FINANCIAL STATEMENTS



ASIAN AND PACIFIC ISLANDER AMERICAN SCHOLARSHIP FUND

FOR THE YEAR ENDED JUNE 30, 2018

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Asian and Pacific Islander American Scholarship Fund Washington, D.C.

We have audited the accompanying financial statements of the Asian and Pacific Islander American Scholarship Fund (APIASF), which comprise the statement of financial position as of June 30, 2018, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of APIASF as of June 30, 2018, and the change in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

May 3, 2019

Gelman Kozenberg & Freedman

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STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2018

ASSETS

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Cash and cash equivalents Investments Contributions and grants receivable Prepaid expenses Total current assets	\$ 3,925,953 2,178,928 1,381,679 75,826
FIXED ASSETS, Net of Accumulated Depreciation of \$5,746	2,271
OTHER ASSETS	
Deposits	<u> 14,556</u>
TOTAL ASSETS	\$ <u>7,579,213</u>
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES	
Accounts payable and accrued expenses Scholarships payable Deferred income - Gala	\$ 122,826 1,721,386
Total current liabilities	1,919,327
NET ASSETS	
Unrestricted Temporarily restricted	2,407,247 3,252,639
Total net assets	5,659,886
TOTAL LIABILITIES AND NET ASSETS	\$ <u>7,579,213</u>

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2018

	U	nrestricted	Temporarily Restricted		Total
REVENUE AND SUPPORT					_
Contributions and grants Special event revenue - Gala, net of cost of	\$	1,253,456	\$ 17,820,994	\$	19,074,450
direct benefits in the amount of \$122,039		87,485	-		87,485
Investment income		14,638	2,201		16,839
In-kind donations		44,594	40,000		84,594
Other revenue		14,532	-		14,532
Net assets released from donor restrictions	_	17,669,437	(17,669,437)	_	
Total revenue and support	_	19,084,142	193,758	_	19,277,900
EXPENSES					
Program Services:					
Gates Millennium Scholarships		14,671,832	-		14,671,832
APIASF Scholarships		2,335,543	-		2,335,543
APIASF Education and Information Programs	_	1,049,945		_	1,049,945
Total program services	_	18,057,320		_	18,057,320
Supporting Services:					
Management and General		603,813	_		603,813
Fundraising	_	293,231		_	293,231
Total supporting services	_	897,044		_	897,044
Total expenses	_	18,954,364		_	18,954,364
Change in net assets		129,778	193,758		323,536
Net assets at beginning of year	_	2,277,469	3,058,881	_	5,336,350
NET ASSETS AT END OF YEAR	\$_	2,407,247	\$ <u>3,252,639</u>	\$_	5,659,886

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2018

	Program Services				Suj	_		
	Gates Millennium Scholarships	APIASF Scholarships	APIASF Education and Information Programs	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total Expenses
Salaries, taxes and benefits	\$ 654,126	\$ 112,036	\$ 312,606	\$ 1,078,768	\$ 257,375	\$ 272,079	\$ 529,454	\$ 1,608,222
Scholarships	13,784,041	2,210,300	-	15,994,341	-	-	-	15,994,341
Professional fees	35,757	6,189	169,632	211,578	54,918	8,262	63,180	274,758
Board meetings and travel	-	-	-	-	3,143	-	3,143	3,143
Depreciation	-	-	-	-	1,604	-	1,604	1,604
Donations/sponsorships	-	-	-	-	11,549	-	11,549	11,549
Equipment rental and								
maintenance	6,939	2,487	1,140	10,566	3,279	3,093	6,372	16,938
Event costs	3,849	-	199,870	203,719	4,053	535	4,588	208,307
Insurance	4,417	376	582	5,375	3,286	753	4,039	9,414
Office expense	7,008	1,129	24,963	33,100	32,272	663	32,935	66,035
Outside services	19,328	711	226,527	246,566	73,873	1,557	75,430	321,996
Postage and delivery	794	72	6,638	7,504	3,244	108	3,352	10,856
Printing and reproduction	1,030	-	1,444	2,474	1,336	215	1,551	4,025
Rent	112,276	-	40,000	152,276	39,584	-	39,584	191,860
Telecommunications	8,980	1,025	861	10,866	3,055	1,382	4,437	15,303
Travel	33,287	906	61,482	95,675	24,343	4,355	28,698	124,373
In-kind donations	-	-	-	-	84,594	-	84,594	84,594
Other		312	4,200	4,512	2,305	229	2,534	7,046
TOTAL	\$ 14,671,832	\$ 2,335,543	\$ 1,049,945	\$ 18,057,320	\$ 603,813	\$ 293,231	\$ 897,044	\$ 18,954,364

