FINANCIAL STATEMENTS
YEARS ENDED
JUNE 30, 2019 AND 2018
AND
INDEPENDENT AUDITOR'S REPORT

WALSH & CO.

ACCOUNTANTS & CONSULTANTS

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WALSH & CO.

ACCOUNTANTS & CONSULTANTS

Board of Directors National Tay-Sachs & Allied Diseases Association, Inc. 2001 Beacon Street, Suite 204 Boston, Massachusetts 02135

INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying financial statements of National Tay-Sachs & Allied Diseases Association, Inc. (a non-profit organization), which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and changes in net assets, cash flows and functional expenses for the years 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 audits. We conducted our audits 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 in the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization'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 the 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 National Tay-Sachs & Allied Diseases Association, Inc. as of June 30, 2019 and 2018, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

November 27, 2019

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STATEMENTS OF FINANCIAL POSITION JUNE 30, 2019 AND 2018

ASSETS:	<u>2019</u>	<u>2018</u>
Current Assets:		
Cash and cash equivalents	\$ 782,933	\$ 855,674
Investments	677,325	508,629
Accounts receivable, net	125,235	14,000
Prepaid expenses	8,748	535
Deposits	900	900
Total current assets	1,595,141	1,379,738
Property and equipment, net	2,490	447
Total Assets	<u>\$ 1,597,631</u>	\$ 1,380,185
LIABILITIES AND NET ASSETS: Current Liabilities:		
Accounts payable	\$ 5,290	\$ 892
Contributions collected early	9,973	5,800
Accrued expenses	<u>31,422</u>	<u> 15,660</u>
Total Current Liabilities	46,685	22,352
Commitment and contingencies		
Net Assets		
Without donor restrictions	584,506	413,691
With donor restrictions	<u>966,440</u>	944,142
Total Net Assets	1,550,946	1,357,833
Total Liabilities and Net Assets	\$ 1,597,631	<u>\$ 1,380,185</u>

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS <u>YEARS ENDED JUNE 30, 2019 AND 2018</u> 201<u>9</u>

Totals	\$ 256,977 73,100 721,729	26,250 165,382 854	10,093	1,254,385		1,254,385	764,423 49,805 <u>85,152</u> <u>899,380</u>	355,005	1,002,828	\$ 1,357,833
$\frac{2018}{\text{With donor}}$ $\frac{\text{Restrictions}}{\text{Restrictions}}$	\$ 471,082			471,082	(374,080)	97,002		97,002	847,140	\$ 944,142
Without Donor Restrictions	\$ 256,977 73,100 250,647	26,250 165,382 854	10,093	783,303	374,080	1,157,383	764,423 49,805 <u>85,152</u> <u>899,380</u>	258,003	155,688	\$ 413,691
Totals	\$ 150,306 74,600 595,376	27,000 89,235 142,483 938	21,075	1,101,013		1,101,013	710,261 80,627 117,012 907,900	193,113	1,357,833	\$ 1,550,946
2019 With Donor Restrictions	\$ 323,133			523,133	(300,835)	22,298		22,298	944,142	\$ 966,440
Without Donor Restrictions	\$ 150,306 74,600 272,243	27,000 89,235 142,483	21,0/5	088,///	300,835	1,078,715	$710,261 \\ 80,627 \\ 117,012 \\ \hline 907,900$	170,815	413,691	\$ 584,506
Support:	Special events and gifts, net Foundations and corporations Mail solicitations and contributions	Revenue: Quality control fees Licensing income Annual conference Unrealized gains (losses)	merest and dividend meone		Net Assets Released from Restrictions: Satisfaction of program restrictions	Total Support and Revenue	Expenses: Program services Administrative Fundraising Total Expenses	Changes in Net Assets	Net Assets, Beginning of year	Net Assets, End of Year

See accompanying notes.

