# NEW PERCEPTIONS, INC. 

FINANCIAL STATEMENTS
Years Ended June 30, 2023 and 2022 WITH

Independent Auditors' Report

## NEW PERCEPTIONS, INC.

 FINANCIAL STATEMENTS
## Years Ended June 30, 2023 and 2022 WITH <br> Independent Auditors' Report <br> TABLE OF CONTENTS

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# Certified Public Accountants and Business Advisors 

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## THE BOARD OF DIRECTORS NEW PERCEPTIONS, INC. <br> Edgewood, Kentucky

## Opinion

We have audited the accompanying financial statements of New Perceptions, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2023 and 2022, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Perceptions, Inc. as of June 30, 2023 and 2022, and the changes in its net assets and their 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. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of New Perceptions, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. 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 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, and for 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.

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

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' 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 generally accepted auditing standards 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 financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the 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 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 New Perceptions, Inc.'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 financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about New Perception, Inc.'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.

## Bramel \& Ackley, P.S.C.

September 13, 2023

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NEW PERCEPTIONS, INC.
STATEMENTS OF FINANCIAL POSITION
June 30, 2023 and 2022

| ASSETS | 2023 |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |  |
| Cash and cash equivalents | \$ | 452,119 | \$ | 1,067,747 |
| Certificates of deposit |  | 403,408 |  | 150,000 |
| Accounts receivable |  | 193,019 |  | 197,698 |
| Refund receivable |  | 266,690 |  | 241,809 |
| Other current assets |  | 19,405 |  | 13,130 |
| Total current assets |  | 1,334,641 |  | 1,670,384 |
| Other Assets |  |  |  |  |
| Investments |  | 2,299,581 |  | 1,701,156 |
| Property and equipment, net |  | 467,236 |  | 472,094 |
| Total assets | \$ | 4,101,458 | \$ | 3,843,634 |
| LIABILITIES AND NET ASSETS |  |  |  |  |
| Current Liabilities |  |  |  |  |
| Accounts payable | \$ | 19,849 | \$ | 16,661 |
| Current portion of long-term debt |  | - |  | 1,089 |
| Current portion of lease liability |  | 1,291 |  | - |
| Accrued paid time off |  | 81,884 |  | 81,033 |
| Deferred government grant |  | - |  | 192,374 |
| Other current liabilities |  | 23,346 |  | 38,009 |
| Total current liabilities |  | 126,370 |  | 329,166 |
| Long-term Liabilities |  |  |  |  |
| Leases |  | 5,554 |  | - |
| Total long-term liabilities |  | 5,554 |  | - |
| Total liabilities |  | 131,924 |  | 329,166 |
| Net Assets |  |  |  |  |
| With donor restrictions |  | - |  | 5,000 |
| Without donor restrictions |  | 3,969,534 |  | 3,509,468 |
| Total net assets |  | 3,969,534 |  | 3,514,468 |
| Total liabilities and net assets | \$ | 4,101,458 | \$ | 3,843,634 |

