



Financial Statements
August 31, 2015 and 2014
College Possible, Inc.

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Independent Auditor's Report

The Board of Directors
College Possible, Inc.
St. Paul, Minnesota

Report on the Financial Statements

We have audited the accompanying financial statements of College Possible, Inc. (the Organization), which comprise the statement of financial position as of August 31, 2015, and the related statements of activities, cash flows, and functional expenses 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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 Organization. as of August 31, 2015, and the changes in its net assets, its cash flows, and functional expenses for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Organization's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated January 5, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended August 31, 2014, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued a report dated December 7, 2015, on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal controls over financial reporting and compliance.

Handwritten signature of Eric Sully LLP in cursive script.

Minneapolis, Minnesota
December 7, 2015

| | 2015 | 2014 |
|--------------------------------------|----------------------|----------------------|
| Assets | | |
| Current Assets | | |
| Cash and cash equivalents | \$ 3,874,266 | \$ 4,705,330 |
| Accounts receivable | 6,963 | 245,885 |
| Promises to give | 2,883,316 | 2,196,357 |
| Prepaid expenses | 355,837 | 144,213 |
| Total current assets | <u>7,120,382</u> | <u>7,291,785</u> |
| Other Assets | | |
| Investments | 961,572 | 972,556 |
| Promises to give, net | 1,312,826 | 1,505,663 |
| | <u>2,274,398</u> | <u>2,478,219</u> |
| Equipment and Leasehold Improvements | | |
| Computer software and equipment | 589,320 | 422,538 |
| Furniture and equipment | 472,515 | 377,140 |
| Leasehold improvements | 77,810 | 83,314 |
| | <u>1,139,645</u> | <u>882,992</u> |
| Less accumulated depreciation | 401,438 | 266,257 |
| | <u>738,207</u> | <u>616,735</u> |
| Total assets | <u>\$ 10,132,987</u> | <u>\$ 10,386,739</u> |

See Notes to Financial Statements

College Possible, Inc.
Statements of Financial Position
August 31, 2015 and 2014

| | 2015 | 2014 |
|---|---------------|---------------|
| Liabilities and Net Assets | | |
| Current Liabilities | | |
| Accounts payable | \$ 337,723 | \$ 79,430 |
| Accrued expenses | 457,872 | 470,170 |
| Deferred revenue | 540,963 | - |
| Capital lease obligation | 16,100 | 34,600 |
| Total current liabilities | 1,352,658 | 584,200 |
| Long-Term Liabilities | | |
| Accrued expenses - deferred compensation | 30,000 | 15,000 |
| Deferred rent | 94,593 | 93,510 |
| Capital lease obligation | 32,485 | 48,573 |
| | 1,509,736 | 741,283 |
| Net Assets | | |
| Unrestricted | | |
| Undesignated | 1,638,876 | 2,147,495 |
| Board designated - program continuation funds | 2,682,753 | 2,087,750 |
| Total unrestricted | 4,321,629 | 4,235,245 |
| Temporarily restricted | 4,301,622 | 5,410,211 |
| Total net assets | 8,623,251 | 9,645,456 |
| Total liabilities and net assets | \$ 10,132,987 | \$ 10,386,739 |

College Possible, Inc.

Statements of Activities

Year Ended August 31, 2015 (With Comparative Totals for 2014)

