

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Financial Statements,
Supplemental Information and
Independent Auditor's Report
June 30, 2022 and 2021

Contents

	Page
Independent Auditor's Report	1
Combined Financial Statements	
Combined Statements of Financial Position	3
Combined Statement of Activities - 2022.....	4
Combined Statement of Activities - 2021	5
Combined Statements of Cash Flows	6
Combined Statement of Functional Expenses - 2022.....	7
Combined Statement of Functional Expenses - 2021	8
Notes to Combined Financial Statements.....	9
Supplemental Information	
Combining Schedule of Financial Position - 2022.....	26
Combining Schedule of Activities - 2022.....	27
Combining Schedule of Financial Position - 2021	28
Combining Schedule of Activities - 2021	29

Independent Auditor's Report

The Board of Directors
Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust
Palmetto, Florida

Opinion

We have audited the accompanying combined financial statements of Southeastern Guide Dogs, Inc. (the School) and Southeastern Guide Dogs, Inc. Endowment Trust (the Trust), collectively referred to as the Organization, which comprise the combined statements of financial position as of June 30, 2022 and 2021, and the related combined statements of activities, cash flows and functional expenses for the years then ended, and the related notes to the combined financial statements.

In our opinion, the accompanying combined financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Combined Financial Statements section of our report. We are required to be independent of the Organization 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 Combined Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Combined Financial Statements

Our objectives are to obtain reasonable assurance about whether the combined financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 combined 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 combined 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 combined 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 Organization'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 combined financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization'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.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the combined financial statements as a whole. The accompanying supplemental information is presented for purposes of additional analysis and is not a required part of the combined financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the combined financial statements. The information has not been subjected to the auditing procedures applied in the audits of the combined financial statements. Accordingly, we do not express an opinion on the supplemental information referred to above.

Kukuing Barbanio & Co.

Sarasota, Florida
November 10, 2022

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statements of Financial Position

June 30, 2022 and 2021

Assets	<u>2022</u>	<u>2021</u>
Cash and cash equivalents:		
Without donor restrictions	\$ 2,994,061	\$ 2,386,885
With donor restrictions - purpose and time	531,561	478,149
With donor restrictions - perpetual in nature	194,366	120,705
Total cash and cash equivalents	<u>3,719,988</u>	<u>2,985,739</u>
Accrued interest receivable	306,451	290,126
Pledges receivable, net (Note 4)	946,289	1,563,823
Prepaid expenses and other assets	107,113	94,028
Merchandise inventory	40,731	35,265
Investments (Note 6):		
Restricted for gift annuity liability	61,557	71,823
Without donor restrictions	35,591,239	36,490,336
With donor restrictions - purpose and time	4,220,571	5,001,024
With donor restrictions - perpetual in nature	11,524,973	11,760,659
Total investments	<u>51,398,340</u>	<u>53,323,842</u>
Bequests and estates receivable	16,591	135,341
Charitable trusts receivable	330,849	330,023
Mortgage receivable	90,912	94,064
Property and equipment, net (Note 8)	<u>26,706,659</u>	<u>27,517,803</u>
 Total Assets	 <u>\$ 83,663,923</u>	 <u>\$ 86,370,054</u>
 Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 1,096,226	\$ 961,577
Gift annuity liability	61,557	71,823
Total liabilities	<u>1,157,783</u>	<u>1,033,400</u>
 Net Assets:		
Without donor restrictions:		
Undesignated	24,104,020	24,108,905
Funds for Operating Support	9,182,572	10,345,246
Investment in property and equipment	26,706,659	27,517,803
Total net assets without donor restrictions	<u>59,993,251</u>	<u>61,971,954</u>
With donor restrictions:		
Purpose and time restrictions	10,880,542	11,021,977
Perpetual in nature	11,632,347	12,342,723
Total net assets with donor restrictions (Note 11)	<u>22,512,889</u>	<u>23,364,700</u>
 Total net assets	 <u>82,506,140</u>	 <u>85,336,654</u>
 Total Liabilities and Net Assets	 <u>\$ 83,663,923</u>	 <u>\$ 86,370,054</u>

See accompanying notes to combined financial statements.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statement of Activities

Year Ended June 30, 2022

(With Summarized Totals for 2021)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>2021 Total</u>
Support and Revenue:				
Individuals	\$ 3,358,227	\$ 3,220,334	\$ 6,578,561	\$ 7,042,290
Bequests	4,230,532	1,019,744	5,250,276	8,975,456
Lions Club	77,759	9,100	86,859	100,589
Service clubs	94,029	110,685	204,714	120,262
CFC project	59,890	5,116	65,006	61,238
Foundations	1,264,944	1,671,084	2,936,028	2,637,496
Corporate donations	227,705	504,426	732,131	654,439
Contributed services and nonfinancial assets (Note 2)	14,354,595	-	14,354,595	12,118,442
Paycheck Protection Program loan forgiveness	-	-	-	1,489,550
Marketing revenue	46,062	-	46,062	33,387
Other revenue	126,193	-	126,193	93,485
Merchandise sales, net of cost of sales of \$21,536	15,245	-	15,245	22,110
Special events, net of direct costs of \$410,805	855,784	-	855,784	753,825
Gain on disposal of assets	1,550	-	1,550	11,379
Realized gain (loss) on investments, net	51,418	(102,268)	(50,850)	1,686,572
Unrealized gain (loss) on investments, net	(3,956,412)	(2,460,624)	(6,417,036)	1,067,664
Investment income, net of investment expenses	837,917	52,423	890,340	732,376
Total support and revenue	<u>21,645,438</u>	<u>4,030,020</u>	<u>25,675,458</u>	<u>37,600,560</u>
Net assets released from restrictions	4,893,610	(4,893,610)	-	-
Total support, revenue and releases	<u>26,539,048</u>	<u>(863,590)</u>	<u>25,675,458</u>	<u>37,600,560</u>
Functional Expenses:				
Program services	24,768,588	-	24,768,588	21,431,515
Supporting services:				
Management and general	1,044,063	-	1,044,063	1,046,222
Fundraising	2,707,875	-	2,707,875	2,088,978
Total functional expenses	<u>28,520,526</u>	<u>-</u>	<u>28,520,526</u>	<u>24,566,715</u>
Change in net assets before change in value of split interest agreements	<u>(1,981,478)</u>	<u>(863,590)</u>	<u>(2,845,068)</u>	<u>13,033,845</u>
Change in value of split interest agreements	<u>2,775</u>	<u>11,779</u>	<u>14,554</u>	<u>18,091</u>
Change in net assets	(1,978,703)	(851,811)	(2,830,514)	13,051,936
Net assets - beginning of year	<u>61,971,954</u>	<u>23,364,700</u>	<u>85,336,654</u>	<u>72,284,718</u>
Net assets - end of year	<u>\$ 59,993,251</u>	<u>\$ 22,512,889</u>	<u>\$ 82,506,140</u>	<u>\$ 85,336,654</u>

See accompanying notes to combined financial statements.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statement of Activities

Year Ended June 30, 2021

(With Summarized Totals for 2022)