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STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES: Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided by operating activities:	\$ 193,113	\$ 355,005
Depreciation	754	1,851
Unrealized gains	(938)	(269)
(Increase) decrease in accounts receivable	(111,235)	22,395
Prepaid expenses	(8,213)	(155)
Accounts payable	4,398	29
Increase in contributions collected early	4,173	5,800
Increase (decrease) in accrued expenses	15,762	(34,231)
Net Cash Provided by Operating Activities	97,814	350,425
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of investments Purchase of fixed assets	(167,758) (2,797)	(508,360)
Net Cash Used in Investing Activities	(170,555)	(508,360)
NET CHANGE IN CASH AND CASH EQUIVALENTS	(72,741)	(157,935)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>855,674</u>	1,013,609
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 782,933	\$ 855,674

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2019

Total <u>Expenses</u> \$ 298,307 23,694 11,216	333,217	10,692 5,444	156,089	1,425	3,267	15,618	3,035	, 687	419	2,225 2,895	49	26,507	13,000	27,111	3 322	34,003	636 574,683	\$ 907,900
Total Supporting <u>Services</u> \$ 116,340 9,240 4,374	129,954	1,925 5,444	136	256	588	15,618	547	289	92	2,225 2,082	49	4,771	79	7,111	598	4,857	636	\$ 197,639
Eundraising \$ 80,543 6,397 3,028	896.68	1,390 2,237	86	185	425	13,618	395	į	55	63		5,446	6/		432	2,621	27,044	\$ 117,012
Management and <u>General</u> \$ 35,797 2,843	39,986	535 3,207	38	7.1	163		152	687	17	2,225	49	1,525	27 111	27,111	166	2,236	40,641	\$ 80,627
Total Program <u>Services</u> \$ 181,967 14,454 6,842	203,263	8,767	136,089 618	1,169	2,679	267,505	2,488	,	343	813	7,7	12 021	17,721		2,724	29,146	506,998	\$ 710,261
Research \$ 59,661 4,739 2,243	66,643	4,063	286	542	1,241	223,822	1,153	150	601	200	10.073	70,01	2		1,262	27,084	269,955	\$ 336,598
Education \$ 20,882 1,659	23,326	748	53	100	677	27,369	212	20	1	62	1 855	6,101	,		233	106	37,097	\$ 60,423
Family Services \$ 101,424 8,056 3,814	113,294	3,956	279	527	1,209	16,314	1,123	155		551	9 808	6.750			1,229	1,956	199,946	\$ 313,240
Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees Computer services Conference	Depreciation	Unes and subscriptions Folithment rental	Fundraising	Grants	Insurance License and fees	Miscellaneous	Office expense	Postage and shipping	Professional fees	Publications	Rent	Scholarship awards	Telephone	I ravel and meetings I Itilities		Total Expenses

See accompanying notes. 6.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018

Total Expenses	\$ 261,910 20,915 9,758	292,583	12,456 3,389	1,851	1,000 $4,081$	11,700 344,113	5.202	512	728	3,279	1,393	17,397	3,534	26,854	5,000	2,724	5,747	969	260,797	\$ 899,380
Total Supporting <u>Services</u>	\$ 82,572 6,483 966	90,021	2,282 542	296	400 653	11,700	870	512	728	1,030	521	15,505		5,371		491	1,306	139	44,936	\$ 134,957
Fundraising	\$ 59,180 4,601 686	64,467	1,454	222	100 490	11,700	619		170	1+7		1,683		2,685		273	736	69	20,685	\$ 85,152
Management and <u>General</u>	\$ 23,392 1,882	25,554	828 135	74	300 163		251	512	728	2,590	521	13,822		2,686		218	570	70	24,251	\$ 49,805 See accompanying notes. 7.
Total Program <u>Services</u>	\$ 179,338 14,432 8,792	202,562	10,174 2,847 152,381	1,555	600 3,428	344,113	4,332		1 730	689	872	1,892	3,534	21,483	5,000	2,233	4,441	557	561.861	\$ 764,423 See accomp
Research	\$ 67,577 5,438	73,825	4,724 1,322	722	1,592	299,221	2,011		803			713	,	8,593		7.17	2,649	223	323,445	\$397,270
Education	\$ 25,991 2,092 1,972	30,055	848 237	130	286	26,338	361		144		872	274	5,534	2,954	Ö	7/7	302	77	36,629	\$ 66,684
Family <u>Services</u>	\$ 85,770 6,902 6,010	98,682	4,602 1,288 152,381	703	1,550	18,554	1,960		783	689		905	0	9,956	2,000	1,089	1,490	257	201,787	\$ 300,469
	Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees Computer services Conference	Depreciation Dues and subscriptions	Equipment rental Fundraising	Grants	Insurance	License and fees	Office expense	Postage and shipping	Printing and reproduction	Professional fees	I dulications	Scholarshin awards	Telephone	Telephione	I ravel and meetings	Offlittes		Total Expenses

