are:

Year ending June 30,	
2020	\$ 78,437
2021	80,790
2022	83,214
2023	14,074
	\$256,515

### 11. Summarized Totals for Year Ended June 30, 2018

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, 2018, from which summarized information was derived.

#### 12. Subsequent Events

Management has considered events subsequent to June 30, 2019 that affect TLC through June 12, 2020, the date the financial statements were available to be issued, and has determined that no material subsequent events exist that require disclosure.

Subsequent to year-end, the World Health Organization declared the spread of Coronavirus Disease (COVID-19) a worldwide pandemic. The COVID-19 pandemic is having significant effects on global markets, supply chains, businesses, and communities. Specific to The Literacy Center, COVID-19 may impact various parts of its 2020 operations and financial results. Management believes the Organization is taking appropriate actions to mitigate the negative impact. As of the report release date, The Literacy Center has secured additional funding via the federal Paycheck Protection Program, thus helping to supplement 2020 fiscal operations. The Literacy Center has also maintained their existing staff and continues to operate remotely, while holding classes and providing instruction online. The full impact of COVID-19 is unknown however, and cannot be reasonably estimated as these events occurred subsequent to year-end and are still developing.