	Without Donor Restrictions	With Donor Restrictions	Total	2022 Total
Support and Revenue:				
Individuals	\$ 4,990,942	\$ 2,051,348	\$ 7,042,290	\$ 6,578,561
Bequests	7,178,317	1,797,139	8,975,456	5,250,276
Lions Club	80,514	20,075	100,589	86,859
Service clubs	42,051	78,211	120,262	204,714
CFC project	51,523	9,715	61,238	65,006
Foundations	968,668	1,668,828	2,637,496	2,936,028
Corporate donations	318,853	335,586	654,439	732,131
Contributed services and nonfinancial assets (Note 2)	12,118,442	-	12,118,442	14,354,595
Paycheck Protection Program loan forgiveness	1,489,550	-	1,489,550	-
Marketing revenue	33,387	-	33,387	46,062
Other revenue	93,485	-	93,485	126,193
Merchandise sales, net of cost of sales of \$9,149	22,110	-	22,110	15,245
Special events, net of direct costs of \$368,873	753,825	-	753,825	855,784
Gain on disposal of assets	11,379	-	11,379	1,550
Realized gain (loss) on investments, net	859,809	826,763	1,686,572	(50,850)
Unrealized gain (loss) on investments, net	994,095	73,569	1,067,664	(6,417,036)
Investment income, net of investment expenses	647,421	84,955	732,376	890,340
Total support and revenue	<u>30,654,371</u>	<u>6,946,189</u>	<u>37,600,560</u>	<u>25,675,458</u>
Net assets released from restrictions	5,574,661	(5,574,661)	-	-
Total support, revenue and releases	<u>36,229,032</u>	<u>1,371,528</u>	<u>37,600,560</u>	<u>25,675,458</u>
Functional Expenses:				
Program services	21,431,515	-	21,431,515	24,768,588
Supporting services:				
Management and general	1,046,222	-	1,046,222	1,044,063
Fundraising	2,088,978	-	2,088,978	2,707,875
Total functional expenses	<u>24,566,715</u>	<u>-</u>	<u>24,566,715</u>	<u>28,520,526</u>
Change in net assets before change in value of split interest agreements	<u>11,662,317</u>	<u>1,371,528</u>	<u>13,033,845</u>	<u>(2,845,068)</u>
Change in value of split interest agreements	<u>(5,747)</u>	<u>23,838</u>	<u>18,091</u>	<u>14,554</u>
Change in net assets	11,656,570	1,395,366	13,051,936	(2,830,514)
Net assets - beginning of year	50,315,384	21,969,334	72,284,718	85,336,654
Net assets - end of year	<u>\$ 61,971,954</u>	<u>\$ 23,364,700</u>	<u>\$ 85,336,654</u>	<u>\$ 82,506,140</u>

See accompanying notes to combined financial statements.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statements of Cash Flows
Years Ended June 30, 2022 and 2021

	2022	2021
Cash Flows from Operating Activities:		
Change in net assets	\$ (2,830,514)	\$ 13,051,936
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	1,318,966	1,313,535
Realized and unrealized (gain) loss on investments, net	6,467,886	(2,754,236)
Change in value of split interest agreements	(14,554)	(18,091)
Gain on disposal of assets	(1,550)	(11,379)
Contributions restricted for long-term investments	(1,251,989)	(6,565)
Paycheck Protection Program loan forgiveness	-	(1,489,550)
Change in operating assets:		
Accrued interest receivable	(16,325)	(102,642)
Prepaid expenses and other assets	(13,085)	50,617
Merchandise inventory	(5,466)	4,651
Pledges receivable, non-capital	449,679	1,949,158
Bequests and estates receivable	118,750	(118,750)
Charitable trusts receivable	15,662	15,138
Change in operating liabilities:		
Accounts payable and accrued expenses	134,649	208,201
Gift annuity liability	(12,200)	(12,200)
Total adjustments	7,190,423	(972,113)
Net cash provided by operating activities	4,359,909	12,079,823
Cash Flows from Investing Activities:		
Payments received on mortgage receivable	3,152	4,002
Purchase of property and equipment	(507,822)	(2,348,661)
Proceeds from disposals of assets	1,550	11,379
Purchases of investments	(17,601,378)	(51,210,432)
Proceeds from sales of investments	13,058,994	36,608,020
Net cash used in investing activities	(5,045,504)	(16,935,692)
Cash Flows from Financing Activities:		
Contributions, net of change in pledges, restricted for long-term investments	1,419,844	602,366
Net cash provided by financing activities	1,419,844	602,366
Change in cash and cash equivalents	734,249	(4,253,503)
Cash and cash equivalents - beginning of year	2,985,739	7,239,242
Cash and cash equivalents - end of year	\$ 3,719,988	\$ 2,985,739

See accompanying notes to combined financial statements.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statement of Functional Expenses

Year Ended June 30, 2022

(With Summarized Totals for 2021)

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>	<u>2021 Total</u>
Salaries	\$ 5,945,237	\$ 471,557	\$ 1,463,649	\$ 7,880,443	\$ 7,003,924
Employee benefits	675,749	53,598	166,362	895,709	648,738
Payroll taxes	<u>414,305</u>	<u>(3,051)</u>	<u>101,099</u>	<u>512,353</u>	<u>553,305</u>
Total personnel expense	7,035,291	522,104	1,731,110	9,288,505	8,205,967
Advertising and promotions	559,680	5,327	430	565,437	354,889
In-kind advertising and promotions	13,254,346	-	698,408	13,952,754	11,809,547
Breeding cost, kennel supplies and veterinary services	858,841	54	-	858,895	757,894
General insurance	193,019	19,526	49,138	261,683	262,537
Maintenance and equipment	706,110	15,800	24,419	746,329	515,613
Occupancy	185,678	22,825	17,074	225,577	201,648
Office	68,076	26,616	11,504	106,196	115,889
Other	123,530	40,968	53,519	218,017	219,868
Printing	94,986	8,188	65,559	168,733	138,547
Professional fees and contracted services	248,146	101,136	25,510	374,792	357,330
Student meals and other	27,544	-	-	27,544	32,456
Supplies	87,580	12,924	17,413	117,917	99,664
Telephone	27,833	3,636	7,289	38,758	41,871
Travel	<u>242,242</u>	<u>1,679</u>	<u>6,502</u>	<u>250,423</u>	<u>139,460</u>
Total functional expenses before depreciation	23,712,902	780,783	2,707,875	27,201,560	23,253,180
Depreciation	<u>1,055,686</u>	<u>263,280</u>	<u>-</u>	<u>1,318,966</u>	<u>1,313,535</u>
Total functional expenses - 2022	<u>\$ 24,768,588</u>	<u>\$ 1,044,063</u>	<u>\$ 2,707,875</u>	<u>\$ 28,520,526</u>	<u>\$ 24,566,715</u>
Percent of Total - 2022	86.84%	3.66%	9.50%	100.00%	100.00%
Total functional expenses - 2021	<u>\$ 21,431,515</u>	<u>\$ 1,046,222</u>	<u>\$ 2,088,978</u>	<u>\$ 24,566,715</u>	
Percent of Total - 2021	87.24%	4.26%	8.50%	100.00%	

See accompanying notes to combined financial statements.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combined Statement of Functional Expenses

Year Ended June 30, 2021

(With Summarized Totals for 2022)

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>	<u>2022 Total</u>
Salaries	\$ 5,411,432	\$ 478,436	\$ 1,114,056	\$ 7,003,924	\$ 7,880,443
Employee benefits	501,234	44,315	103,189	648,738	895,709
Payroll taxes	442,893	33,171	77,241	553,305	512,353
Total personnel expense	<u>6,355,559</u>	<u>555,922</u>	<u>1,294,486</u>	<u>8,205,967</u>	<u>9,288,505</u>
Advertising and promotions	348,056	6,383	450	354,889	565,437
In-kind advertising and promotions	11,219,070	-	590,477	11,809,547	13,952,754
Breeding cost, kennel supplies and veterinary services	757,894	-	-	757,894	858,895
General insurance	197,531	19,159	45,847	262,537	261,683
Maintenance and equipment	474,813	21,208	19,592	515,613	746,329
Occupancy	164,211	21,462	15,975	201,648	225,577
Office	82,026	23,723	10,140	115,889	106,196
Other	133,152	44,835	41,881	219,868	218,017
Printing	106,692	7,417	24,438	138,547	168,733
Professional fees and contracted services	250,405	74,975	31,950	357,330	374,792
Student meals and other	32,456	-	-	32,456	27,544
Supplies	89,024	5,462	5,178	99,664	117,917
Telephone	31,262	3,919	6,690	41,871	38,758
Travel	137,514	72	1,874	139,460	250,423
Total functional expenses before depreciation	<u>20,379,665</u>	<u>784,537</u>	<u>2,088,978</u>	<u>23,253,180</u>	<u>27,201,560</u>
Depreciation	<u>1,051,850</u>	<u>261,685</u>	<u>-</u>	<u>1,313,535</u>	<u>1,318,966</u>
Total functional expenses - 2021	<u>\$ 21,431,515</u>	<u>\$ 1,046,222</u>	<u>\$ 2,088,978</u>	<u>\$ 24,566,715</u>	<u>\$ 28,520,526</u>
Percent of Total - 2021	87.24%	4.26%	8.50%	100.00%	100.00%
Total functional expenses - 2022	<u>\$ 24,768,588</u>	<u>\$ 1,044,063</u>	<u>\$ 2,707,875</u>	<u>\$ 28,520,526</u>	
Percent of Total - 2022	86.84%	3.66%	9.50%	100.00%	

See accompanying notes to combined financial statements.