NOTES TO FINANCIAL STATEMENTS <u>JUNE 30, 2019 AND 2018</u>

NOTE 1 - ORGANIZATION

National Tay-Sachs & Allied Diseases Association, Inc. (the "Association) is a not-for-profit, voluntary health and welfare organization. It raises funds to support and implement charitable and educational programs that aid in the detection, treatment and prevention of Tay-Sachs & other related genetic diseases occurring in infants, children and adults. The Association also raises funds to support its family services, research and advocacy programs relating to these rare neurodegenerative genetic disorders. The national offices of the Association are located in Brighton, Massachusetts. In addition, there is an active chapter in Pennsylvania, as well as affiliates in Canada and Pennsylvania and a member organization in Florida.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a.) Financial Statement Presentation

The Association prepares its financial statements in accordance with generally accepted accounting standards and principles established by the Financial Accounting Standards Board (FASB). References to U.S. generally accepted accounting principles (U.S. GAAP) in these notes are to the FASB Accounting Standards Codification (ASC).

(b.) Recently Adopted Accounting Policies

In 2019, the Association adopted FASB's Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities. This ASU addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources and the lack of consistency in the type of information provided about expenses and investment return. The Association has adjusted the presentation of the financial statements accordingly. The adoption of this ASU did not impact the Association's net asset classes, results of operations, or cash flows for the year ended June 30, 2019. The ASU has been applied retrospectively to all periods presented. This ASU provides an option to omit disclosures about liquidity and availability of resources for the 2018 financial statements.

(c.) Net Assets

Net Assets without donor restrictions are those net resources that bear no external restrictions and are generally available for use by the Association.

Net assets with donor restrictions are amounts received or committed by donors with purpose purpose or time restrictions that have not yet been met and permanently restricted funds. Net assets with donor restrictions consist of the following at June 30:

	<u>2019</u>	<u>2018</u>
Time/purpose restriction	<u>\$ 966,440</u>	<u>\$ 944,142</u>
	O	

(d.) Revenue Recognition

Revenue from programs and events, sale of publications, and other sources is recognized in the period in which the services are provided.

Contributions without donor restrictions are recognized as revenue when unconditionally committed or received. Contributions with donor restrictions are recorded as revenues and net assets with donor restrictions when received or unconditionally pledged. Transfers are made to net assets without donor restrictions as services are performed and costs are incurred or as time restrictions lapse.

(e.) Contributions:

The Association's contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions.

Many individuals volunteer their time and perform a variety of tasks that assist the Association in accomplishing its goals. During the years ended June 30, 2019 and 2018, there were no contributed services meeting the requirements for recognition in the financial statements.