## NEW PERCEPTIONS, INC. <br> STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

For the years ended June 30, 2023 and 2022

| NET ASSETS WITHOUT DONOR RESTRICTIONS | 2023 |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| Support |  |  |  |  |
| Program service fees | \$ | 2,087,684 | \$ | 1,963,349 |
| Contributions |  | 89,777 |  | 142,147 |
| United Way |  | 20,811 |  | 130,967 |
| Annual Dinner (net) |  | 17,546 |  | 11,418 |
| Fundraising, special events (net) |  | 8,938 |  | 24,753 |
| Total support |  | 2,224,756 |  | 2,272,634 |
| Revenue |  |  |  |  |
| Contract sales |  | 391,896 |  | 366,223 |
| Government grant |  | 192,374 |  | 484,705 |
| Investment income |  | 77,643 |  | 22,183 |
| Realized gain (loss) on sales of investments |  | $(11,281)$ |  | 82,886 |
| Unrealized gain (loss) on investments held |  | 124,275 |  | $(177,337)$ |
| (Loss) on disposal of asset |  | $(3,113)$ |  | - |
| Miscellaneous income |  | 29,590 |  | 4,944 |
| Total revenue |  | 801,384 |  | 783,604 |
| Total support and revenue |  | 3,026,140 |  | 3,056,238 |
| Net assets released from restriction |  | 5,000 |  | - |
| Total support and revenue without donor restrictions |  | 3,031,140 |  | 3,056,238 |
| Functional Expenses |  |  |  |  |
| Program expenses |  | 2,301,207 |  | 2,239,732 |
| Management and general |  | 220,729 |  | 237,237 |
| Fundraising |  | 49,138 |  | 66,851 |
| Total functional expenses |  | 2,571,074 |  | 2,543,820 |
| Net change in net assets without donor restrictions |  | 460,066 |  | 512,418 |
| Net assets without donor restrictions, beginning of year |  | 3,509,468 |  | 2,997,050 |
| Net assets without donor restrictions, end of year |  | 3,969,534 |  | 3,509,468 |
| NET ASSETS WITH DONOR RESTRICTIONS |  |  |  |  |
| Support |  |  |  |  |
| Contributions |  | - |  | 5,000 |
| Net assets released from restriction |  | $(5,000)$ |  | - |
| Net change in net assets with donor restrictions |  | $(5,000)$ |  | 5,000 |
| Net assets with donor restrictions, beginning of year |  | 5,000 |  | - |
| Net assets with donor restrictions, end of year |  | - |  | 5,000 |
| CHANGE IN TOTAL NET ASSETS |  |  |  |  |
| Net change in total net assets |  | 455,066 |  | 517,418 |
| Total net assets, beginning of year |  | 3,514,468 |  | 2,997,050 |
| Total net assets, end of year | \$ | 3,969,534 | \$ | 3,514,468 |

## NEW PERCEPTIONS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the year ended June 30, 2023

|  | Adult Programs |  |  |  |  |  | Child Programs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | The Learning Center |  | Site Based |  | Community |  | Home Based |  |
| Staff salaries | \$ | 144,070 | \$ | 618,571 | \$ | 240,063 | \$ | 455,394 |
| Client wages |  | - |  | 245,139 |  | - |  | - |
| Fringe benefits |  | 29,043 |  | 136,725 |  | 51,456 |  | 73,705 |
| Total salaries and related expenses |  | 173,113 |  | 1,000,435 |  | 291,519 |  | 529,099 |
| Office expenses |  | 4,543 |  | 30,416 |  | 8,030 |  | 8,366 |
| Occupancy |  | 11,022 |  | 60,182 |  | 8,916 |  | 10,009 |
| Depreciation and amortization |  | 1,067 |  | 43,694 |  | 5,190 |  | 5,122 |
| Staff travel |  | - |  | - |  | 16,424 |  | 24,832 |
| Professional services |  | 1,416 |  | 7,498 |  | 2,533 |  | 2,564 |
| Direct program expenses |  | 2,708 |  | 21,240 |  | 2,382 |  | 3,487 |
| Miscellaneous expenses |  | - |  | 679 |  | 224 |  | 36 |
| Insurance |  | 2,940 |  | 15,729 |  | 2,770 |  | 3,022 |
| Bank and investment fees |  | - |  | - |  | - |  | - |
| Total other expenses |  | 23,696 |  | 179,438 |  | 46,469 |  | 57,438 |
| Total functional expenses | \$ | 196,809 | \$ | 1,179,873 | \$ | 337,988 | \$ | 586,537 |