Southeastern Guide Dogs, Inc. and Southeastern Guide Dogs, Inc. Endowment Trust

Notes to Combined Financial Statements
June 30, 2022 and 2021

I. Organization

Southeastern Guide Dogs (the School) transforms lives by creating and nurturing extraordinary partnerships between people and dogs. The School operates the most advanced training facilities of any service dog organization in the world. The School's experts breed, raise, and train elite working dogs - including guide dogs, service dogs, and skilled companion dogs - and provide life-changing services for people with vision loss, veterans with disabilities, and children with significant challenges such as vision loss or the loss of a parent in the military. Southeastern Guide Dogs has successfully created thousands of guide dog and service dog teams throughout the United States since our inception in 1982, and currently oversees the well-being of over 1,200 puppies and dogs.

All of the School's services - which include state-of-the-art research on canine health and development; selective breeding; expert dog training; comprehensive on-campus student instruction; and the most robust alumni support program in North America - are provided at no cost to our clients. Donations sustain our mission and give freedom and hope to people who need it most. Southeastern Guide Dogs has the distinction of being dually accredited by the two premier global accreditation bodies: the International Guide Dog Federation and Assistance Dogs International. Learn more at www.GuideDogs.org.

While the School and its supporters recognize the puppies and dogs as one of the Organization's most valuable assets, from a financial reporting perspective, the puppies and dogs are not classified as assets, and therefore are not reflected in the combined financial statements.

The School is situated in a peaceful setting on a 33-acre campus on the gulf coast of Florida in beautiful Manatee County. The facilities consist of a Student Center, a Student Fitness Center, a Veterinary Center, a Puppy Academy, a Canine University, a Canine Assessment Center, and a Canine Fitness Center.

Southeastern Guide Dogs, Inc. is governed by a strong and independent, geographically diverse Board of Directors, which meets quarterly and conducts its business through several committees and taskforces that meet regularly between board meetings.

In 1989, Southeastern Guide Dogs Inc. Endowment Trust (the Trust) was created as a supporting organization to operate exclusively for the charitable, educational, and scientific purposes of the School, including for such purposes of making distributions solely to the School.

2. Summary of Significant Accounting Policies

Principles of Combination

The combined financial statements include the accounts of Southeastern Guide Dogs, Inc. (the School), and Southeastern Guide Dogs, Inc. Endowment Trust (the Trust), collectively referred to as the Organization. Southeastern Guide Dogs, Inc. holds an economic interest in Southeastern Guide Dogs, Inc. Endowment Trust. All significant inter-company transactions and accounts have been eliminated in the accompanying combined financial statements.

Financial Statements

The combined financial statements and notes are a representation of the Organization's management, which is also responsible for their integrity and objectivity. The accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the combined financial statements.

Southeastern Guide Dogs, Inc. and Southeastern Guide Dogs, Inc. Endowment Trust

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (Continued)

Use of Estimates and Assumptions

The preparation of combined financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the combined financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and assumptions.

Basis of Presentation

The accompanying combined financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets, revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions - net assets that are not subject to donor-imposed stipulations. Quasi-endowment funds and board designated funds, established by the Board of Directors, are classified as net assets without donor restrictions.

Net assets with donor restrictions - net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires, these net assets are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Other net assets are perpetual in nature. These net assets are subject to donor-imposed stipulations that the net assets be maintained in perpetuity by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investment for general or specific purposes.

Revenue Recognition

All contributions and bequests are considered available without donor restrictions unless specifically restricted by the respective donor or bequestor.

Contributions and bequests received with donor or bequestor stipulations that limit the use of donated assets are treated as net assets with donor restrictions. When the purpose of the restriction is accomplished, these net assets are reclassified to net assets without donor restrictions and reported in the combined statements of activities as net assets released from restrictions.

Contributions and bequests restricted for the purpose of acquiring or constructing long-lived assets are recorded as net assets with donor restrictions until the long-lived asset is acquired or constructed, at which time the net assets are released from the restriction and reclassified to net assets without donor restrictions.

Contributions restricted by the donor for endowment purposes are treated as net assets with donor restrictions. The principal of the contribution remains intact in perpetuity.

Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. The Organization does not have any conditional promises to give.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (Continued)

Revenue Recognition (Continued)

Special events revenue is comprised of an exchange element based upon the direct benefits donors receive and a contribution element for the difference. The Organization recognizes special events revenue equal to the fair value of direct benefits to donors when the special event takes place. The Organization recognizes the contribution element of special event revenue immediately, unless there is a right of return if the special event does not take place.

Income Tax Status

The School and Trust have been recognized by the Internal Revenue Service as tax-exempt organizations described in Section 501(c)(3) of the Internal Revenue Code. Income earned in furtherance of the School's and Trust's tax-exempt purpose is exempt from federal and state income taxes. Therefore, no provision for income taxes has been provided for.

Under the Income Taxes Topic of the FASB Accounting Standards Codification, the School and Trust have reviewed and evaluated the relevant technical merits of each of its tax positions in accordance with accounting principles generally accepted in the United States of America for accounting for uncertainty in income taxes, and determined that there are no uncertain tax positions that would have a material impact on the combined financial statements.

The Organization files income tax returns in the U.S. federal jurisdiction. The tax periods open to examination by the major taxing jurisdictions to which the Organization is subject to include fiscal years ended June 30, 2019 through June 30, 2022.

Cash and Cash Equivalents

For purposes of the combined statements of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Pledges Receivable

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions, if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions.

Merchandise Inventory

Inventory is recorded at the lower of cost or net realizable value and consists of merchandise for resale and dog harnesses. The cost is determined using the first-in first-out method of valuing inventory.

Southeastern Guide Dogs, Inc. and Southeastern Guide Dogs, Inc. Endowment Trust

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (Continued)

Investments

Investments in debt securities and certain equity securities are reported at their fair values in the combined statements of financial position, which represents the value at the date of donation or cost on the date of purchase plus reinvested earnings and appreciation or depreciation. Investment income, net of investment expenses, and realized and unrealized gains and losses are included in the combined statements of activities. Investment income, net of investment expenses, and gains and losses restricted by a donor are reported as increases and decreases in net assets with donor restrictions as required by the Trust Indenture governing contributions to the School which are restricted in perpetuity. Investment income, net of investment expenses, is recognized as revenue in the period it is earned and gains and losses are recognized as changes in net assets in the accounting period they occur. Investments are comprised of equities, fixed income bonds, real estate investment trusts (REITS) and commodities.

Split-Interest Agreements

The Organization has been named remainderman in several irrevocable charitable remainder trusts and gift annuities. The Organization's beneficial interest in the trusts' assets is measured at the present value of the estimated future distributions expected to be received. The discount rate utilized to measure the present value of future distributions is based upon the stated rate of return, ranging from five and eight-tenths percent (5.8%) to seven and four-tenths percent (7.4%) of the fair value of the trusts' investments, to be received by the designated beneficiaries over the term of the trusts.

Bequests and Estates Receivable

The Organization has been named beneficiary in a number of bequests. Bequests that have not been recorded in the accompanying combined financial statements are those where the donors' wills have not been declared valid by the probate court or the value of the amounts to be received are not yet determinable. All other bequests are reflected as bequests receivable in the accompanying combined financial statements.

Property and Equipment

Property and equipment are recorded at cost or at estimated fair value at the date of gift. Property and equipment exceeding \$3,000 and a useful life of one year or longer are capitalized. Depreciation is calculated using the straight-line method over the estimated lives of the assets ranging from three to thirty-nine years. Other expenditures for maintenance and repairs are charged to operations in the year the costs are incurred.

Property and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When assets are impaired, asset values are reduced for this impairment. There was no impairment recognized on property and equipment for the years ended June 30, 2022 and 2021.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (Continued)

Functional Allocation of Expenses

The costs of providing the program and supporting services have been summarized on a functional basis in the combined statements of activities and in the combined statements of functional expenses. Costs are allocated between fundraising, management, and general or program services based on evaluations of the related benefits. Management and general expenses include expenses that are not directly identifiable with any specific function but provide for the overall support and direction of the Organization. The expenses that are allocated include salaries, employee benefits, payroll taxes, and other expenses for services which are allocated on the basis of estimated time and effort and depreciation which is allocated based on estimated square footage of space used.

