
***JUNIOR ACHIEVEMENT OF
GREATER ST. LOUIS, INC.***
*FINANCIAL STATEMENTS
JUNE 30, 2024*



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Independent Auditors' Report

Board of Directors
Junior Achievement of Greater St. Louis, Inc.
St. Louis, Missouri

Opinion

We have audited the financial statements of Junior Achievement of Greater St. Louis, Inc., a not-for-profit organization, which comprise the statement of financial position as of June 30, 2024 and 2023, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Junior Achievement of Greater St. Louis, Inc. as of June 30, 2024 and 2023, and the changes in its net assets and its 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 (GAAS). 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 Junior Achievement of Greater St. Louis, 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 the 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 Junior Achievement of Greater St. Louis, Inc.'s ability to continue as a going concern for 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 GAAS 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 auditing standards generally accepted in the United States of America, 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 Junior Achievement of Greater St. Louis, 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 Junior Achievement of Greater St. Louis, 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.

RubinBrown LLP

October 17, 2024

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

STATEMENT OF FINANCIAL POSITION

Assets

| | June 30, | |
|--|---------------------|---------------------|
| | 2024 | 2023 |
| Current Assets | | |
| Cash and cash equivalents | \$ 110,830 | \$ 133,373 |
| Restricted cash - agency funds | — | 38,266 |
| Investments (Note 3) | 1,214,471 | 2,224,370 |
| Accounts receivable | 2,500 | 6,489 |
| Pledges receivable, net (Notes 5 and 7) | 219,629 | 964,503 |
| Other current assets | 24,975 | 19,784 |
| Total Current Assets | 1,572,405 | 3,386,785 |
| Long-Term Assets | | |
| Property and equipment | | |
| Land and improvements | 683,305 | 683,305 |
| Building | 6,300,480 | 6,300,480 |
| Equipment | 1,048,330 | 1,012,759 |
| Construction in progress | 88,906 | 470,358 |
| | 8,121,021 | 8,466,902 |
| Less: Accumulated depreciation | (3,977,789) | (4,106,158) |
| Property And Equipment, Net | 4,143,232 | 4,360,744 |
| Right-of-use asset - finance lease (Note 10) | 33,914 | 43,840 |
| Investments restricted for endowment (Notes 3 And 6) | 84,957 | 84,957 |
| Total Long-Term Assets | 4,262,103 | 4,489,541 |
| Total Assets | \$ 5,834,508 | \$ 7,876,326 |

Liabilities And Net Assets

| | | |
|---|---------------------|---------------------|
| Current Liabilities | | |
| Accounts payable and accrued expenses | \$ 102,011 | \$ 404,882 |
| Accrued salaries and vacation | 121,921 | 275,540 |
| Accrued interest (Note 9) | 16,073 | — |
| Agency funds | — | 38,266 |
| Deferred revenue (Notes 2 and 7) | 49,198 | 67,266 |
| Current portion of right-of-use liability - finance lease (Note 10) | 9,630 | 9,034 |
| Debt - short term (Note 9) | — | 100,653 |
| Total Current Liabilities | 298,833 | 895,641 |
| Long-Term Liabilities | | |
| Long-term portion of right-of-use liability - finance lease (Note 10) | 25,956 | 35,586 |
| Debt - long term (Note 9) | 500,000 | 501,497 |
| Total Long-Term Liabilities | 525,956 | 537,083 |
| Total Liabilities | 824,789 | 1,432,724 |
| Net Assets | | |
| Without donor restrictions (Note 6) | 4,883,761 | 5,980,504 |
| With donor restrictions (Note 6) | 125,958 | 463,098 |
| Total Net Assets | 5,009,719 | 6,443,602 |
| Total Liabilities And Net Assets | \$ 5,834,508 | \$ 7,876,326 |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