| | 2015 | | | 2014 |
|---------------------------------------|---------------------|------------------------|---------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Total | |
| Revenue, Support, and Gains | | | | |
| Fee revenue | | | | |
| Consortium fees | \$ 56,667 | \$ - | \$ 56,667 | \$ 10,000 |
| Service fees | 67,427 | - | 67,427 | 82,521 |
| Total fee revenue | <u>124,094</u> | <u>-</u> | <u>124,094</u> | <u>92,521</u> |
| Support | | | | |
| Contributions and grants | 4,749,321 | 2,744,036 | 7,493,357 | 8,732,811 |
| Government grants | 2,095,848 | - | 2,095,848 | 995,199 |
| Other contributions | 1,503,173 | - | 1,503,173 | 1,196,727 |
| Total support | <u>8,348,342</u> | <u>2,744,036</u> | <u>11,092,378</u> | <u>10,924,737</u> |
| Investment income (loss) | (4,280) | - | (4,280) | 93,303 |
| Net assets released from restrictions | <u>3,852,625</u> | <u>(3,852,625)</u> | <u>-</u> | <u>-</u> |
| Total support and revenue | <u>12,320,781</u> | <u>(1,108,589)</u> | <u>11,212,192</u> | <u>11,110,561</u> |
| Expenses | | | | |
| Program services | 9,747,646 | - | 9,747,646 | 7,038,216 |
| General and administrative | 1,391,582 | - | 1,391,582 | 1,559,705 |
| Fundraising | 1,095,169 | - | 1,095,169 | 962,887 |
| Total expenses | <u>12,234,397</u> | <u>-</u> | <u>12,234,397</u> | <u>9,560,808</u> |
| Change in Net Assets | 86,384 | (1,108,589) | (1,022,205) | 1,549,753 |
| Net Assets, Beginning of Year | <u>4,235,245</u> | <u>5,410,211</u> | <u>9,645,456</u> | <u>8,095,704</u> |
| Net Assets, End of Year | <u>\$ 4,321,629</u> | <u>\$ 4,301,622</u> | <u>\$ 8,623,251</u> | <u>\$ 9,645,456</u> |

College Possible, Inc.
Statements of Cash Flows
Years Ended August 31, 2015 and 2014

| | 2015 | 2014 |
|--|----------------|--------------|
| Operating Activities | | |
| Change in net assets | \$ (1,022,205) | \$ 1,549,753 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities | | |
| Depreciation | 212,000 | 155,312 |
| Net realized gains on investments | (41,805) | (16,987) |
| Net unrealized gains on investments | 75,269 | (45,836) |
| Changes in operating assets and liabilities | | |
| Promises to give | (255,200) | (923,043) |
| Prepaid expenses | (211,624) | 11,150 |
| Accounts payable | 258,293 | (186,170) |
| Accrued expenses | 2,702 | 42,896 |
| Deferred revenue | 540,963 | (10,000) |
| Deferred rent | 1,083 | 79,745 |
| Net Cash (used for) from Operating Activities | (440,524) | 656,820 |
| Investing Activities | | |
| Proceeds from sale of investments | 458,079 | 226,595 |
| Purchase of investments | (480,560) | (248,756) |
| Purchase of equipment | (333,472) | (267,944) |
| Net Cash used for Investing Activities | (355,953) | (290,105) |
| Cash used for Financing Activities | | |
| Payments on capital lease obligation | (34,587) | - |
| Net Change in Cash and Cash Equivalents | (831,064) | 366,715 |
| Cash and Cash Equivalents, Beginning of Year | 4,705,330 | 4,338,615 |
| Cash and Cash Equivalents, End of Year | \$ 3,874,266 | \$ 4,705,330 |
| Supplemental Disclosure of Noncash Activities | | |
| Equipment purchased through capital lease | \$ - | \$ 46,662 |

College Possible, Inc.
Statements of Functional Expenses
Year Ended August 31, 2015 (With Comparative Totals for 2014)