Financial Instruments Not Measured at Fair Value

Certain of the Organization's financial instruments are not measured at fair value on a recurring basis but nevertheless certain financial instruments are recorded at amounts that approximate fair value due to their liquid or short-term nature. Such financial assets and financial liabilities include cash and cash equivalents, accrued interest receivable, prepaid expenses and other assets, and accounts payable and accrued expenses.

Advertising and Promotions

Advertising costs are expensed as incurred. For the years ended June 30, 2022 and 2021, "advertising expense" includes \$13,952,754 and \$11,809,547 of contributed services which consist of advertising and promotional services for special events and program support. Total advertising expense was \$14,518,191 and \$12,164,436 for the years ended June 30, 2022 and 2021, respectively.

Contributed Services and Nonfinancial Assets

Contributed services and nonfinancial assets are recognized at their estimated fair value when they create or enhance nonfinancial assets, they require specialized skills that would need to be purchased if they were not donated, or they are nonfinancial assets (such as advertising to the public communicating the Organization's mission) which are directed by the Organization for the Organization's benefit and have been provided at no cost. Unless otherwise noted, contributed services and nonfinancial assets did not have donor-imposed restrictions.

Contributed services and nonfinancial assets, reported in the accompanying combined financial statements, are comprised of the following as of June 30:

	<u>2022</u>	<u>2021</u>
Advertising	\$ 13,952,754	\$ 11,809,547
Veterinary services	61,630	61,575
Supplies and other office items	340,211	247,320
Total contributed services and nonfinancial assets:	<u>\$ 14,354,595</u>	<u>\$ 12,118,442</u>

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

2. Summary of Significant Accounting Policies (Continued)

Contributed Services and Nonfinancial Assets (Continued)

The Organization utilizes the services of an outside advertising agency that specializes in the broadcasting of public service announcements (PSAs) that promote the mission of the Organization. The advertising agency leverages their network to fill unsold advertising time slots with the Organization's PSA, at no cost to the Organization. The PSAs are broadcast across national, regional, and local television networks at various times. The advertising agency provides a statement to the Organization each month detailing the television networks utilized, which region the PSAs were broadcast to, the number of airings, the number of audience impressions, and the associated media value of the PSA based on these statistics. The monthly indicated media value is then recorded as contributed services and nonfinancial assets, within the advertising category. As of June 30, 2022 and 2021, the PSA advertising contributed services and nonfinancial assets revenue totaled \$13,140,717 and \$11,271,257, respectively. The remaining advertising contributed services and nonfinancial assets revenue is from various advertising sources and is recorded at market value, based on each advertising source's rates.

The Organization recognizes contributed services and nonfinancial assets revenue for veterinary services provided by individuals with the necessary specialized skillset. When some veterinary services are provided to the Organization, they are discounted by a percentage of what the regular services would cost if charged to a different customer, which is broken out on the invoice provided to the Organization. The discount amount is then recorded as contributed services and nonfinancial assets revenue.

The Organization recognizes contributed services and nonfinancial assets revenue for supplies and other office items when volunteers purchase the necessary supplies to raise the Organization's puppies. The Organization calculates the contributed services and nonfinancial assets revenue to be booked by identifying the number of puppies raised by volunteers each period multiplied by the fair value of the necessary supplies to raise the puppies. As of June 30, 2022 and 2021, this totaled \$330,560 and \$215,047, respectively. The remaining supplies and other office items contributed services and nonfinancial assets revenue is from various office items that are contributed to the Organization and are recorded at market value.

Additionally, many volunteers contributed numerous hours of general, program and fundraising services to the School. These hours do not meet the requirements to be recorded as revenue and expenses under accounting principles generally accepted in the United States of America.

Recent Accounting Pronouncements

In September 2020, the FASB issued ASU 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, which was adopted by the Organization for the year ended June 30, 2022. The ASU requires a not-for-profit entity to present contributed nonfinancial assets in the statement of activities as a line item that is separate from contributions of cash or other financial assets and requires additional qualitative and quantitative disclosures about contributed nonfinancial assets received, disaggregated by category. The adoption of this update did not have a material impact on the combined financial statements of the Organization.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

3. Liquidity and Availability

Financial assets available for general expenditure within one year of the combined statements of financial position date, comprise the following:

	2022	2021
Cash and cash equivalents without donor restrictions	\$ 2,994,061	\$ 2,386,885
Pledges receivable, net - current portion	20,776	507,243
Investments without donor restrictions	35,591,239	36,490,336
Total financial assets available within one year	38,606,076	39,384,464
Less: Amounts unavailable for general expenditure due to:		
Pledges receivable, net, restricted for purpose and time	(20,776)	(20,862)
Pledges receivable, net, restricted for perpetuity	-	(486,381)
Total unavailable for general expenditure	(20,776)	(507,243)
Less: Amounts unavailable to management without Board approval:		
Funds for Operating Support	(9,182,572)	(10,345,246)
Total financial assets available to management for general expenditure within one year	\$ 29,402,728	\$ 28,531,975

The Organization manages its liquid assets in accordance with regular budgeting processes developed through the coordinated efforts of management and the Board of Directors. Monthly reporting by management to those charged with governance ensures the results from operating activities are monitored closely.

The Organization also has funds available of up to \$5,000,000 on the unused line of credit. See note 9 for more information.

It is the policy of the Organization's Board of Directors to periodically designate appropriate sums to ensure adequate financing of future projects and contingencies. As of June 30, 2022 and 2021, \$9,182,572 and \$10,345,246, respectively, has been designated by the Board as Funds for Operating Support. The Board may vote to make these funds available for other use at their discretion.

4. Pledges Receivable

Pledges receivable consist of the following as of June 30:

	2022	2021
Pledges receivable	\$ 1,024,191	\$ 1,604,317
Less: discount to net present value (rates from 2.0% - 6.6%)	(77,902)	(40,494)
Pledges receivable, net	946,289	1,563,823
Less: current portion	(20,776)	(507,243)
Amount collectible in 1-5 years	\$ 925,513	\$ 1,056,580

Pledges receivable are discounted to net present value at the time of pledge recognition using reasonable rates that align with the term of each pledge.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

5. Paycheck Protection Program Loan

On April 29, 2020, the Organization qualified for and received a loan pursuant to the Paycheck Protection Program, a program implemented by the U.S. Small Business Administration (SBA) under the Coronavirus Aid, Relief, and Economic Security Act for an aggregate principal amount of \$1,485,000 (the PPP Loan). The PPP Loan bears interest at a fixed rate of 1.0% per annum, with the first six months of payments deferred, has a term of two years, and is unsecured and guaranteed by the U.S. Small Business Administration. The principal amount of the PPP Loan is subject to forgiveness under the Paycheck Protection Program upon the Organization's request to the extent that the PPP Loan proceeds are used to pay expenses permitted by the Paycheck Protection Program, including payroll costs, covered rent and mortgage obligations, and covered utility payments incurred by the Organization. During the year ended June 30, 2021, the Organization applied for and received notice that the SBA has forgiven the entire balance of the PPP Loan with respect to these covered expenses. The Organization has recorded \$1,489,550 as Paycheck Protection Program loan forgiveness in the combined statement of activities for the year ended June 30, 2021. The amount forgiven includes principal and accrued interest.

6. Investments

Investments are presented in the combined financial statements at fair value. Unrealized gains and losses are reflected in the combined statements of activities in the accompanying combined financial statements.

Following is a summary of investments at June 30, 2022:

	<u>Cost</u>	<u>Fair Value</u>	<u>Accumulated Unrealized Gains (Losses)</u>
Equities	\$ 4,994,991	\$ 4,722,719	\$ (272,272)
Fixed income	49,802,262	45,476,373	(4,325,889)
REITS	404,505	531,968	127,463
Commodities	652,045	667,280	15,235
Total investments	<u>\$ 55,853,803</u>	<u>\$ 51,398,340</u>	<u>\$ (4,455,463)</u>

For the year ended June 30, 2022, the Organization had realized and unrealized losses on investments of \$50,850 and \$6,417,036 respectively, and incurred investment broker fees of \$229,672, which are presented net against investment income on the combined statement of activities.