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2018

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$	323,536
Adjustments to reconcile change in net assets to net cash used by operating activities:		
Depreciation Unrealized loss on investments		1,604 2,967
Increase in: Contributions and grants receivable Prepaid expenses		(736,268) (11,404)
(Decrease) increase in: Accounts payable and accrued expenses Scholarships payable Deferred income - Gala Deferred rent liability	_	(30,387) 24,373 (103,760) (2,244)
Net cash used by operating activities	_	(531,583)
CASH FLOWS FROM INVESTING ACTIVITIES		
Net purchase of investments	_	(19,785)
Net cash used by investing activities	_	(19,785)
Net decrease in cash and cash equivalents		(551,368)
Cash and cash equivalents at beginning of year	_	4,477,321
CASH AND CASH EQUIVALENTS, INCLUDING RESTRICTED CASH IN THE AMOUNT OF \$826,750 AT END OF YEAR	\$ <u></u>	3,925,953

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The Asian and Pacific Islander American Scholarship Fund (APIASF) is a non-profit organization, incorporated in the District of Columbia. APIASF's vision is to see that all Asian and Pacific Islander Americans who wish to pursue higher education have the opportunity, regardless of their ethnicity, national origin, or financial means. APIASF's mission is to forge partnerships building a national Asian and Pacific Islander American scholarship organization that supports and encourages all Asian and Pacific Islander American students to pursue higher education, thereby developing future leaders who will contribute back to their communities and ultimately, strengthening America.

APIASF manages three scholarship programs: the Gates Millennium Scholars/Asian Pacific Islander Americans (GMS/APIA) funded by a grant from the Bill & Melinda Gates Foundation, APIASF AANAPISI (Asian American and Native American Pacific Islander-Serving Institutions) scholarship and APIASF's general scholarship. Through these programs, APIASF has distributed more than \$140 million in college scholarships to more than 7,500 deserving Asian and American Pacific Islander (AAPI) students across the country and in the Pacific Islands.

APIASF continues to have the largest outreach nationwide to the AAPI communities providing scholarships to the most underserved individuals through its general, AANAPISI, and GMS/APIA programs.

Realizing through evidenced-based research over 50% of AAPIs attend two-year institutions. One potential area of greatest impact APIASF has is with students attending two-year institutions. AANAPISI campuses are defined by at least a 10% AAPI enrollment and a minimum threshold of low-income students and/or a lower than average educational and general expenditures per student. APIASF is decisively partnering with AANAPISI campuses to provide scholarships and over time aims to become the only national scholarship organization with linkages to all AANAPISIs and the communities they serve.

In addition to scholarship support, APIASF has a comprehensive range of programs that include research and data collection, national higher education convening's, wrap-around services to maximize graduation rates and gainful employment, and communications strategies that will better inform policy leaders, campus administrators and the general public to help improve educational opportunities for AAPI students.

To ensure delivery of effective student support services and initiatives that meet the needs of APIASF scholarship recipients, ongoing evaluations are conducted throughout the year by APIASF. Providing a safe space in which APIASF Scholars are comfortable voicing their needs and experiences is a critical element to the foundation of programs being administered year-to-year.

APIASF team members collaborate in scholar and social networks that provide sound research and best practices in supporting Asian American and Pacific Islanders students' academic, personal, social, cultural, and professional development and success.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Cash and cash equivalents -

APIASF considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents, and excluding money market funds held by investment managers in the amount of \$23,476 for the year ended June 30, 2018.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, APIASF maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Restricted cash -

Restricted cash is limited in use to payment of the Gates Millennium Scholarships. Restricted cash at June 30, 2018 was \$826,750 and is included with cash and cash equivalents.