| | 2015 | | | | 2014 |
|---|---------------------|---------------------|-------------------------------|----------------------|---------------------|
| | Program Services | Fundraising | General and Administrative | Total | |
| Personnel Costs | | | | | |
| Salaries and stipends | \$ 4,800,033 | \$ 560,791 | \$ 881,590 | \$ 6,242,414 | \$ 4,668,929 |
| Payroll taxes | 380,231 | 43,939 | 67,599 | 491,769 | 346,834 |
| Employee benefits | 656,276 | 31,468 | 44,825 | 732,569 | 438,095 |
| Total personnel costs | 5,836,540 | 636,198 | 994,014 | 7,466,752 | 5,453,858 |
| Consulting | 71,563 | 108,872 | 82,036 | 262,471 | 564,959 |
| Professional fees | 56,126 | 15,135 | 122,027 | 193,288 | 171,264 |
| Postage and supplies | 64,956 | 19,024 | 11,904 | 95,884 | 82,270 |
| Occupancy | 2,140,235 | 33,679 | 50,519 | 2,224,433 | 1,744,386 |
| Technology | 460,837 | 22,814 | 34,221 | 517,872 | 414,506 |
| Transportation and meetings | 345,664 | 63,939 | 33,722 | 443,325 | 368,326 |
| Staff acquisition, training and recognition | 278,499 | 14,472 | 12,970 | 305,941 | 284,375 |
| Student support costs | 251,179 | - | - | 251,179 | 171,057 |
| Marketing and communication | 37,645 | 170,917 | 18,991 | 227,553 | 138,873 |
| Depreciation expense | 188,652 | 9,339 | 14,009 | 212,000 | 155,312 |
| Insurance and other | 15,750 | 780 | 17,169 | 33,699 | 11,622 |
| Total expenses | <u>\$ 9,747,646</u> | <u>\$ 1,095,169</u> | <u>\$ 1,391,582</u> | <u>\$ 12,234,397</u> | <u>\$ 9,560,808</u> |
| | <u>80%</u> | <u>9%</u> | <u>11%</u> | <u>100%</u> | |

Note 1 - Notes Principal Activity and Significant Accounting Policies

Organization

College Possible, Inc. (the Organization) is a national nonprofit organization dedicated to making college admission and success possible for low-income students through an intensive curriculum of coaching and support. Their mission is to identify low-income young people with the potential and the motivation for college and then provide them with five critical services: (1) academic support through ACT/SAT test preparation; (2) college application assistance; (3) financial aid consulting; (4) guidance in transition to college; and, (5) coaching throughout college to support the academic confidence, financial literacy and resilience needed to graduate.

The program served approximately 18,992 students in the 2014-15 academic year including 3,482 in its core high school program, 5,139 in its college program, and 10,371 through college planning workshops and through CollegePoint, a technology-driven coaching approach. The Organization is currently serving students across Minnesota and in Omaha, Nebraska; Portland, Oregon; Philadelphia, Pennsylvania and Milwaukee, Wisconsin. The Organization began serving students in Chicago, Illinois in the fall of 2015.

Comparative Financial Information

The accompanying financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America (GAAP). Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended August 31, 2014, from which the summarized information was derived.

Cash and Cash Equivalents

The Organization considers all cash and highly liquid financial investments with an original maturity of three months or less, and which are neither held for nor restricted by donors for long-term purposes, to be cash equivalents.

Receivables and Credit Policies

The Organization uses the allowance method to account for uncollectible contributions, grants and accounts receivable. The allowance is based on prior years' experience and management's analysis of the outstanding receivables. This method provides allowances for doubtful receivables equal to the estimated losses that will be incurred in the collection of receivables. At August 31, 2015 and 2014, the Organization believes all balances are collectible; therefore, no allowance is necessary.

Promises to Give

We record unconditional promises to give expected to be collected within one year at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Equipment and Leasehold Improvements

Expenditures for the acquisition of equipment and leasehold improvements equal to or greater than \$5,000 and a life greater than one year are recorded at cost. Contributed equipment and leasehold improvements are recorded at fair value at the date of donation. Depreciation of equipment is provided using the straight-line method over the estimated useful lives of the assets, ranging from three to five years. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any remaining gain or loss is included in the statement of activities within general and administrative expenses. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

We review the carrying value equipment and leasehold improvements for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment during the years ended August 31, 2015 and 2014.

Investments

Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, investments are reported at their fair values in the statement of financial position. Net investment gain (loss) is reported in the statement of activities as a component of investment income and consists of interest and dividend income, realized and unrealized capital gains and losses, less investment management and custodial fees.

Net Assets

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

Unrestricted Net Assets – Net assets available for use in general operations. Unrestricted Board designated net assets consist of net assets designated by the Board of Directors for program continuation funds.