| Total <br> Programs |  | Management and General |  | Fundraising |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,458,098 | \$ | 134,632 | \$ | 32,544 | \$ | 1,625,274 |
|  | 245,139 |  | 1,482 |  | - |  | 246,621 |
|  | 290,929 |  | 14,429 |  | 7,590 |  | 312,948 |
|  | 1,994,166 |  | 150,543 |  | 40,134 |  | 2,184,843 |
|  | 51,355 |  | 4,841 |  | 5,136 |  | 61,332 |
|  | 90,129 |  | 20,070 |  | 1,124 |  | 111,323 |
|  | 55,073 |  | 10,384 |  | 662 |  | 66,119 |
|  | 41,256 |  | 1,132 |  | - |  | 42,388 |
|  | 14,011 |  | 7,422 |  | 453 |  | 21,886 |
|  | 29,817 |  | 177 |  | 225 |  | 30,219 |
|  | 939 |  | 4,316 |  | 1,019 |  | 6,274 |
|  | 24,461 |  | 4,776 |  | 385 |  | 29,622 |
|  | - |  | 17,068 |  | - |  | 17,068 |
|  | 307,041 |  | 70,186 |  | 9,004 |  | 386,231 |
| \$ | 2,301,207 | \$ | 220,729 | \$ | 49,138 | \$ | 2,571,074 |

## NEW PERCEPTIONS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For the year ended June 30, 2022

|  | Adult Programs |  |  |  |  |  | Child Programs <br> Home <br> Based |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | The Learning Center |  | Site Based |  | $\begin{gathered} \text { Community } \\ \text { Based } \\ \hline \end{gathered}$ |  |  |  |
| Staff salaries | \$ | 141,364 | \$ | 623,673 | \$ | 251,661 | \$ | 445,329 |
| Client wages |  | - |  | 212,911 |  | - |  | - |
| Fringe benefits |  | 27,930 |  | 125,427 |  | 48,650 |  | 65,630 |
| Total salaries and related expenses |  | 169,294 |  | 962,011 |  | 300,311 |  | 510,959 |
| In-kind expenses |  | - |  | - |  | - |  | - |
| Office expenses |  | 3,991 |  | 27,056 |  | 8,886 |  | 11,051 |
| Occupancy |  | 9,221 |  | 50,584 |  | 7,376 |  | 8,299 |
| Depreciation and amortization |  | 1,202 |  | 51,620 |  | 6,299 |  | 5,783 |
| Staff travel |  | - |  | - |  | 12,577 |  | 20,724 |
| Professional services |  | 2,017 |  | 9,027 |  | 3,117 |  | 3,383 |
| Direct program expenses |  | 2,788 |  | 21,801 |  | 203 |  | 4,954 |
| Miscellaneous expenses |  | 335 |  | 2,539 |  | 358 |  | 283 |
| Insurance |  | 2,667 |  | 13,931 |  | 2,473 |  | 2,612 |
| Bank and investment fees |  | - |  | - |  | - |  | - |
| Total other expenses |  | 22,221 |  | 176,558 |  | 41,289 |  | 57,089 |
| Total functional expenses | \$ | 191,515 | \$ | 1,138,569 | \$ | 341,600 | \$ | 568,048 |


| Total <br> Programs |  | Management and General |  | Fundraising |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,462,027 | \$ | 132,267 | \$ | 49,144 | \$ | 1,643,438 |
|  | 212,911 |  | 1,556 |  | - |  | 214,467 |
|  | 267,637 |  | 28,388 |  | 9,782 |  | 305,807 |
|  | 1,942,575 |  | 162,211 |  | 58,926 |  | 2,163,712 |
|  | - |  | - |  | 1,316 |  | 1,316 |
|  | 50,984 |  | 6,904 |  | 2,603 |  | 60,491 |
|  | 75,480 |  | 25,205 |  | 922 |  | 101,607 |
|  | 64,904 |  | 11,232 |  | 828 |  | 76,964 |
|  | 33,301 |  | 976 |  | 211 |  | 34,488 |
|  | 17,544 |  | 7,665 |  | 733 |  | 25,942 |
|  | 29,746 |  | 110 |  |  |  | 29,856 |
|  | 3,515 |  | 5,314 |  | 926 |  | 9,755 |
|  | 21,683 |  | 4,188 |  | 386 |  | 26,257 |
|  | - |  | 13,432 |  | - |  | 13,432 |
|  | 297,157 |  | 75,026 |  | 7,925 |  | 380,108 |
| \$ | 2,239,732 | \$ | 237,237 | \$ | 66,851 | \$ | 2,543,820 |

