LITTLE KIDS ROCK, INC. (A NOT-FOR-PROFIT ORGANIZATION)

Independent Auditors' Report and Financial Statements for the Year Ended June 30, 2019

TABLE OF CONTENTS

	Page
INDEPENDENT AUDITORS' REPORT	1-2
FINANCIAL STATEMENTS:	
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
NOTES TO THE FINANCIAL STATEMENTS	7-15

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Little Kids Rock, Inc.

We have audited the accompanying financial statements of Little Kids Rock, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses and cash flows for 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.

Auditors' 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 Little Kids Rock, Inc. as of June 30, 2019 and the changes in its net assets, functional expenses and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Cullari Carries ILC

Fairfield, New Jersey January 17, 2020

STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2019

ASSETS

CURRENT ASSETS:	
Cash and cash equivalents	\$ 2,288,982
Unconditional promises to give	2,517,436
Inventory	171,447
Prepaid expenses	225,858
Total current assets	 5,203,723
SECURITY DEPOSITS	13,751
LONG-TERM UNCONDITIONAL PROMISES TO GIVE, NET	 433,641
TOTAL	\$ 5,651,115
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES:	
Accounts payable	\$ 86,419
Accrued expenses	41,797
Deferred revenue	249,474
Total liabilities	 377,690
NET ASSETS:	
Without donor restrictions	1,637,460
With donor restrictions	3,635,965
Total net assets	 5,273,425
TOTAL	\$ 5,651,115

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT AND REVENUES:			
Contributions	\$ 998,892	\$ 3,833,648	\$ 4,832,540
Special events	1,323,039	-	1,323,039
Program service revenue	318,391	-	318,391
Non-cash contributions	76,194	-	76,194
Other income	8,415	-	8,415
Net assets released from restrictions			
Satisfaction of purpose restrictions	5,103,329	(5,103,329)	
Total public support and revenues	7,828,260	(1,269,681)	6,558,579
EXPENSES:			
Program services:			
Music education	4,100,956	-	4,100,956
Musical instruments	812,255		812,255
Total program services	4,913,211		4,913,211
Supporting services:			
Management and general	775,457	-	775,457
Fundraising	383,195	-	383,195
Cost of direct benefit to donors	513,293		513,293
Total supporting services	1,671,945		1,671,945
Total expenses	6,585,156		6,585,156
Changes in net assets before non-operating income	1,243,104	(1,269,681)	(26,577)
NON-OPERATING INCOME:			
Interest income	661		661
Total non-operating income	661		661
CHANGE IN NET ASSETS	1,243,765	(1,269,681)	(25,916)
NET ASSETS, BEGINNING OF YEAR	393,695	4,905,646	5,299,341
NET ASSETS, END OF YEAR	\$ 1,637,460	\$ 3,635,965	\$ 5,273,425

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2019

	Program Services			Supporting Services			
	Music Education	Musical Instruments	Total Program Services	Management & General	Fundraising	Cost of Direct Benefit to Donors	Total
Personnel costs:							
Salaries and wages	\$ 2,338,810	\$ -	\$ 2,338,810	\$ 399,268	\$ 263,755	\$ -	\$ 3,001,833
Fringe benefits	237,458	-	237,458	41,861	26,434	-	305,753
Payroll taxes	185,687	-	185,687	32,759	20,687	-	239,133
Total personnel costs	2,761,955	-	2,761,955	473,888	310,876	-	3,546,719
Program instruments	-	812,255	812,255	-	-	-	812,255
Program workshops and events	477,082	-	477,082	-	-	-	477,082
Travel, meals and entertainment	384,091	-	384,091	10,396	11,877	513,293	919,657
Occupancy	162,590	-	162,590	19,938	14,283	-	196,811
Information technology and communications	90,374	-	90,374	11,470	7,492	-	109,336
Training and Conferences	78,658	-	78,658	5,232	4,194	-	88,084
Professional fees	34,343	-	34,343	32,154	5,541	-	72,038
Company events and meetings	25,896	-	25,896	2,875	2,313	-	31,084
Office supplies and expenses	22,437	-	22,437	1,316	2,112	-	25,865
Advertising and promotion	17,246	-	17,246	-	4,316	-	21,562
Insurance	14,384	-	14,384	1,666	1,264	-	17,314
Licenses, dues, and fees	11,225	-	11,225	34,186	2,025	-	47,436
Bad debt expense	-	-	-	179,721	-	-	179,721
Donor cultivation events	-	-	-	-	12,623	-	12,623
Other expenses	20,675		20,675	2,615	4,279		27,569
Total expenses	\$ 4,100,956	\$ 812,255	\$ 4,913,211	\$ 775,457	\$ 383,195	\$ 513,293	\$ 6,585,156