Investments -

Investments are recorded at their readily determinable fair value. Interest, dividends and unrealized losses are included in investment income in the Statement of Activities and Change in Net Assets.

Contributions and grants receivable -

Contributions and grants receivable are recorded at their net realizable value, which approximates fair value. Management considers all amounts to be fully collectible within one year. Accordingly, an allowance for doubtful accounts has not been established.

Fixed assets -

Fixed assets in excess of \$5,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally five to seven years. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation expense for the year ended June 30, 2018 totaled \$1,604.

Income taxes -

APIASF is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Beginning January 1, 2018, it is subject to unrelated business income taxes on qualified transportation fringe benefits provided to its employees. The amount of the tax for the year ended June 30, 2018 is immaterial. APIASF is not a private foundation.

Uncertain tax positions -

For the year ended June 30, 2018, APIASF has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Deferred income -

Deferred income consists of Gala registrations. APIASF recognizes event revenue when the related event has occurred.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of APIASF.
- Temporarily restricted net assets include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of APIASF and/or the passage of time.
 When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.

Contributions and grants -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

In-kind donations -

In-kind donations consist of goods for auction, all benefiting APIASF's supporting services. In-kind donations are recorded at their fair market value as of the date of the gift. In addition, volunteers have donated significant amounts of their time to APIASF; these donated services are not reflected in the financial statements since these services do not meet the criteria for recognition as contributed services. In-kind donations that meet the criteria for recognition are included in revenue and expense for the year ended June 30, 2018.

Scholarships payable -

APIASF awards scholarships to eligible persons. Scholarships are recorded in the year in which they are awarded.

Use of 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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Risks and uncertainties -

APIASF invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the accompanying financial statements.

Fair value measurement -

APIASF adopted the provisions of FASB ASC 820, Fair Value Measurement. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. APIASF accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

New accounting pronouncements (not yet adopted) -

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities* (Topic 958), intended to improve financial reporting for not-for-profit entities. The ASU will reduce the current three classes of net assets into two: with and without donor restrictions. The change in each of the classes of net assets must be reported on the Statement of Activities and Change in Net Assets. The ASU also requires various enhanced disclosures around topics such as board designations, liquidity, functional classification of expenses, investment expenses, donor restrictions, and underwater endowments. The ASU is effective for fiscal years beginning after December 15, 2017. Early adoption is permitted. The ASU should be applied on a retrospective basis in the year the ASU is first applied. While the ASU will change the presentation of APIASF's financial statements, it is not expected to alter APIASF's reported financial position.

In June 2018, the FASB issued ASU 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made, which is intended to clarify and improve current guidance about whether a transfer of assets is an exchange transaction or a contribution. The amendments in this ASU provide a more robust framework to determine when a transaction should be accounted for as a contribution under Subtopic 958-605 or as an exchange transaction accounted for under other guidance (for example, Topic 606). The amendments also provide additional guidance about how to determine whether a contribution is conditional or unconditional. The amendments in this ASU could result in more grants and contracts being accounted for as contributions than under previous GAAP. The ASU recommends application on a modified prospective basis; however, retrospective application is permitted. APIASF has not yet decided on a transition method. The ASU is effective for fiscal years beginning after December 15, 2018.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606). The ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

New accounting pronouncements (not yet adopted) (continued) -

The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by a year; thus, the effective date is fiscal years beginning after December 15, 2018. Early adoption is permitted. APIASF has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on its financial statements.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities for fiscal years beginning after December 15, 2019. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

APIASF plans to adopt the new ASUs at the respective required implementation dates.