## NEW PERCEPTIONS, INC.

## STATEMENTS OF CASH FLOWS

For the years ended June 30, 2023 and 2022

|  | 2023 |  | 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |
| Change in net assets | \$ | 455,066 | \$ | 517,418 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 66,119 |  | 76,964 |
| Loss on disposal of fixed assets |  | 3,113 |  | - |
| Realized (gain) loss on investments |  | 11,281 |  | $(82,886)$ |
| Unrealized (gain) loss on investments |  | $(124,275)$ |  | 177,337 |
| Decrease in accounts receivable |  | 4,679 |  | 40,866 |
| (Increase) decrease in refunds receivable |  | $(24,881)$ |  | 240,365 |
| (Increase) decrease in other current assets |  | $(6,275)$ |  | 3,591 |
| Increase in accounts payable |  | 3,188 |  | 2,224 |
| (Decrease) in government grant |  | $(192,374)$ |  | $(292,331)$ |
| (Decrease) increase in other current liabilities |  | $(13,812)$ |  | 2,538 |
| Net cash provided by operating activities |  | 181,829 |  | 686,086 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |
| Purchase of property and equipment |  | $(57,315)$ |  | - |
| Maturity of (reinvestment in) certificates of deposit |  | $(253,408)$ |  | 156,502 |
| Purchase of securities |  | $(608,102)$ |  | $(1,986,272)$ |
| Net proceeds from the sale of securities |  | 122,670 |  | 982,805 |
| Net cash (used in) investing activities |  | $(796,155)$ |  | $(846,965)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |
| Net borrowings (payments) on capital leases |  | $(1,302)$ |  | $(1,188)$ |
| Net cash provided by (used in) financing activities |  | $(1,302)$ |  | $(1,188)$ |
| NET DECREASE IN CASH |  | $(615,628)$ |  | $(162,067)$ |
| CASH AT BEGINNING OF YEAR |  | 1,067,747 |  | 1,229,814 |
| CASH AT END OF YEAR | \$ | 452,119 | \$ | 1,067,747 |

## NEW PERCEPTIONS, INC.

## NOTES TO THE FINANCIAL STATEMENTS

## June 30, 2023 and 2022

## NOTE A - SIGNIFICANT ACCOUNTING POLICIES

## Nature of Activities

New Perceptions, Inc. (the "Organization") provides services to infants, preschoolers, and adults with intellectual and developmental disabilities in the Northern Kentucky area. These services maximize developmental growth, enabling individuals to function as independently as possible in the least restrictive environment within the community.

## Basis of Presentation

The Organization reports information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

- Net Assets without Donor Restrictions - Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the board of directors.
- Net Assets with Donor Restrictions - Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

As of June 30, 2023, the Organization had no net assets with donor restrictions. As of June 30, 2022, the Organization had $\$ 5,000$ of net assets with donor restrictions.

## Cash and Cash Equivalents

The Organization considers all cash in banks and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

## Property and Equipment

Property and equipment are depreciated using the straight-line method over their estimated useful lives, ranging from 5 to 40 years. The Organization's policy is to capitalize assets purchased at a cost of $\$ 1,000$ or greater. Donations of property and equipment are recorded as support at their estimated fair value.

## Revenue and Revenue Recognition

The Organization recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. 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 met.

## Estimates

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

## NEW PERCEPTIONS, INC.

## NOTES TO THE FINANCIAL STATEMENTS

June 30, 2023 and 2022

## NOTE A - SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization is not aware of any tax positions that require recording of unrecognized tax benefits along with related interest or penalties as of June 30, 2023. The Organization's policy with regard to interest or penalties on such liabilities is to record them as part of tax expense. Tax returns for 2020-2023 remain subject to Federal examination as of June 30, 2023.