Following is a summary of investments at June 30, 2021:

	<u>Cost</u>	<u>Fair Value</u>	<u>Accumulated Unrealized Gains (Losses)</u>
Equities	\$ 4,739,592	\$ 5,719,415	\$ 979,823
Fixed income	45,830,055	46,816,188	986,133
REITS	393,027	429,934	36,907
Commodities	399,595	358,305	(41,290)
Total investments	<u>\$ 51,362,269</u>	<u>\$ 53,323,842</u>	<u>\$ 1,961,573</u>

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

6. Investments (Continued)

For the year ended June 30, 2021, the Organization had realized and unrealized gains on investments of \$1,686,572 and \$1,067,664 respectively, and incurred investment broker fees of \$259,656, which are presented net against investment income on the combined statement of activities.

7. Fair Value of Financial Assets and Liabilities

The Organization values certain assets in accordance with the *Fair Value Measurements and Disclosures* Topic of the FASB Accounting Standards Codification. The *Fair Value Measurements and Disclosures* Topic provides enhanced guidance for using fair value to measure assets and liabilities and clarifies the principle that fair value should be based on the assumptions market participants would use when pricing the assets or liabilities and establishes a hierarchy that prioritizes the information used to develop those assumptions. The *Fair Value Measurements and Disclosure* Topic requires the Organization to present fair value measurements separately for each class of assets and liabilities as of June 30, 2022 and 2021.

The following tables present information about the Organization's classes of assets and liabilities that are measured at fair value on a recurring and non-recurring basis as of June 30, 2022 and 2021, and indicates the fair value hierarchy of the valuation techniques used to determine such fair value. The three levels for measuring fair value are based on the reliability of inputs and are as follows:

Level 1 - unadjusted quoted prices in active markets for identical assets or liabilities, such as publicly traded equity securities.

Level 2 - inputs other than quoted prices included in Level 1 that are observable, either directly or indirectly. Such inputs may include quoted prices for similar assets, observable inputs other than quotes prices (interest rates, yield curves, etc.), or inputs derived principally from or corroborated by observable market data by correlation or other means.

Level 3 - inputs are unobservable data points for the asset or liability, and include situations where there is little, if any, market activity for the asset or liability. The inputs reflect the Organization's assumptions based on the best information available in the circumstance.

The inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, the level of a financial instrument within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. The following methods and assumptions were used by the Organization in estimating the fair value of its Level 2 and 3 financial instruments:

Fixed Income - The fair value is determined using a market approach which uses direct and indirect observable information including quoted prices for similar assets and interest rate information (Level 2).

Charitable trusts receivable - The fair value of these assets are estimated by discounting future cash flows and management's best estimate of collectability (Level 2).

Gift annuity liability - The fair value of these liabilities are estimated by discounting future cash flows using actuarial rates from mortality tables (Level 3).

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

7. Fair Value of Financial Assets and Liabilities (Continued)

The following table presents information about the Organization's assets and liabilities measured at fair value on a recurring and non-recurring basis as of June 30, 2022 and indicates the fair value hierarchy of the valuation techniques used to determine fair value.

Description	Total	Level 1	Level 2	Level 3
Equities:				
U.S. large cap	\$ 1,743,247	\$ 1,743,247	\$ -	\$ -
U.S. mid cap	626,982	626,982	-	-
U.S. small cap	224,634	224,634	-	-
Developed markets	1,914,531	1,914,531	-	-
Emerging markets	93,270	93,270	-	-
International	120,055	120,055	-	-
Total equities	<u>4,722,719</u>	<u>4,722,719</u>	<u>-</u>	<u>-</u>
Fixed Income:				
Asset backed securities	1,204,801	-	1,204,801	-
Investment grade taxable	12,587,549	-	12,587,549	-
Government securities	2,634,953	-	2,634,953	-
Developed markets	1,276,797	-	1,276,797	-
Municipal bonds	21,887,187	-	21,887,187	-
High yield	5,874,759	-	5,874,759	-
International	10,327	-	10,327	-
Total fixed income	<u>45,476,373</u>	<u>-</u>	<u>45,476,373</u>	<u>-</u>
REITS	531,968	531,968	-	-
Commodities	667,280	667,280	-	-
Total investments	<u>51,398,340</u>	<u>5,921,967</u>	<u>45,476,373</u>	<u>-</u>
Charitable trusts receivable	330,849	-	330,849	-
Total assets at fair value	<u>\$ 51,729,189</u>	<u>\$ 5,921,967</u>	<u>\$ 45,807,222</u>	<u>\$ -</u>
Gift annuity liability	<u>\$ 61,557</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 61,557</u>

The following is a reconciliation of the beginning and ending balances for assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the year ended June 30, 2022:

	Gift Annuity Liability
Beginning balance	\$ 71,823
Change in value of split interest agreements	1,934
Annuity payments	(12,200)
Ending balance	<u>\$ 61,557</u>

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

7. Fair Value of Financial Assets and Liabilities (Continued)

The following table presents information about the Organization's assets and liabilities measured at fair value on a recurring and non-recurring basis as of June 30, 2021 and indicates the fair value hierarchy of the valuation techniques used to determine fair value.

Description	Total	Level 1	Level 2	Level 3
Equities:				
U.S. large cap	\$ 1,857,793	\$ 1,857,793	\$ -	\$ -
U.S. mid cap	1,319,338	1,319,338	-	-
U.S. small cap	244,892	244,892	-	-
Developed markets	2,023,479	2,023,479	-	-
Emerging markets	119,194	119,194	-	-
International	154,719	154,719	-	-
Total equities	<u>5,719,415</u>	<u>5,719,415</u>	<u>-</u>	<u>-</u>
Fixed Income:				
Asset backed securities	180,423	-	180,423	-
Investment grade taxable	13,664,667	-	13,664,667	-
Government securities	3,715,760	-	3,715,760	-
Developed markets	1,491,537	-	1,491,537	-
Municipal bonds	24,148,845	-	24,148,845	-
High yield	3,603,406	-	3,603,406	-
International	11,550	-	11,550	-
Total fixed income	<u>46,816,188</u>	<u>-</u>	<u>46,816,188</u>	<u>-</u>
REITS	429,934	429,934	-	-
Commodities	358,305	358,305	-	-
Total investments	<u>53,323,842</u>	<u>6,507,654</u>	<u>46,816,188</u>	<u>-</u>
Charitable trusts receivable	330,023	-	330,023	-
Total assets at fair value	<u>\$ 53,653,865</u>	<u>\$ 6,507,654</u>	<u>\$ 47,146,211</u>	<u>\$ -</u>
Gift annuity liability	<u>\$ 71,823</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 71,823</u>

The following is a reconciliation of the beginning and ending balances for assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the year ended June 30, 2021:

	Gift Annuity Liability
Beginning balance	\$ 75,823
Change in value of split interest agreements	8,200
Annuity payments	(12,200)
Ending balance	<u>\$ 71,823</u>

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

8. Property and Equipment

Property and equipment consisted of the following at June 30:

	2022	2021
Land	\$ 408,651	\$ 408,651
Buildings	29,761,308	29,453,276
Furniture and equipment	3,006,384	2,866,505
Transportation equipment	1,219,306	1,308,240
Freedom Walk	724,646	724,646
Construction in progress	222,122	179,578
	35,342,417	34,940,896
Less accumulated depreciation	8,635,758	7,423,093
Property and equipment, net	\$ 26,706,659	\$ 27,517,803

Depreciation expense for the years ended June 30, 2022 and 2021 totaled \$1,318,966 and \$1,313,535, respectively.

9. Credit Line Agreement

On May 31, 2017, Southeastern Guide Dogs, Inc. entered into a credit line agreement with a financial institution. The line of credit has no set maturity date and is secured by the investments held at the financial institution. The maximum available credit is based, in part, on the value of the securities pledged as collateral for the credit line. As of June 30, 2022, the maximum principal amount available for borrowings was approximately \$5,000,000. The line of credit bears interest at a variable interest rate equal to the 30 day LIBOR plus a specified percentage spread, ranging between two percent (2.0%) and five and one half percent (5.5%), depending on the aggregate approved amount. There were no borrowings on the credit line for the years ended June 30, 2022 and 2021.