Temporarily Restricted Net Assets – Net assets subject to donor restrictions that may or will be met by expenditures or actions of the Organization and/or the passage of time.

Contributions restricted by donors are reported as increases in unrestricted net assets if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

Permanently Restricted Net Assets – Net assets whose use is limited by donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by action of the Organization. The Organization has no permanently restricted net assets at August 31, 2015 and 2014.

Revenue and Revenue Recognition

Revenue is recognized when earned. Program service fees and payments under cost-reimbursable contracts received in advance are deferred to the applicable period in which the related services are performed or expenditures are incurred, respectively. Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

Donated Materials and Services

Donated materials and facilities are reflected as support in the financial statements at their estimated fair value on the date of donation. Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased by the Organization. Volunteers also provided services throughout the year that are not recognized as contributions in the financial statements since the criteria were not met.

Functional Expense Allocation

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Income Taxes

The Organization is organized as a Minnesota not-for-profit corporation and has been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Internal Revenue Code Section 501(c)(3) and has been classified as an organization that is not a private foundation under Section 509(a). The Organization is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, the Organization is subject to income tax on any net income that is derived from business activities that are unrelated to its exempt purpose. The Organization is not subject to unrelated business income tax and has not filed an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

The Organization believes that it has appropriate support for any tax positions taken affecting its annual filing requirements, and, as such, does not have any uncertain tax positions that are material to the financial statements. The Organization would recognize future accrued interest and penalties related to unrecognized tax benefits and liabilities, if such interest and penalties were incurred. The Organization's Form 990 and other income tax filings required by state, local, or non-U.S. tax authorities are no longer subject to tax examination for years before 2011.

Estimates

The preparation of the 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 and those differences could be material.

Financial Instruments and Credit Risk

The Organization manages deposit concentration risk by placing cash and investment accounts with financial institutions believed by the Organization to be creditworthy. At times, amounts on deposit may exceed insured limits. To date, the Organization has not experienced losses in any of these accounts. Credit risk associated with accounts receivable and promises to give is considered to be limited due to high historical collection rates and because substantial portions of the outstanding amounts are due from governmental agencies and foundations supportive of the Organization's mission. Investments are made by diversified investment managers whose performance is monitored by the Organization and the Budget and Oversight Committee of the Board of Directors. Although the fair values of investments are subject to fluctuation on a year-to-year basis, the Organization and the Budget and Oversight Committee believe that the investment policies and guidelines are prudent for the long-term welfare of the Organization.

Subsequent Events

The Organization has evaluated subsequent events through December 7, 2015, the date the financial statements were available to be issued.

Note 2 - Fair Value Measurement

Certain assets and liabilities are reported at fair value in the financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs used to determine fair value refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available. A three-tier hierarchy categorizes the inputs as follows:

Level 1 – Quoted prices in active markets for identical assets or liabilities that the Organization can access at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset or liability. In these situations, the Organization develops inputs using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to the Organization's assessment of the quality, risk or liquidity profile of the asset or liability.

A significant portion of the Organization's investment assets are classified within Level 1 because they are comprised of mutual funds and residential mortgage-backed securities with readily determinable fair values based on daily redemption values. The Organization also invests in debt securities. Those investments are valued by the custodians of the securities using pricing models based on credit quality, time to maturity, stated interest rates and market-rate assumptions, and are classified within Level 2.

The following table presents assets measured at fair value on a recurring basis at August 31, 2015:

| Investments | Fair Value Measurements at Report Date Using | | |
|--|---|---|--|
| | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Mutual funds | | | |
| Domestic equity | \$ 243,987 | \$ - | \$ - |
| International equity | 21,001 | - | - |
| Asset allocation | 12,893 | - | - |
| Debt securities | | | |
| U.S. Treasury | 144,069 | - | - |
| U.S. agency | - | 296,985 | - |
| Municipal | - | 26,975 | - |
| Residential mortgage-backed securities | 215,662 | - | - |
| Total investments | <u>\$ 637,612</u> | <u>\$ 323,960</u> | <u>\$ -</u> |