## Accounts Receivable

Accounts receivable are stated at their contractual outstanding balances, net of any allowance for doubtful accounts. Accounts are considered past due if any portion of an account has not been paid in full within the contractual terms of the account. The Organization begins to assess its ability to collect receivables that are over 90 days past due and provides for an adequate allowance for doubtful accounts based on the Organization's collection history, the financial stability and recent payment history of the customer and other pertinent factors. Based on these criteria, the Organization has recorded no allowance for doubtful accounts since management feels that any uncollectible amounts would be immaterial.

## Investments

In accordance with generally accepted accounting principles, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair market values in the statement of financial position. Unrealized gains and losses are included in the change in net assets and are included in changes in net assets without donor restrictions, because the gains and losses are unrestricted.

## Consigned Inventory

The Organization has consigned inventory, consisting of various molded parts, at its facility. The parts are assembled by the Adult Site Based Work program participants. After assembly the items are shipped to the manufacturer, who then pays the Organization for the labor involved in assembling the product. In accordance with generally accepted accounting principles, the Organization is not recognizing inventory on the financial statements because title never transfers to the Organization. However, the consigned inventory in the facility at June 30, 2023 and June 30, 2022 was approximately $\$ 102,625$ and $\$ 56,855$, respectively.

## Other Current Assets

The Organization sponsors a flexible spending account (FSA) for all full-time employees. Employees are allowed to defer $\$ 3,050$ and $\$ 5,000$ for medical expenses and childcare expenses, respectively, for the calendar year. The plan owes New Perceptions, Inc. for amounts advanced in prior years. There was no amount due at June 30, 2023 or June 30, 2022.

## Allocated Expenses

Expenses by function have been allocated between program and supporting service classifications on the basis of time records and on estimates made by the Organization's management. Direct expenses are charged directly to the program when specifically identifiable.

## Donated Materials

The Organization receives numerous materials and supplies from donors throughout the year for use in its fundraising and program services. Donated items that would ordinarily be purchased by the Organization and have readily determinable market values are recorded in the financial statements at their estimated fair value upon the date of receipt.

## NEW PERCEPTIONS, INC.

## NOTES TO THE FINANCIAL STATEMENTS

June 30, 2023 and 2022

## NOTE A - SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Adoption of a New Accounting Standard

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). This guidance enhances the relevance and consistency of information of the Organization's leasing activities. It establishes requirements for lease accounting based on the principle that leases are financings of the right to use an underlying asset. A lessee is required to recognize a lease liability and an intangible right to use lease asset. The Organization adopted the standard as of July 1, 2022. With this adoption, the Organization recognized a right to use lease asset and a lease liability at June 30,2023 of $\$ 7,058$.

## NOTE B - CONCENTRATION OF RISK

The Organization may be subject to credit risk related to its seven bank accounts, all of which are held at one financial institution. Balances at June 30, 2023 were insured by the Federal Deposit Insurance Corporation (FDIC) up to $\$ 250,000$. Throughout the year ended on June 30, 2023, the Organization maintained amounts on deposit in excess of the FDIC limits. However, management believes the Organization is not exposed to any significant credit risk on cash and money market funds. As of June 30, 2023, the Organization has approximately $\$ 187,000$ in cash in excess of the FDIC limits in its Truist accounts.

## NOTE C - AVAILABILITY AND LIQUIDITY

The Organization regularly monitors the availability of resources required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Organization has various sources of liquidity at its disposal, including cash and cash equivalents, certificates of deposit, investments and a line of credit. See Note F for information about the Organization's line of credit.

For purposes of analyzing resources available to meet general expenditures over a 12 -month period, the Organization considers all expenditures related to its ongoing activities of adult and child programs as well as the conduct of services undertaken to support those activities to be general expenditures.