10. Retirement and Deferred Compensation Plan

Retirement Plan

The School provides a tax deferred annuity retirement plan for full-time eligible employees. The School's contributions to the plan were \$238,718 and \$116,270 for the years ended June 30, 2022 and 2021, respectively.

Deferred Compensation Plan

During 2015, the Organization adopted a Deferred Compensation Agreement for the CEO under Internal Revenue Code 457(f). The Organization maintains a bookkeeping account for the assets held in reserve under the deferred compensation plan. The bookkeeping account consists of book entries only, and does not constitute a separate cash fund or other assets held in trust for or as security for the Organization's obligation to pay the amount of the account. The deferred compensation plan totaled \$277,946 and \$258,633 as of June 30, 2022 and 2021, respectively, and is included in cash and accrued expenses together with an amount representing investment earnings on the unpaid balance. The employee will have no rights nor will be paid until five years following each contribution date, provided the employee has been employed by the Organization continuously until that time. During the years ended June 30, 2022 and 2021, the Organization contributed \$58,931 and \$57,214, respectively. During the years ended June 30, 2022 and 2021, the Organization made distributions from plan assets in the amounts of \$47,739 and \$46,731, respectively.

Per IRS rules and regulations, the deferred compensation is reported in Form 990 twice: initially when accrued and also when paid.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

II. Net Asset Classifications

The Organization's net assets have been classified into the following categories as of June 30, 2022 and 2021:

Board Designation of Net Assets without Donor Restrictions

It is the policy of the Organization's Board of Directors to periodically designate appropriate sums to assure adequate financing of future projects and contingencies. As of June 30, 2022 and 2021, \$9,182,572 and \$10,345,246 has been designated by the board for operating support, respectively.

Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes as of June 30:

	<u>2022</u>	<u>2021</u>
Subject to expenditure for specified purpose		
Guide Dog Instruction	\$ 2,534,798	\$ 3,020,526
Veterans Program	4,830,212	4,683,808
Student Services Center	503,375	503,375
Online University	589,125	-
Alumni Support Program	927,360	972,598
Sustainability Fund	976,945	1,111,660
Student Bus and Metris Vans	3,129	3,384
Microsoft 365 Project	-	25,883
Puppy Park Renovation	64,794	175,400
Nursery Renovation	13,000	13,000
Marketing	65,000	137,594
Other	41,955	44,726
Total purpose restrictions	<u>10,549,693</u>	<u>10,691,954</u>
Subject to the passage of time		
Charitable Remainder Trusts	<u>330,849</u>	<u>330,023</u>
Total time restrictions	<u>330,849</u>	<u>330,023</u>
 Total purpose and time restrictions	 <u>10,880,542</u>	 <u>11,021,977</u>
 Perpetual in nature		
Charitable gift annuities	57,969	62,559
Pledges receivable	-	486,382
Endowments	<u>11,574,378</u>	<u>11,793,782</u>
Total perpetual in nature restrictions	<u>11,632,347</u>	<u>12,342,723</u>
 Total net assets with donor restrictions	 <u>\$ 22,512,889</u>	 <u>\$ 23,364,700</u>

The primary purpose of the net assets held in perpetuity is to support the programs and services of the Organization and certain components of income are earmarked for purposes without restrictions.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

12. Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by other events specified by donors. Purposes for which restrictions were accomplished during the year ended June 30 include the following:

	<u>2022</u>	<u>2021</u>
Expiration of time restrictions – Charitable Remainder Trusts	\$ 15,663	\$ 15,138
Satisfaction of purpose restrictions		
Guide Dog Instruction	91,612	75,042
Veterans Program	1,043,101	686,079
Veterans Program - Veterans Service	1,810,205	2,073,542
Online University	96,537	-
Puppy Park Renovation	115,605	-
Equipment	17,720	35,705
Student Services Center	-	1,370
Microsoft 365	25,883	34,117
Student Fitness Center	-	35,264
Alumni Support Program	72,901	187,007
Canine Fitness Center	-	1,462,449
Student Bus and Metris Vans	-	2,280
Children & Teens Program	170,977	121,325
Marketing	1,362,433	685,553
Other	70,973	159,790
Total net assets released from restrictions	\$ <u>4,893,610</u>	\$ <u>5,574,661</u>

13. Endowment

The Organization's endowment consists of funds established for a variety of purposes. Their endowments include donor-restricted endowment funds. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretations of Relevant Law

When the Endowment Trust (Trust) was established in 1989, the Endowment Trustees approved a Trust Indenture, which describes how the Trust shall invest and preserve the value of donations received. The Trust classifies as net assets with donor restrictions that are perpetual in nature (a) the original value of gifts donated to the perpetual endowment, (b) the original value of subsequent gifts to the perpetual endowment, (c) accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund, and (d) accumulations of net assets with donor restrictions that are perpetual in nature resulting from interpretation of the Trust Indenture.

The Trust Indenture further limits the use of unrealized or realized gains associated with endowment assets. Under the terms of the Trust Agreement, the Trust classifies dividends and interest, net of associated fees, as net assets without restriction available for use on a periodic basis.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

13. Endowment (Continued)

Interpretations of Relevant Law (Continued)

Effective July 1, 2012, the Organization adopted Florida Uniform Prudent Management of Institutional Funds Act (FUPMIFA). The adoption of FUPMIFA resulted in no changes to net assets with donor restrictions that are perpetual in nature as the Trust Indenture remains the primary guidance on how to administer and account for endowment assets. There were no changes to the Trust Indenture during the years ended June 30, 2022 and 2021.

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level classified as net assets with donor restrictions that are perpetual in nature. These deficiencies result from unfavorable market fluctuations that occurred shortly after the investment of new contributions of net assets with donor restrictions that are perpetual in nature and continued appropriation for certain programs that was deemed prudent by the Board of Directors.

Deficiencies of this nature exist in two donor-restricted endowment funds as of June 30, 2022 as follows:

	Funds with Deficiencies
Current fair value	\$ 6,882,371
Original gift value	7,651,796
Deficiencies	\$ (769,425)

Changes in Endowment Net Assets

Changes in endowment net assets for the year ended June 30, 2022 are as follows:

	With Donor Restrictions
Endowment net assets, July 1, 2021	\$ 11,856,341
Endowment investment return:	
Investment income (loss), net of investment expenses	(64,901)
Realized and unrealized gain, net	(1,892,748)
Total endowment investment return	(1,957,649)
Contributions	1,738,365
Change in value of split-interest agreements	(4,710)
Total endowment activity	1,733,655
Endowment net assets, June 30, 2022	\$ 11,632,347

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

13. Endowment (Continued)

Changes in Endowment Net Assets (Continued)

Changes in endowment net assets for the year ended June 30, 2021 are as follows:

	With Donor Restrictions
Endowment net assets, July 1, 2020	\$ <u>9,266,492</u>
Endowment investment return:	
Investment income (loss), net of investment expenses	(22,487)
Realized and unrealized gain, net	<u>503,266</u>
Total endowment investment return	480,779
Contributions	2,111,523
Change in value of split-interest agreements	<u>(2,453)</u>
Total endowment activity	2,109,070
Endowment net assets, June 30, 2021	<u>\$ 11,856,341</u>

Changes in endowment net assets for the years ended June 30, 2022 and 2021 are shown on the combining schedule of activities on pages 27 and 29 as part of the supplemental information to these combined financial statements.

Return Objectives and Risk Parameters

The Trust has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Trust must hold in perpetuity or for a donor-specified period(s). Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce a long-term rate of return on assets of at least 6% while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

In accordance with The Southeastern Guide Dogs, Inc. Endowment Trust Indenture and section 501(c)(3) of the Internal Revenue Code, net income earned by the Endowment Trust, after paying for necessary charges incurred by the funds, is paid to Southeastern Guide Dogs, Inc. and is subject to withdrawal and use in accordance with resolutions adopted by the Board of Directors of Southeastern Guide Dogs, Inc. The spending policy established for the years ended June 30, 2022 and 2021 allows the Organization to spend up to all of the investment earnings each year for general support. Additionally, the Board of Directors has the right to invade principal of the endowment through a Board resolution for an amount not to exceed 10% of the principal balance as of the first day of the month in which the resolution was adopted. This right to invade principal may be exercised not more than once in any calendar year and has not been exercised since the Endowment Trust Fund was established in 1989.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Notes to Combined Financial Statements (Continued)

June 30, 2022 and 2021

14. Lease Commitments

The Organization leases equipment under operating lease agreements expiring at various times through 2025.