The following table presents assets measured at fair value on a recurring basis at August 31, 2014:

| Investments | Fair Value Measurements at Report Date Using | | |
|--|---|---|--|
| | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| Mutual funds | | | |
| Domestic equity | \$ 251,844 | \$ - | \$ - |
| International equity | 85,125 | - | - |
| Asset allocation | 16,172 | - | - |
| Debt securities | | | |
| U.S. Treasury | 115,470 | - | - |
| U.S. agency | - | 254,139 | - |
| Municipal | - | 77,541 | - |
| Residential mortgage-backed securities | 172,265 | - | - |
| Total investments | \$ 640,876 | \$ 331,680 | \$ - |

Note 3 - Promises to Give

Unconditional promises to give are estimated to be collected as follows at August 31, 2015 and 2014:

| | 2015 | 2014 |
|--|---------------------|---------------------|
| Within one year | \$ 2,883,316 | \$ 2,196,357 |
| In one to five years | 1,331,613 | 1,529,990 |
| | <u>4,214,929</u> | <u>3,726,347</u> |
| Less discount to net present value at 1.59% in 2015 and 2014 | <u>(18,787)</u> | <u>(24,327)</u> |
| Promises to give, net | \$ 4,196,142 | \$ 3,702,020 |

At August 31, 2015 and 2014, three donors accounted for 46% and 53% of total promises to give, respectively.

Note 4 - Capital Lease Obligation

The Organization leases certain telecommunication systems which are classified as capital leases. The leases expire over the next five fiscal years.

Future minimum lease payments are as follows:

| <u>Years Ending August 31,</u> | <u>Amount</u> |
|---------------------------------------|-------------------------|
| 2016 | \$ 29,468 |
| 2017 | 21,879 |
| 2018 | 21,879 |
| 2019 | 12,840 |
| 2020 | <u>4,383</u> |
| Total minimum lease payments required | 90,450 |
| Less amount representing interest | <u>(41,865)</u> |
| Capital lease obligation | <u><u>\$ 48,585</u></u> |

At August 31, 2015 and 2014, assets recorded under the capital lease agreement totaled \$67,934, less \$29,958 and \$14,979 of accumulated amortization, respectively.

Note 5 - Operating Lease

The Organization leases its St. Paul, Minnesota, operating facilities under two separate five-year operating leases, one expiring July 2018 and the other expiring September 2018. The lease allows for cancellation with six months advance notice.

The Organization leases space in in Omaha, Nebraska; Portland, Oregon; Philadelphia, Pennsylvania and Milwaukee, Wisconsin, under various operating leases with terms of 36 to 62 months.

The future minimum rental payments required under the leases are as follows:

| <u>Years Ending August 31,</u> | <u>Amount</u> |
|--------------------------------|----------------------------|
| 2016 | \$ 684,995 |
| 2017 | 692,366 |
| 2018 | 652,202 |
| 2019 | 78,098 |
| 2020 | 80,092 |
| Thereafter | <u>13,626</u> |
| | <u><u>\$ 2,201,379</u></u> |

Total rent expense was \$623,752 and \$483,990 for the years ended August 31, 2015 and 2014, respectively. See also Note 8.

Note 6 - Restricted Net Assets

Temporarily restricted net assets at August 31, 2015 and 2014, consist of:

| | 2015 | 2014 |
|----------------------|--------------|--------------|
| Time restrictions | \$ 1,893,730 | \$ 3,475,031 |
| Purpose restrictions | 2,407,892 | 1,935,180 |
| Total | \$ 4,301,622 | \$ 5,410,211 |

Net assets were released from restrictions as follows during the years ended August 31, 2015 and 2014:

| | 2015 | 2014 |
|----------------------|--------------|--------------|
| Time restrictions | \$ 2,481,595 | \$ 2,286,730 |
| Purpose restrictions | 1,371,030 | 1,728,871 |
| Total | \$ 3,852,625 | \$ 4,015,601 |