(f.) Property and Equipment:

The Association capitalizes expenditures for property and equipment in excess of \$1,000. Depreciation is computed using the straight-line method. Maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

Property and equipment purchased by the Association are stated at cost. Donations of property and equipment are stated at their estimated fair value at the date of donation and recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

(g.) <u>Income Taxes:</u>

The Association is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state law. The accounting standard on accounting for uncertainty in income taxes addresses determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Association may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. There are no unrecognized tax benefits identified or recorded as liabilities for the years ended June 30, 2019 and 2018.

The Association's tax returns, form 990, for the years ending 2016, 2017, 2018 and 2019 are subject to examination by the IRS, generally for three years after they are filed.

(h.) Functional Allocation of Expenses:

Directly identifiable expenses are charged to programs and supporting services accordingly. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

(i.) Cash Equivalents

For purposes of the statement of cash flows, the Association considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

(j.) Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. The Association does not charge interest on past due accounts receivable.

(k.) Advertising Costs

The Association follows the policy of charging the costs of advertising to expense as incurred.

(1.) <u>Estimates:</u>

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(m.) Reclassifications

Certain items in the 2018 financial statements have been reclassified to conform to the current year presentation.

(n.) Marketable Securities

The Association follows the principles of the Accounting Standards Codification for Not-for-Profit Organizations. Donated securities are recorded at their fair market values on the date of donation. Donated securities that are unrestricted as to use are recorded as a contribution in unrestricted net assets. Marketable securities are carried at fair market value in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

NOTE 3 – INVESTMENTS

The Organization records investments at market value. Interest income is recorded as earned and dividend income is recorded on the ex-dividend date. Gains or losses on sales of investments and unrealized gains and losses, which result from changes in market value of investments held, are reflected in the statements of activities.

The following is a summary of the investment portfolio as of June 30, 2019 and 2018 at cost and market value:

	<u>Cost</u>	<u>2019</u> Market <u>Value</u>	Excess of Market Value Over Cost
U.S. Treasury bills	\$ 676,118	<u>\$ 677,325</u>	<u>\$ 1,207</u>
	<u>Cost</u>	2018 Market <u>Value</u>	Excess of Market Value Over Cost
U.S. Treasury bills	\$ 508,360	\$ 508,629	<u>\$ 269</u>

NOTE 4 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of June 30:

	<u>2019</u>	<u>2018</u>
Computer equipment	\$ 38,778	\$ 35,981
Furniture and fixtures	10,185	10,185
Website	33,767	33,767
	82,730	79,933
Less: Accumulated depreciation	(80,240)	(79,486)
•	\$ 2,490	<u>\$ 447</u>

NOTE 5 – SPECIAL EVENTS

Net revenues for special events consist of the following:

	<u>2019</u>	<u>2018</u>
Gross revenues, including gifts	\$ 234,263	\$ 387,108
Less: Related expenses	<u>83,957</u>	_130,131
•	<u>\$ 150,306</u>	<u>\$ 256,977</u>

NOTE 6 - NET ASSETS WITH DONOR RESTRICTIONS

The net assets with donor restrictions as of June 30 consist of following:

<u>2019</u>	<u>2018</u>
\$ 236,346	\$ 244,619
8,575	8,575
22,383	23,791
33,257	33,257
12,600	16,008
12,327	10,427
292,096	286,298
18,628	19,020
1,288	1,288
15,598	10,793
21,120	20,239
115	115
8,795	12,362
117,611	106,183
11,842	11,835
30,427	23,915
80,615	72,500
7,161	7,161
6,275	31,375
25,000	
4,381	4,381
<u>\$ 966,440</u>	<u>\$ 944,142</u>
	\$ 236,346 8,575 22,383 33,257 12,600 12,327 292,096 18,628 1,288 15,598 21,120 115 8,795 117,611 11,842 30,427 80,615 7,161 6,275 25,000 4,381

NOTE 7 - CONCENTRATION OF CREDIT RISK

The Association maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. Businesses are allowed unlimited coverage for one checking account at a financial institution while other accounts are covered to the FDIC limit of \$250,000. None of the investments are insured by a Federal government agency with one holding representing 22% of assets as of June 30, 2019. At June 30, 2019 and 2018, the Association's cash balance exceeding FDIC insurance limits amounted to approximately \$181,000 and \$604,000, respectively.