STATEMENT OF ACTIVITIES For The Years Ended June 30, 2024 And 2023

| | 2024 | | | 2023 | | |
|--|----------------------------------|-------------------------------|---------------------|----------------------------------|-------------------------------|---------------------|
| | Without Donor Restrictions | With Donor Restrictions | Total | Without Donor Restrictions | With Donor Restrictions | Total |
| Support And Revenues | | | | | | |
| Support | | | | | | |
| Contributions (Note 7): | | | | | | |
| Corporate | \$ 773,843 | \$ 5,500 | \$ 779,343 | \$ 1,246,242 | \$ 340,000 | \$ 1,586,242 |
| Individual | 117,406 | — | 117,406 | 253,406 | — | 253,406 |
| Foundations | 343,979 | — | 343,979 | 265,600 | — | 265,600 |
| Donated supplies, equipment and services (Notes 2 and 7) | 101,750 | — | 101,750 | 69,298 | — | 69,298 |
| Net assets released from restrictions (Note 6) | 363,140 | (363,140) | — | 55,793 | (55,793) | — |
| Total Support | 1,700,118 | (357,640) | 1,342,478 | 1,890,339 | 284,207 | 2,174,546 |
| Revenues | | | | | | |
| Capstone Programs sponsorships (Note 7) | 198,500 | — | 198,500 | 189,667 | — | 189,667 |
| Capstone Programs student fees | 249,548 | — | 249,548 | 208,406 | — | 208,406 |
| Special event revenue (Note 7): | | | | | | |
| Golf Classic | 205,576 | 17,800 | 223,376 | 239,026 | 24,125 | 263,151 |
| Bowl-A-Thon | 316,201 | — | 316,201 | 357,118 | — | 357,118 |
| Hall of Fame | 500,880 | — | 500,880 | 741,667 | — | 741,667 |
| Other special events | 84,846 | 2,700 | 87,546 | 77,049 | 13,682 | 90,731 |
| Less: Costs of direct benefits to donors | (250,922) | — | (250,922) | (253,523) | — | (253,523) |
| Net revenues from special events | 856,581 | 20,500 | 877,081 | 1,161,337 | 37,807 | 1,199,144 |
| Achiever activities | — | — | — | 644 | — | 644 |
| Interest and dividend income | 36,861 | 756 | 37,617 | 43,475 | 834 | 44,309 |
| Net realized gains (losses) on investments | 260,636 | (35) | 260,601 | — | 261 | 261 |
| Net unrealized gains (losses) on investments | (83,007) | (721) | (83,728) | 182,025 | (1,095) | 180,930 |
| Employee retention credit (Note 2) | — | — | — | 182,985 | — | 182,985 |
| Miscellaneous income | 10,500 | — | 10,500 | 9,075 | — | 9,075 |
| Total Revenues | 1,529,619 | 20,500 | 1,550,119 | 1,977,614 | 37,807 | 2,015,421 |
| Total Support And Revenues | 3,229,737 | (337,140) | 2,892,597 | 3,867,953 | 322,014 | 4,189,967 |
| Expenses | | | | | | |
| Program Services: | | | | | | |
| School programs | 2,233,033 | — | 2,233,033 | 2,096,248 | — | 2,096,248 |
| Capstone programs | 1,143,287 | — | 1,143,287 | 1,000,624 | — | 1,000,624 |
| Total Program Services | 3,376,320 | — | 3,376,320 | 3,096,872 | — | 3,096,872 |
| Supporting Services: | | | | | | |
| Management and general administrative | 579,488 | — | 579,488 | 618,970 | — | 618,970 |
| Fundraising | 370,672 | — | 370,672 | 370,241 | — | 370,241 |
| Total Supporting Services | 950,160 | — | 950,160 | 989,211 | — | 989,211 |
| Total Expenses | 4,326,480 | — | 4,326,480 | 4,086,083 | — | 4,086,083 |
| Increase (Decrease) In Net Assets | (1,096,743) | (337,140) | (1,433,883) | (218,130) | 322,014 | 103,884 |
| Net Assets - Beginning Of Year | 5,980,504 | 463,098 | 6,443,602 | 6,198,634 | 141,084 | 6,339,718 |
| Net Assets - End Of Year | \$ 4,883,761 | \$ 125,958 | \$ 5,009,719 | \$ 5,980,504 | \$ 463,098 | \$ 6,443,602 |

See the notes to financial statements.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES For The Year Ended June 30, 2024