Note 7 - Board Designated Net Assets

At August 31, 2015 and 2014, Board designated net assets are available for the following purposes:

| | 2015 | 2014 |
|----------------------------|--------------|--------------|
| Program continuation funds | \$ 2,682,753 | \$ 2,087,750 |

To maintain its commitment with enrolled students, it is the policy of the Organization to build a significant operating reserve which, with additional grants, will continue to fund the students program for the full term of their education. The annual operating plans will ensure that this reserve does not exceed two times its annual expense budget. For purposes of this policy, the annual expenses will be calculated based upon the prior 12 months. The amount of this reserve is subject to annual review by the Board.

Note 8 - Other Contributions

The value of services and other in-kind contributions for program related services at estimated fair value at the date of donation for the years ended August 31, 2015 and 2014, is as follows:

| | 2015 | 2014 |
|------------------|--------------|--------------|
| Rent | \$ 1,459,704 | \$ 1,166,039 |
| Other | 305 | 22,395 |
| Program expenses | 43,164 | 8,293 |
| Total | \$ 1,503,173 | \$ 1,196,727 |

Note 9 - Contingencies

The continuation of funding from federal and other sources is contingent upon availability of funds and project performance. The funds are awarded annually based either upon receipt and approval of a program application or upon completion of a performance review. In addition, expenditures made under federal grants are subject to review and audit by the grantor agencies. Management believes that any liability for reimbursement, which may arise as a result of these audits, is not material to the Organization's financial statements.

Note 10 - Related Party Transactions

The Organization entered into an agreement with a company owned by a Board member for executive search services in 2013. The agreement is for \$50,000 plus expenses and payable in three equal installments over the execution of the agreement. During August 31, 2015 and 2014, the amounts paid were \$0 and \$17,879, respectively.

During 2013, the Organization entered into a two year agreement for website design services with a Company where a Board member is employed as a member of management. In January 2015, the Organization entered into a new one-year agreement for continued website design and supportive services. The total amount paid in fiscal 2015 and 2014 was \$34,440 and \$42,291, respectively. Amounts are payable as services are being completed. Accordingly, as of August 31, 2015 and 2014, \$6,398 and \$0 was recorded as a liability for services provided.

Note 11 - Retirement Plan

A Safe Harbor 401(k) plan was implemented on September 1, 2007. Employees are eligible to participate in the plan on the first of the month following 30 days of service, having attained age 18 and which are expected to work 1,000 hours in 12 consecutive months. The Organization will make matching contributions in two different ways. The Safe Harbor match is equal to the sum of 100% of the amount of the salary reductions that are not in excess of 3% of compensation, plus 50% of the amount of the salary reductions that exceed 3% of compensation but not in excess of 5% of compensation. The Discretionary Match is subject to delayed entry (entry after one year of service) and a step-vesting schedule. The Discretionary Match is 50% of the salary reduction amounts that exceed 5% of compensation but not in excess of 9% of compensation. Employees can opt out of the plan or change their contribution at any time. Employer contributions and expense for the 401(k) plan were \$175,555 and \$126,762 for the years ended August 31, 2015 and 2014, respectively.

Note 12 - Conditional Grants

College Possible Omaha received a conditional grant of \$750,000 in 2014 from a private organization. This grant is conditional on the Organization securing matching funds for each installment of \$250,000. Since the grant represents a conditional promise to give, it is not recognized as support until the conditions are met. \$250,000 was received and conditions met as of August 31, 2015. As a result, contribution revenue of \$250,000 was recognized for this grant in the year ended August 31, 2015. No contribution revenue was recorded for this grant in the year ended August 31, 2014.

College Possible Portland received a conditional grant of \$150,000 in 2015 from a private organization. This grant is conditional on the Organization securing matching funds for each annual installment of \$50,000. Since the grant represents a conditional promise to give, it is not recognized as support until the conditions are met. \$50,000 was received and conditions met as of August 31, 2015. As a result, contribution revenue of \$50,000 was recognized for this grant in the year ended August 31, 2015.