The following represents the Organization's financial assets at June 30, 2023 and 2022:

|  | 2023 |  |  | 2022 |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Financial assets at year end: |  | 452,119 |  | $\$ 1,067,747$ |
| Cash and cash equivalents |  | 403,408 |  | 150,000 |
| Certificates of deposit | 193,019 |  | 197,698 |  |
| Accounts Receivable | $2,299,581$ |  | $1,701,156$ |  |
| Investments |  |  |  |  |
| $\quad$ Financial assets available to meet cash needs |  | $\$ 3,348,127$ |  | $\$ 3,116,601$ |
| $\quad$ for general expenditures within one year |  |  |  |  |

## NEW PERCEPTIONS, INC.

## NOTES TO THE FINANCIAL STATEMENTS

June 30, 2023 and 2022

## NOTE D - INVESTMENTS

Investments are stated at fair value. The fair value and unrealized appreciation at June 30, 2023 and 2022 are summarized as follows:

|  | June 30, 2023: | Cost |  | Quoted <br> Market <br> Value |  | Unrealized Appreciation (Depreciation) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Money market |  | \$ | 58,067 | \$ | 58,067 | \$ |  |
| Taxable bonds |  |  | 678,355 |  | 670,704 |  | $(7,651)$ |
| Equities |  |  | 1,479,598 |  | 1,570,810 |  | 91,212 |
|  | Total |  | 2,216,020 |  | 2,299,581 |  | 83,561 |
|  | June 30, 2022: |  |  |  | Quoted |  | Unrealized |
|  |  |  |  |  | Market |  | ppreciation |
|  |  |  | Cost |  | Value |  | epreciation) |
| Money market |  |  | \$ 905,651 |  | \$ 905,651 | \$ | - |
| Taxable bonds |  |  | 201,965 |  | 199,849 |  | $(2,116)$ |
| Equities |  |  | 639,434 |  | 595,656 |  | $(43,778)$ |
|  | Total |  | 1,747,050 |  | 1,701,156 |  | ( 45,894 ) |

Accounting pronouncements establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quotes prices in active markets for identical assets and have the highest priority, and Level 3 inputs have the lowest priority. The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Organization measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. No Level 2 or 3 inputs were used by the Organization.

## NOTE E - PROPERTY AND EQUIPMENT

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

|  | $\underline{2023}$ | $\underline{2022}$ |
| :--- | ---: | ---: |
| Land and improvements | $\$ 128,382$ | $\$ 128,382$ |
| Building and improvements | $1,698,737$ | $1,662,318$ |
| Equipment and furniture | 375,909 | 377,939 |
|  | 7,058 |  |
| TOTAL | $2,210,086$ | $2,168,639$ |
| Less accumulated depreciation | $\underline{(1,742,850)}$ | $\underline{(1,696,545)}$ |
| NET PROPERTY AND EQUIPMENT | $\underline{\$ 467,236}$ | $\underline{\$ 472,094}$ |

## NEW PERCEPTIONS, INC.

## NOTES TO THE FINANCIAL STATEMENTS

June 30, 2023 and 2022

## NOTE F - LINE OF CREDIT

The Organization has a $\$ 250,000$ line of credit with Truist Bank, which was renewed on September 22, 2021. Borrowings under the line carry interest at the prime rate plus $0.25 \%$ ( $8.50 \%$ at June 30, 2023). At June 30, 2023, there was no outstanding draw on the line of credit. The note is secured by the Organization's accounts, inventory and property and equipment. The line of credit maturity is October 20, 2023.

## NOTE G - LEASES

On April 25, 2023, the Organization entered into a capital lease agreement for two copiers located in their facility. The lease term is five years and will expire in July 2028. Lease payments are made on a monthly basis. The initial lease liability was $\$ 7,058$ using a discount rate of $2 \%$.