NOTE 8 - RETIREMENT PLAN

On January 1, 2000, the Association established a SIMPLE IRA pension plan, covering all full time employees who earned \$5,000 or more, per year, during any prior year of employment. The Association may contribute a matching contribution to each eligible employee's SIMPLE IRA equal to the employee's salary reduction contributions up to a limit of 3% of the employee's compensation for the calendar year. Alternatively, the Association may contribute 2% of each eligible employee's compensation regardless of whether the employee elects to make a pretax contribution.

Pension plan expense for the years ending June 30, 2019 and 2018 totaled \$4,926 and \$3,116, respectively.

NOTE 9 - COMMITMENTS AND CONTINGENCIES

The Association has awarded grants for research and other services to independent parties in the scientific community before the end of the year. Generally, the grants are paid over one to two years in installments. These grants are not paid if interim progress reports are not submitted as required and no progress or unsatisfactory progress is made after the initial term. The amount of awards granted and not funded representing contingent liabilities at June 30, 2019 and 2018 approximate \$291,000 and \$512,000, respectively. The contingent liability amounts have not been included in the statements of activities. If the work by recipients of the awards is completed satisfactorily in the future, then the amounts paid will reduce net assets.

NOTE 10 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Association's financial assets available within one year from the statement of financial position as of June 30, 2019 for general operating expenses are as follows:

Cash and cash equivalents	\$ 782,933
Accounts receivable	125,235
Investments	 677,325
Total financial assets	1,585,493
Less-net assets with specific donor restrictions	 <u>(966,440)</u>
Financial assets available to meet cash needs	
For general expenditures within one year	\$ 619,053

The Association manages liquidity by structuring financial assets to be available as general expenditures, liabilities, and other obligations come due. The Association invests cash in excess of short-term requirements in investments. As of June 30, 2019, the Association has financial assets exceeding eight months of operating expenses.

NOTE 11 - LEASE OBLIGATION

As of June 30, 2019, the Association has a lease for the rental of office space for its administrative facilities. The future obligations under the lease are as follows:

Year Ending June 30	Annual Amount
	Ф.27.200
2020	\$ 27,200
2021	27,550
2022	4,600
	<u>\$ 59,350</u>

Rent expense for the years ended June 30, 2019 and 2018 was \$27,111 and \$26,854, respectively.

NOTE 12 - FAIR VALUE MEASUREMENTS

The Association reports under the Fair Value Measurements pronouncements of the FASB Accounting Standards Codification, which establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below.

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

Level 2 – Inputs to the valuation include:

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

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

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs at the closing price reported on the active market on which the individual securities are traded.

Following is a description of the valuation methodologies used for assets measured at fair value. There has been no change in the methodology used at June 30, 2019 and 2018.

Cash or cash equivalent including money market funds: Valued at acquisition cost. Marketable securities: valued at market.

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

The following tables set forth by level, with the fair value hierarchy, the Association's assets at fair value.

Assets at fair value as of June 30, 2019 (In thousands)

	<u>Level 1</u>
Cash and cash equivalents Investments	\$ 783
	\$ 1,460

Assets at fair value as of June 30, 2018 (In thousands)

	<u>Level 1</u>
Cash and cash equivalents Investments	\$ 856 509
	\$ 1,365

Valuation and Income Recognition

The Association's cash and cash equivalents and marketable securities as of June 30, 2019 and 2018 are stated at fair value.

NOTE 13 - SUBSEQUENT EVENTS

Association management has evaluated all subsequent events through November 27, 2019, the date the financial statements were available to be issued. There are no subsequent events that require adjustment to or disclosure in the financial statements.