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2019

CASH FLOWS FROM OPERATING ACTIVITIES: Change in net assets		Total		
		(25,916)		
Adjustments to reconcile change in net assets to net cash provided by operating activities: Discount for unconditional promises to give		41,359		
(Increase) decrease in operating assets				
Unconditional promises to give, net		1,459,054		
Inventory		(59,656)		
Prepaid expenses		(25,085)		
Increase (decrease) in operating liabilities				
Accounts payable		(16,393)		
Accrued expenses		(17,263)		
Deferred revenue		(205,478)		
Net cash provided by operating activities		1,150,622		
NET INCREASE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH		1,150,622		
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, BEGINNING OF YEAR		1,138,360		
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, END OF YEAR	\$	2,288,982		

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019

1. NATURE OF ACTIVITIES

Little Kids Rock, Inc. (the "Organization") was incorporated in the State of California in 2001. The Organization is operated exclusively for charitable and educational purposes, with a particular focus on music education in elementary and secondary schools in the United States. Business and administrative functions of the Organization are located in the State of New Jersey. The following descriptions provide more detail regarding specific programs run by the Organization:

Mentorship: The Organization provides training and support for teachers and other types of mentors enrolled in the music education program in order to help facilitate and establish a safe, nurturing, supportive and fun environment for students.

Music Education: In accordance with its mission, the Organization provides music education to students, primarily from low income backgrounds, in order to foster musicianship, to develop confidence, responsibility, discipline and other lifelong values.

Musical Instruments: The Organization purchases and provides musical instruments to students to use in their participation in music production, recording and performances.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting --- The financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Basis of Presentation --- The Organization presents its financial statements in accordance with guidance issued by the American Institute of Certified Public Accountants' Audit & Accounting Guide for *Not-for-Profit Entities* and the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC).

ASC paragraphs 958-205-45-2(a) through (d) establish standards for external financial reporting by not-for-profit organizations and require that resources be classified for accounting and reporting purposes into two net asset categories according to the existence or absence of donor-imposed restrictions: net assets with donor restrictions and net assets without donor restrictions.

ASC paragraphs 958-605-45-3 through 7, *Contributions Received*, require that unconditional promises to give be recorded as receivables and revenue and require the Organization to distinguish between contributions received for each net asset category in accordance with donor imposed restrictions.

Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions - Net assets that are not subject to donor-imposed stipulations.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

Basis of Presentation (cont.) ---

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

Cash and cash equivalents --- The Organization considers all cash without donor imposed restrictions, short-term securities and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Accounts receivable --- Accounts receivable are stated at the amounts management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to expense and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

Inventory --- Musical instruments that are purchased for distribution directly to schools and other music education programs are recorded as program service expenses, and are recorded at the cost of such purchases. The instruments are shipped directly to the schools when the order is fulfilled and, therefore, are not a component of inventory. Musical instruments purchased for ongoing use by the Organization in conducting teacher workshops or otherwise carrying out programmatic activities are recorded as Inventory, and are stated at the lower of cost or market value. Inventory also includes costs associated with the development of a specialized percussion instrument for future distribution to music education programs. At June 30, 2019, inventories consisted of \$171,447 of musical instruments.