At June 30,2023 , the lease liability balance is $\$ 6,845$.
The future minimum lease obligations and net present value of these minimum lease payments as of June 30, 2023, were as follows:

| Fiscal Year Ending June 30 | Principal | Interest |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2024 | \$ 1,291 | \$ | 126 | \$ | 1,417 |
| 2025 | 1,318 |  | 99 |  | 1,417 |
| 2026 | 1,345 |  | 72 |  | 1,417 |
| 2027 | 1,372 |  | 45 |  | 1,417 |
| 2028 | 1,400 |  | 18 |  | 1,418 |
| 2029 | 119 |  | - |  | 119 |
|  | \$6,845 |  | 360 |  | 7,205 |

See Note E for right of use lease asset information.

## NOTE H-COMPENSATED ABSENCES

The Organization's accrual for future employee compensated absences amounted to $\$ 81,884$ and $\$ 81,033$ for the years ended June 30, 2023 and 2022, respectively.

## NOTE I - CONTRACT SALES

Contract sales are fees for services provided by the Organization to various companies participating in the Adult Site Based work program. Contract sales, which represent fees per unit for units produced, were $\$ 391,896$ and $\$ 366,223$ for the years ended June 30, 2023 and 2022, respectively.

# NEW PERCEPTIONS, INC. <br> <br> NOTES TO THE FINANCIAL STATEMENTS 

 <br> <br> NOTES TO THE FINANCIAL STATEMENTS}

June 30, 2023 and 2022

## NOTE J - PENSION PLAN

The Organization has a 401 K plan. Under the Plan and approved by the Board of Directors, a matching contribution of no more than $2 \%$ can be made annually to the account of each individual employee, based on annual compensation levels, and accrued for their benefit. In order to participate in the Plan, an employee must be twentyone years of age or older, currently employed by the Organization, and have completed one year of service for the Organization and at least 1,000 hours in the previous twelve-month period. The Organization contributed $\$ 26,067$ to the 401 K portion of the Plan for the year ended June 30, 2023 and $\$ 26,266$ for the year ended June 30, 2022. Also, under the Plan, and upon approval by the Board of Directors, a discretionary contribution can be made annually. The Board of Directors elected to make a discretionary contribution of $\$ 17,763$ and $\$ 15,000$ for the years ended June 30, 2023 and 2022, respectively.

## NOTE K - SPECIAL EVENTS

The Organization reports special events at net on the statements of activities. Gross income from special events was $\$ 21,944$ and $\$ 44,658$ for the periods ending June 30,2023 and 2022, respectively. Expenses directly related to those activities were $\$ 13,006$ and $\$ 19,905$ at June 30, 2023 and 2022, respectively.

## NOTE L - ANNUAL DINNER

The Organization reports the annual dinner at net on the statements of activities. Gross income from the annual dinner was $\$ 32,731$ and $\$ 21,770$ for the periods ended June 30, 2023 and 2022, respectively. Expenses directly related to those activities were $\$ 15,185$ and $\$ 10,352$ at June 30, 2023 and 2022, respectively.

## NOTE M - CARES ACT PROVIDER RELIEF FUNDS

As of June 30, 2022, the Organization received proceeds of $\$ 192,374$ for Health and Human Services Provider Relief Funds pursuant to the CARES Act. The funds provide economic support of health care entities in connection with health care-related expenses or lost revenues attributable to COVID-19 and treatment of uninsured COVID19 patients.

The Organization spent all of the funds on allowed expenses prior to the December 31, 2022 deadline and recognized the revenue in the current fiscal year.

## NOTE N - EMPLOYEE RETENTION CREDIT

The Organization recognized an employee retention credit of $\$ 482,174$ as of June 30, 2021. The Consolidated Appropriations Act, 2021 modified the eligibility requirements established in the CARES Act for the credit. The Organization met the requirements during the first and second quarters of 2021 for expenditures recognized during those periods. As of June 30, 2022, $\$ 241,809$ of the credit remained in the refund receivable. On August 7, 2023, the Internal Revenue Service issued the ERC refund plus interest of $\$ 24,881$. As of June 30, 2023, $\$ 266,690$ is included in refund receivable.

## NOTE O - SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through September 13, 2023, the date which the financial statements were available to be issued.