2. INVESTMENTS

Investments consisted of the following at June 30, 2018:

	Fair Value
Money market funds Certificates of deposit Mutual funds	\$ 23,476 1,498,968 656,484
TOTAL INVESTMENTS	\$ <u>2,178,928</u>
Included in investment income are the following:	
Interest and dividends Unrealized loss	\$ 19,806 (2,967)
TOTAL INVESTMENT INCOME	\$ <u>16,839</u>

3. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at June 30, 2018:

Gates Millennium Scholarships APIASF Scholarships APIASF AANAPISI (Community College Scholarships) APIASF Frances Sonn Nam Fund APIASF Education and Information Programs Time Restricted	\$	899,749 670,917 471,625 69,763 636,254 504,331
TOTAL TEMPORARILY RESTRICTED NET ASSETS	_ \$	3,252,639

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

3. TEMPORARILY RESTRICTED NET ASSETS (Continued)

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time), which satisfied the restricted purposes specified by the donors:

Gates Millennium Scholarships	\$	13,784,041
APIASF Scholarships		1,534,100
APIASF AANAPISI (Community College Scholarships)		666,200
APIASF Frances Sonn Nam Fund		10,000
APIASF Education and Information Programs		857,203
Passage of Time	_	817,893

TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS

\$<u>17,669,437</u>

4. LEASE COMMITMENTS

During the year ended June 30, 2018, APIASF leased office space in the District of Columbia under a five-year agreement, which originated in April 2012 and expired July 31, 2017. Under terms of the lease, APIASF's base monthly lease payment was \$14,556, with the lease payment increasing over the lease term to \$17,027 per month.

During April 2017, APIASF entered into a new lease for the same office space, commencing August 1, 2017 and expiring June 15, 2020. Monthly rent at the beginning of the lease is \$17,708, increasing to \$19,152 in the final year of the lease.

The following is a schedule of the future minimum lease payments:

Year Ending June 30,

2020	 439,789
2019	\$ 220,282
2020	 219,507

Rent expense for the year ended June 30, 2018 totaled \$191,860.

5. RETIREMENT PLAN

APIASF has established a 401(k) tax-deferred retirement plan for the benefit of its employees. The Plan covers all eligible employees, as defined. Plan participants may make voluntary salary reduction contributions up to the maximum amount allowed. APIASF may pay up to 2% of eligible compensation to the Plan. APIASF paid \$10,350 as a contribution to the Plan for the year ended June 30, 2018.

6. CONCENTRATION OF REVENUE

Approximately 76% of APIASF's revenue for the year ended June 30, 2018 was derived from grants awarded by one donor. APIASF has no reason to believe that relationships with this donor will be discontinued in the foreseeable future.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

6. CONCENTRATION OF REVENUE (Continued)

However, any interruption of these relationships (i.e., the failure to renew grant agreements or withholding of funds) would adversely affect APIASF's ability to finance ongoing operations.

7. FAIR VALUE MEASUREMENT

In accordance with FASB ASC 820, Fair Value Measurement, APIASF has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1. These are investments where values are based on unadjusted quoted prices for identical assets in an active market APIASF has the ability to access.

Level 2. These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

Level 3. These are investments where inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at June 30, 2018.

- Money market funds Valued at the daily closing price as reported by the fund. The money
 market funds are open-end funds that are registered with the Securities and Exchange
 Commission (SEC), and are deemed to be actively traded.
- Certificates of deposit Generally valued at original cost plus accrued interest, which approximates fair value.
- Mutual funds Valued at the daily closing price as reported by the fund. Mutual funds held by APIASF are open-end mutual funds that are registered with the SEC. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by APIASF are deemed to be actively traded.

The table below sets forth by level, within the fair value hierarchy, APIASF's investments at fair value for the year ended June 30, 2018:

		Level 1	Level 2	L	evel 3		Total
Asset Class:							
Money market funds	\$	23,476	\$ -	\$	-	\$	23,476
Certificates of deposit		-	1,498,968		-	1	,498,968
Mutual funds	_	656,484					<u>656,484</u>
TOTAL	\$_	679,960	\$ <u>1,498,968</u>	\$		\$ <u>2</u>	,178,928

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018

7. FAIR VALUE MEASUREMENT (Continued)

There were no transfers between levels in the fair value hierarchy during the year ended June 30, 2018. Transfers between levels are recorded at the end of the reporting period, if applicable.

8. SUBSEQUENT EVENTS

In preparing these financial statements, APIASF has evaluated events and transactions for potential recognition or disclosure through May 3, 2019, the date the financial statements were issued.