Revenue and support recognition --- Contributions, including unconditional promises to give, are recorded as received. All contributions are available for use without restrictions unless specifically restricted by the donor. Conditional promises to give are reported when the conditions on which they depend are met by the Organization. Unconditional promises to give due in the next year are recorded at their net realizable value. Management assesses the time value of money based on material pledges to the Organization and the length of time to be received. Material unconditional promises to give due in subsequent years are reported on the Statement of Financial Position at the present value of their net realizable value, using interest rates consistent with investment rates applicable to the years in which the promises are to be received.

The Organization accounts for revenues from special events as an exchange transaction as each party to the transaction receives and sacrifices commensurate value.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

Revenue and support recognition (cont.) --- The Organization accounts for program service arrangements as exchange transactions and recognizes revenues after the Organization has performed the services agreed with the other party.

Funds received in advance of their proper usage are accounted for as deferred revenue in the statement of financial position, so as to match revenues with expenses.

Fixed assets --- Fixed assets are recorded at cost and are depreciated using the straight-line method over the estimated useful lives of the assets, generally 2-5 years. Depreciation is provided based upon the actual number of months in use during the year the costs are capitalized. The Organization's policy is to capitalize fixed assets with a purchase price of \$5,000 or more and a useful life of one year or more. Expenditures for maintenance, repairs and renewals of minor items are charged to earnings as incurred. The cost of assets retired or otherwise disposed of and the related accumulated depreciation are eliminated from the accounts and any resulting gain or loss is reflected in the statement of activities. Major renewal and improvements are capitalized.

Non-cash contributions --- The Organization receives a variety of donated goods used in both program and fundraising events. These goods were valued at approximately \$50,000 for the year ended June 30, 2019.

Individuals volunteer their time and perform a variety of tasks that assist the Organization, but these services do not meet the criteria for recognition under accounting principles generally accepted in the United States of America. Donations of technology related services were valued at approximately \$25,000 for the year ended June 30, 2019.

Income taxes --- The Organization is a not-for-profit organization described under Section 501(c)(3) of the Internal Revenue Code ("I.R.C.") and is therefore exempt from federal income taxes under Section 501(a) of the I.R.C. The Organization is also exempt under corresponding state statutes in all 50 states. Accordingly, no provision for Federal or State income taxes has been presented in the accompanying financial statements.

The Organization adheres to FASB ASC Topic 740, *Income Taxes*, which provides guidance and clarification on accounting for uncertainty in income taxes recognized in the Organization's financial statements. The guidance prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return, and also provides guidance on de-recognition, classification, interest and penalties, disclosure and transition. For the year ended June 30, 2019, the Organization has no material uncertain tax positions to be accounted for in the financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT.)

Income taxes (cont.) --- The Organization files income tax returns with the Internal Revenue Service and all 50 U.S. State jurisdictions. The Organization's Form 990, Return of Organization Exempt from Income Tax, is subject to examination by the IRS, generally for three years after they were filed. Each state has its own statutes governing the examination period. The Organization hires a third party to file registrations in all 50 states and as such, the third party maintains the compliance for these state filings, which are usually subject to examination for three to five years after they were filed.

Use of 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.

Functional allocation of expenses --- Expenses are charged to each program based on direct expenditures incurred. Any program or supporting service expenditure not directly chargeable is allocated based on an indirect cost pool that is reasonable and consistently applied. Program expenses are those related to music education and musical instruments. Management and general relate to administrative expenses related to those programs. Fundraising includes direct and indirect costs of special events.

Allocated indirect expenditures include salaries and related payroll expenses, which are allocated on the basis of estimates of time and effort. The indirect labor hours cost pool serves as the basis for allocating supplies and other general office expenses. Rent, utilities and other facility and overhead costs are allocated based upon the number of employees directly allocated to each function.