Minimum annual rental commitments under operating leases are as follows at June 30:

2023	\$	5,655
2024		5,655
2025		3,558
Total	\$	<u>14,868</u>

15. Financial Instruments with Credit Risk and Economic Risk

Financial instruments, which potentially subject the Organization to concentrations of credit risk, consist of cash, cash equivalents and investments. The Federal Deposit Insurance Corporation (FDIC) insures cash and other deposits up to \$250,000 at each financial institution. At any given time, the Organization may have cash balances exceeding the insured amount at any one financial institution. The Organization has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on cash and cash equivalents.

Investment securities are exposed to interest rate, market, credit and other risks depending on the nature of the specific investment. Accordingly, it is reasonably possible that these factors will result in changes in the value of the Organization's investments.

16. Contingencies

The Organization is subject to various claims and legal proceedings covering a range of matters that arise in the ordinary course of its business activities. Management and their legal counsel believe that any liability that may ultimately result from the resolution of these matters will not have a material adverse effect on the financial condition or results of operations of the Organization.

17. Related Party Transactions

Board members and members of management are required to complete annual conflict of interest disclosure statements. If a board member, officer or trustee has a conflict of interest or a perceived conflict of interest with Southeastern Guide Dogs, Inc., he or she is required to notify the board chair of such conflict in writing and cannot be present during board or committee discussions or decisions on the matter. Continuous monitoring of all board members and staff takes place as situations occur, with any possible or actual conflicts being addressed and resolved as needed.

18. Subsequent Events

Management has evaluated all events subsequent to the combined statement of financial position date of June 30, 2022, through the date these combined financial statements were available for issuance, November 10, 2022, and have determined that there are no subsequent events that require disclosure under the FASB Accounting Standards Codification.

Supplemental Information

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combining Schedule of Financial Position

June 30, 2022

	Southeastern Guide Dogs, Inc.	Southeastern Guide Dogs, Inc. Endowment Trust
Assets		
Cash and cash equivalents:		
Without donor restrictions	\$ 2,994,061	\$ -
With donor restrictions - purpose and time	531,561	-
With donor restrictions - perpetual in nature	129,795	64,571
Total cash and cash equivalents	<u>3,655,417</u>	<u>64,571</u>
Accrued interest receivable	292,791	13,660
Pledges receivable, net (Note 4)	946,289	-
Prepaid expenses and other assets	107,113	-
Merchandise inventory	40,731	-
Investments (Note 6):		
Restricted for gift annuity liability	27,434	34,123
Without donor restrictions	35,591,239	-
With donor restrictions - purpose and time	4,220,571	-
With donor restrictions - perpetual in nature	6,708,119	4,816,854
Total investments	<u>46,547,363</u>	<u>4,850,977</u>
Bequests and estates receivable	16,591	-
Charitable trusts receivable	330,849	-
Mortgage receivable	90,912	-
Property and equipment, net (Note 8)	26,706,659	-
Due from Southeastern Guide Dogs Endowment Trust, Inc.	<u>13,987</u>	<u>-</u>
 Total Assets	 <u>\$ 78,748,702</u>	 <u>\$ 4,929,208</u>
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 1,096,226	\$ -
Gift annuity liability	27,434	34,123
Due to Southeastern Guide Dogs, Inc.	-	13,987
Total liabilities	<u>1,123,660</u>	<u>48,110</u>
Net Assets:		
Without donor restrictions:		
Undesignated	24,104,020	-
Funds for Operating Support	9,182,572	-
Investment in property and equipment	26,706,659	-
Total net assets without donor restrictions	<u>59,993,251</u>	<u>-</u>
With donor restrictions:		
Purpose and time restrictions	10,880,542	-
Perpetual in nature	6,751,249	4,881,098
Total net assets with donor restrictions (Note 11)	<u>17,631,791</u>	<u>4,881,098</u>
 Total net assets	 <u>77,625,042</u>	 <u>4,881,098</u>
 Total Liabilities and Net Assets	 <u>\$ 78,748,702</u>	 <u>\$ 4,929,208</u>

<u>Eliminations</u>	<u>Total</u>
\$ -	\$ 2,994,061
-	531,561
-	194,366
-	<u>3,719,988</u>
-	306,451
-	946,289
-	107,113
-	40,731
-	61,557
-	35,591,239
-	4,220,571
-	<u>11,524,973</u>
-	<u>51,398,340</u>
-	16,591
-	330,849
-	90,912
-	26,706,659
<u>(13,987)</u>	<u>-</u>
\$ <u><u>(13,987)</u></u>	\$ <u><u>83,663,923</u></u>
\$ -	\$ 1,096,226
-	61,557
<u>(13,987)</u>	<u>-</u>
<u>(13,987)</u>	<u>1,157,783</u>
-	24,104,020
-	9,182,572
-	<u>26,706,659</u>
-	<u>59,993,251</u>
-	10,880,542
-	<u>11,632,347</u>
-	<u>22,512,889</u>
-	82,506,140
\$ <u><u>(13,987)</u></u>	\$ <u><u>83,663,923</u></u>

See Independent Auditor's Report.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combining Schedule of Activities

Year Ended June 30, 2022

	Southeastern Guide Dogs, Inc.		
	Without Donor Restrictions	With Donor Restrictions	Total
Support and Revenue:			
Individuals	\$ 3,358,227	\$ 2,982,084	\$ 6,340,311
Bequests	4,230,532	1,019,744	5,250,276
Lions Club	77,759	9,100	86,859
Service clubs	94,029	110,685	204,714
CFC project	59,890	5,000	64,890
Foundations	1,264,944	1,671,084	2,936,028
Corporate donations	227,705	504,426	732,131
Contributed services and nonfinancial assets (Note 2)	14,354,595	-	14,354,595
Paycheck Protection Program loan forgiveness	-	-	-
Marketing revenue	46,062	-	46,062
Other revenue	126,193	-	126,193
Merchandise sales, net of cost of sales of \$21,536	15,245	-	15,245
Special events, net of direct costs of \$410,805	855,784	-	855,784
Gain on disposal of assets	1,550	-	1,550
Realized gain (loss) on investments, net	51,418	(80,390)	(28,972)
Unrealized gain (loss) on investments, net	(3,956,412)	(1,567,732)	(5,524,144)
Investment income (loss), net of investment expenses	703,235	59,476	762,711
Total support and revenue	<u>21,510,756</u>	<u>4,713,477</u>	<u>26,224,233</u>
Net asset released from restrictions	4,893,610	(4,893,610)	-
Total support, revenue and releases	<u>26,404,366</u>	<u>(180,133)</u>	<u>26,224,233</u>
Functional Expenses:			
Program services	24,768,588	-	24,768,588
Supporting services:	-	-	-
Management and general	1,044,063	-	1,044,063
Fundraising	2,707,875	-	2,707,875
Total functional expenses	<u>28,520,526</u>	<u>-</u>	<u>28,520,526</u>
Change in net assets before change in value of split interest agreements	<u>(2,116,160)</u>	<u>(180,133)</u>	<u>(2,296,293)</u>
Change in value of split interest agreements	<u>2,775</u>	<u>16,489</u>	<u>19,264</u>
Change in net assets	(2,113,385)	(163,644)	(2,277,029)
Transfers in (out)	134,682	-	134,682
Net assets - beginning of year	61,971,954	17,795,435	79,767,389
Net assets - end of year	<u>\$ 59,993,251</u>	<u>\$ 17,631,791</u>	<u>\$ 77,625,042</u>

Southeastern Guide Dogs, Inc. Endowment Trust

	Without Donor Restrictions	With Donor Restrictions	Total	Combined Total
\$	-	\$ 238,250	\$ 238,250	\$ 6,578,561
	-	-	-	5,250,276
	-	-	-	86,859
	-	-	-	204,714
	-	116	116	65,006
	-	-	-	2,936,028
	-	-	-	732,131
	-	-	-	14,354,595
	-	-	-	-
	-	-	-	46,062
	-	-	-	126,193
	-	-	-	15,245
	-	-	-	855,784
	-	-	-	1,550
	-	(21,878)	(21,878)	(50,850)
	-	(892,892)	(892,892)	(6,417,036)
	134,682	(7,053)	127,629	890,340
	<u>134,682</u>	<u>(683,457)</u>	<u>(548,775)</u>	<u>25,675,458</u>
	-	-	-	-
	<u>134,682</u>	<u>(683,457)</u>	<u>(548,775)</u>	<u>25,675,458</u>
	-	-	-	24,768,588
	-	-	-	1,044,063
	-	-	-	2,707,875
	<u>-</u>	<u>-</u>	<u>-</u>	<u>28,520,526</u>
	134,682	(683,457)	(548,775)	(2,845,068)
	-	(4,710)	(4,710)	14,554
	134,682	(688,167)	(553,485)	(2,830,514)
	(134,682)	-	(134,682)	-
	-	5,569,265	5,569,265	85,336,654
\$	<u><u>-</u></u>	<u><u>4,881,098</u></u>	<u><u>4,881,098</u></u>	<u><u>82,506,140</u></u>

See Independent Auditor's Report.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combining Schedule of Financial Position

June 30, 2021

	Southeastern Guide Dogs, Inc.	Southeastern Guide Dogs, Inc. Endowment Trust
Assets		
Cash and cash equivalents:		
Without donor restrictions	\$ 2,386,885	\$ -
With donor restrictions - purpose and time	478,149	-
With donor restrictions - perpetual in nature	49,870	70,835
Total cash and cash equivalents	<u>2,914,904</u>	<u>70,835</u>
Accrued interest receivable	275,977	14,149
Pledges receivable, net (Note 4)	1,563,823	-
Prepaid expenses and other assets	94,028	-
Merchandise inventory	35,265	-
Investments (Note 6):		
Restricted for gift annuity liability	32,989	38,834
Without donor restrictions	36,490,336	-
With donor restrictions - purpose and time	5,001,024	-
With donor restrictions - perpetual in nature	6,259,945	5,500,714
Total investments	<u>47,784,294</u>	<u>5,539,548</u>
Bequests and estates receivable	135,341	-
Charitable trusts receivable	330,023	-
Mortgage receivable	94,064	-
Property and equipment, net (Note 8)	27,517,803	-
Due from Southeastern Guide Dogs Endowment Trust, Inc.	<u>16,433</u>	<u>-</u>
 Total Assets	 <u>\$ 80,761,955</u>	 <u>\$ 5,624,532</u>
 Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 961,577	\$ -
Gift annuity liability	32,989	38,834
Due to Southeastern Guide Dogs, Inc.	-	16,433
Total liabilities	<u>994,566</u>	<u>55,267</u>
 Net Assets:		
Without donor restrictions:		
Undesignated	24,108,905	-
Funds for Operating Support	10,345,246	-
Investment in property and equipment	27,517,803	-
Total net assets without donor restrictions	<u>61,971,954</u>	<u>-</u>
With donor restrictions:		
Purpose and time restrictions	11,021,977	-
Perpetual in nature	6,773,458	5,569,265
Total net assets with donor restrictions (Note 11)	<u>17,795,435</u>	<u>5,569,265</u>
 Total net assets	 <u>79,767,389</u>	 <u>5,569,265</u>
 Total Liabilities and Net Assets	 <u>\$ 80,761,955</u>	 <u>\$ 5,624,532</u>

<u>Eliminations</u>	<u>Total</u>
\$ -	\$ 2,386,885
-	478,149
-	120,705
-	<u>2,985,739</u>
-	290,126
-	1,563,823
-	94,028
-	35,265
-	71,823
-	36,490,336
-	5,001,024
-	<u>11,760,659</u>
-	<u>53,323,842</u>
-	135,341
-	330,023
-	94,064
-	27,517,803
<u>(16,433)</u>	-
\$ <u><u>(16,433)</u></u>	\$ <u><u>86,370,054</u></u>
\$ -	\$ 961,577
-	71,823
<u>(16,433)</u>	-
<u>(16,433)</u>	<u>1,033,400</u>
-	24,108,905
-	10,345,246
-	<u>27,517,803</u>
-	61,971,954
-	11,021,977
-	<u>12,342,723</u>
-	23,364,700
-	<u>85,336,654</u>
\$ <u><u>(16,433)</u></u>	\$ <u><u>86,370,054</u></u>

See Independent Auditor's Report.

**Southeastern Guide Dogs, Inc. and
Southeastern Guide Dogs, Inc. Endowment Trust**

Combining Schedule of Activities

Year Ended June 30, 2021

	Southeastern Guide Dogs, Inc.		
	Without	With	Total
	Donor	Donor	
	Restrictions	Restrictions	
Support and Revenue:			
Individuals	\$ 4,990,942	\$ 2,050,848	\$ 7,041,790
Bequests	7,178,317	1,687,139	8,865,456
Lions Club	80,514	20,075	100,589
Service clubs	42,051	78,211	120,262
CFC project	51,523	8,750	60,273
Foundations	968,668	1,668,828	2,637,496
Corporate donations	318,853	335,528	654,381
Contributed services and nonfinancial assets (Note 2)	12,118,442	-	12,118,442
Paycheck Protection Program loan forgiveness	1,489,550	-	1,489,550
Marketing revenue	33,387	-	33,387
Other revenue	93,485	-	93,485
Merchandise sales, net of cost of sales of \$9,149	22,110	-	22,110
Special events, net of direct costs of \$368,873	753,825	-	753,825
Gain on disposal of assets	11,379	-	11,379
Realized gain on investments, net	859,809	354,267	1,214,076
Unrealized gain (loss) on investments, net	994,095	54,793	1,048,888
Investment income (loss), net of investment expenses	554,536	89,736	644,272
Total support and revenue	<u>30,561,486</u>	<u>6,348,175</u>	<u>36,909,661</u>
Net asset released from restrictions	5,574,661	(5,574,661)	-
Total support, revenue and releases	<u>36,136,147</u>	<u>773,514</u>	<u>36,909,661</u>
Functional Expenses			
Program services	21,431,515	-	21,431,515
Supporting services:			
Management and general	1,046,222	-	1,046,222
Fundraising	2,088,978	-	2,088,978
Total functional expenses	<u>24,566,715</u>	<u>-</u>	<u>24,566,715</u>
Change in net assets before change in value of split interest agreements	<u>11,569,432</u>	<u>773,514</u>	<u>12,342,946</u>
Change in value of split interest agreements	<u>(5,747)</u>	<u>26,291</u>	<u>20,544</u>
Change in net assets	11,563,685	799,805	12,363,490
Transfers in (out)	92,885	-	92,885
Net assets - beginning of year	<u>50,315,384</u>	<u>16,995,630</u>	<u>67,311,014</u>
Net assets - end of year	<u>\$ 61,971,954</u>	<u>\$ 17,795,435</u>	<u>\$ 79,767,389</u>

Southeastern Guide Dogs, Inc. Endowment Trust

	Without Donor Restrictions	With Donor Restrictions	Total	Combined Total
\$	-	\$ 500	\$ 500	\$ 7,042,290
	-	110,000	110,000	8,975,456
	-	-	-	100,589
	-	-	-	120,262
	-	965	965	61,238
	-	-	-	2,637,496
	-	58	58	654,439
	-	-	-	12,118,442
	-	-	-	1,489,550
	-	-	-	33,387
	-	-	-	93,485
	-	-	-	22,110
	-	-	-	753,825
	-	-	-	11,379
	-	472,496	472,496	1,686,572
	-	18,776	18,776	1,067,664
	92,885	(4,781)	88,104	732,376
	<u>92,885</u>	<u>598,014</u>	<u>690,899</u>	<u>37,600,560</u>
	-	-	-	-
	<u>92,885</u>	<u>598,014</u>	<u>690,899</u>	<u>37,600,560</u>
	-	-	-	21,431,515
	-	-	-	1,046,222
	-	-	-	2,088,978
	-	-	-	24,566,715
	<u>92,885</u>	<u>598,014</u>	<u>690,899</u>	<u>13,033,845</u>
	-	(2,453)	(2,453)	18,091
	92,885	595,561	688,446	13,051,936
	(92,885)	-	(92,885)	-
	-	4,973,704	4,973,704	72,284,718
\$	<u>-</u>	<u>\$ 5,569,265</u>	<u>\$ 5,569,265</u>	<u>\$ 85,336,654</u>

See Independent Auditor's Report.