Allocation of joint costs --- Costs incurred in connection with joint activities that include both fundraising and program components are assessed and attributed specifically to these components. As part of its mission, the Organization provides opportunities for students to participate in music performance and, as such, costs directly related to such performances at joint activities are considered program related expenses.

Subsequent events --- Management has evaluated subsequent events through January 17, 2020, the date on which the financial statements were available to be issued, and have determined that, except as detailed in Note 13, there are no subsequent events that require disclosure.

3. CONCENTRATIONS OF CREDIT RISK

Arising from cash deposits in excess of insured limits --- The Organization maintains its cash accounts in three financial institutions. During the year, cash balances may exceed federally insured limits of \$250,000. Management believes that the Organization has no significant risk of loss on these amounts due to the failure of the institutions.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

4. **PROMISES TO GIVE**

Total unconditional promises to give consist of the following at June 30, 2019:

Promises without donor restriction	\$	1,038,686
Promises with donor restriction:		
Program expansion:		
General		755,000
Chicago		313,500
Connecticut		50,000
Denver		164,000
Florida		300,000
Maine		27,500
New Jersey		50,000
New York		10,000
Teacher Training		25,000
Modern Band Summit		158,750
Website and Marketing		125,000
Gross unconditional promises to give		3,017,436
Less: Discount for long-term pledges		41,359
Allowance on uncollectible pledges		25,000
Net unconditional promises to give	\$	2,951,077
Amounts due in:		
Less than one year	\$	2,517,436
One to five years	Ψ	433,641
		100,011
Total	\$	2,951,077

The pledges receivable have been recorded at their net present value using a discount rate of 5% for the year ended June 30, 2019.

The Organization has received contributions from a donor that were restricted to program expansion in Miami but also contingent, in part, on the Organization receiving qualifying matching contributions from other donors. As of June 30, 2019, there was \$525,000 of such contributions that are considered conditional, which will be recognized in the future as matching funds are raised.

5. **DEFERRED REVENUE**

For the year ended June 30, 2019, deferred revenue was comprised of future special event sponsorships of \$171,714 and prorated non-cash donations of contracted services for technology, amortized over five years, of \$77,760.

6. COMMITMENTS

The Organization leases office space in Northern New Jersey for program operations and administration. The lease was renewed on July 17, 2018 and extends through August 31, 2020. Rent expense relating to office space amounted to \$136,980 for the year ended June 30, 2019.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

6. COMMITMENTS (CONT.)

The Organization leases music practice and office space in Chicago for program operations and administration. The lease was renewed on April 1, 2019 and extends through March 31, 2022. Rent expense relating to the space amounted to \$15,313 for the year ended June 30, 2019.

Future payments due under all operating leases in effect at June 30, 2019 are as follows:

\$ 156,218
41,206
13,892
\$ 211,316
\$

7. LINE OF CREDIT

The Organization established a \$1,250,000 line of credit with JPMorgan Chase Bank on March 23, 2018. The line of credit was renewed on May 29, 2019 and expires on June 1, 2020. Interest on the unpaid principal balance is computed on the basis of actual days elapsed in a 360 day year at the "Adjusted LIBOR Rate" (5.474% plus the LIBOR rate). The line was taken for working capital purposes and is secured by all assets of the borrowers. During the year ended June 30, 2019, the line was not utilized and, therefore, no amounts exist as of year-end.

8. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes at June 30, 2019:

Location (general program operations):		
Chicago	\$	516,940
Connecticut		225,000
Denver		206,755
Grand Junction		6,559
Maine		44,275
Miami		559,176
Milwaukee		25,077
Oakland		38,336
Pasadena		30,978
San Francisco Bay Area		162,520
San Bernardino County		16,855
Unaffiliated		115,036
Capital Grant – Office Equipment		12,710
Colorado expansion		669,914
Higher education		12,652
Program expansion		993,182
Total net assets with donor restrictions	\$	3,635,965
	Ŷ	2,022,705

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

8. NET ASSETS WITH DONOR RESTRICTIONS (CONT.)

Net assets were released from donor restrictions by incurring expenses satisfying purpose restrictions specified by donors during the year ended June 30, 2019 as follows:

Location (general program operations):	
Allentown	\$ 700
Atlanta	20,000
Aurora	62,977
Central California	51,587
Chicago	64,177
Colorado Unaffiliated	267,109
Dallas	97,077
Denver	121,245
Fort Collins	39,855
Grand Junction	16,894
Houston	3,264
Los Angeles	119,750
Maine	93,225
Miami	46,054
Milwaukee	46,001
Nashville	21,285
New Jersey	65,500
New York	152,100
Oakland	24,885
Orange County	100,100
Other Midwest	25,000
Other Northeast	30,000
Other South	171,466
Other West	74,625
Pasadena	14,022
Philadelphia	9,000
San Francisco Bay	40,117
San Bernardino County	14,270
Unaffiliated	17,099
Capital Grant – Office Equipment	8,606
Higher education	73,348
Program expansion	 3,211,991
Grand total net assets released	\$ 5,103,329

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

9. FRINGE BENEFITS

The Organization provides its employees with group health, dental, vision and life insurance. Insurance is effective 30 days from an employee's date of hire. Little Kids Rock assumes responsibility for 90% of monthly premiums for an employee's coverage and 50% of monthly premiums for an employee's dependent's coverage. Additionally, the Organization offers a flexible spending account and commuter plan benefits to its employees. For the year ended June 30, 2019, the Organization incurred expenses related to these benefits of \$248,444.

10. RETIREMENT PLAN

The Organization offers a 403(b) retirement plan which matches employee contributions up to a maximum of 3% of the employee's salary. The Organization incurred expenses of \$57,309 for its share of contributions into the plan for the year ended June 30, 2019.

11. RELATED PARTY TRANSACTIONS

In September 2013, Little Kids Rock, Inc. entered into an agreement with Berklee College of Music, Inc. (a Massachusetts not-for-profit) educational institution in order to form Amp Up NYC, LLC, (a Delaware limited liability company). The joint venture was established in order to create an education enterprise (Amp Up NYC, LLC) to benefit elementary, middle and high school students of New York City (the "City), by expanding "Modern Band" music curriculum to the City's elementary schools in cooperation with the New York City Department of Education.

During 2018, the initiative concluded and in November of 2019, the Organization was legally dissolved as further detailed in Note 13.

12. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization's liquidity management plan is to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Cash in excess of 90 days operating expenses is invested in short-term investments, including certificates of deposit and money market funds. The Organization has long-term contractual lease commitments as detailed in Note 6; the annual expenditures from those agreements are included in the general expenditures of the Organization. Management anticipates meeting general expenditures within one year of the date of the statement of financial position with existing financial assets plus funding provided by anticipated contributions from the general public. Furthermore, as described in Note 7, the Organization has a \$1,250,000 line of credit available to meet cash flow needs.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2019 (CONTINUED)

12. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS (CONT.)

The following represents the Organization's financial assets available for general expenditures within one year as of June 30, 2019:

Financial assets at year-end	
Cash and cash equivalents	\$ 2,288,982
Unconditional promises to give, expected to be	
received in less than one year	 2,517,436
Total current financial assets at year-end	 4,806,418
Less amounts not available for general expenditures within	
one year due to:	
Donor-restricted funding	 3,635,965
Financial assets available to meet general expenditures	
over the next twelve months	\$ 1,170,453

13. SUBSEQUENT EVENT

On November 26, 2019, Amp Up NYC, LLC was dissolved and the Organization received a payment of \$22,018 upon the dissolution. The final tax return was filed on December 13, 2019 for Amp Up NYC, LLC.