| | Program Services | | | Supporting Services | | | 2024 Total | 2023 Total |
|--|---------------------|----------------------|---------------------|---|-------------------|-------------------|---------------------|---------------------|
| | School Programs | Capstone Programs | Total | Management And General Administrative | Fundraising | Total | | |
| Salaries | \$ 1,211,820 | \$ 338,017 | \$ 1,549,837 | \$ 326,507 | \$ 255,890 | \$ 582,397 | \$ 2,132,234 | \$ 2,137,923 |
| Payroll taxes | 87,074 | 24,289 | 111,363 | 23,461 | 18,387 | 41,848 | 153,211 | 140,985 |
| Pension expense (Note 8) | 46,184 | 12,883 | 59,067 | 12,444 | 9,752 | 22,196 | 81,263 | 79,999 |
| Group health insurance (Note 7) | 154,730 | 35,819 | 190,549 | 41,695 | 32,669 | 74,364 | 264,913 | 250,134 |
| Bad debt expense | — | — | — | 10,823 | — | 10,823 | 10,823 | 57,249 |
| Donated service expense | — | 3,000 | 3,000 | — | — | — | 3,000 | 8,152 |
| Information technology | 13,972 | 9,291 | 23,263 | 3,765 | 2,950 | 6,715 | 29,978 | 33,907 |
| Insurance | 10,655 | 20,038 | 30,693 | 2,871 | 2,250 | 5,121 | 35,814 | 31,277 |
| Interest and bank fees (Note 9) | — | — | — | 66,667 | — | 66,667 | 66,667 | 40,107 |
| Loss on disposal of property and equipment | — | — | — | — | — | — | — | 608 |
| Miscellaneous | — | 95 | 95 | 1,352 | — | 1,352 | 1,447 | 1,729 |
| Postage and delivery | 3,305 | — | 3,305 | 891 | 698 | 1,589 | 4,894 | 4,388 |
| Printers and copiers | 5,819 | 8,616 | 14,435 | 1,568 | 1,229 | 2,797 | 17,232 | 21,106 |
| Professional fees | — | 135 | 135 | 45,710 | — | 45,710 | 45,845 | 44,413 |
| Program expense and support (Note 7) | 544,604 | 301,280 | 845,884 | — | — | — | 845,884 | 699,179 |
| Promotion and awareness | — | — | — | — | 14,148 | 14,148 | 14,148 | 6,372 |
| Repairs and maintenance | 23,897 | 101,709 | 125,606 | 6,440 | 5,046 | 11,486 | 137,092 | 77,758 |
| Staff development | 12,485 | 305 | 12,790 | 3,364 | 2,636 | 6,000 | 18,790 | 13,659 |
| Staff expenses | 18,273 | 139 | 18,412 | 4,924 | 3,858 | 8,782 | 27,194 | 21,443 |
| Supplies | 3,221 | 528 | 3,749 | 868 | 680 | 1,548 | 5,297 | 7,456 |
| Telephone | 15,050 | 9,737 | 24,787 | 4,056 | 3,178 | 7,234 | 32,021 | 51,652 |
| Utilities | 22,985 | 73,718 | 96,703 | 6,194 | 4,853 | 11,047 | 107,750 | 91,014 |
| Total Expenses Before Depreciation | 2,174,074 | 939,599 | 3,113,673 | 563,600 | 358,224 | 921,824 | 4,035,497 | 3,820,510 |
| Depreciation | 58,959 | 203,688 | 262,647 | 15,888 | 12,448 | 28,336 | 290,983 | 265,573 |
| Total Expenses | \$ 2,233,033 | \$ 1,143,287 | \$ 3,376,320 | \$ 579,488 | \$ 370,672 | \$ 950,160 | \$ 4,326,480 | \$ 4,086,083 |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES

For The Year Ended June 30, 2023

| | Program Services | | | Supporting Services | | | 2023 Total |
|--|---------------------|----------------------|---------------------|---|-------------------|-------------------|---------------------|
| | School Programs | Capstone Programs | Total | Management And General Administrative | Fundraising | Total | |
| Salaries | \$ 1,200,147 | \$ 322,328 | \$ 1,522,475 | \$ 348,587 | \$ 266,861 | \$ 615,448 | \$ 2,137,923 |
| Payroll taxes | 79,727 | 21,909 | 101,636 | 22,121 | 17,228 | 39,349 | 140,985 |
| Pension expense (Note 8) | 45,239 | 12,432 | 57,671 | 12,552 | 9,776 | 22,328 | 79,999 |
| Group health insurance (Note 7) | 143,612 | 35,628 | 179,240 | 39,855 | 31,039 | 70,894 | 250,134 |
| Bad debt expense | — | — | — | 57,249 | — | 57,249 | 57,249 |
| Donated service expense | — | — | — | 5,652 | 2,500 | 8,152 | 8,152 |
| Information technology | 13,993 | 13,007 | 27,000 | 3,883 | 3,024 | 6,907 | 33,907 |
| Insurance | 8,950 | 17,909 | 26,859 | 2,484 | 1,934 | 4,418 | 31,277 |
| Interest and bank fees (Note 9) | — | — | — | 40,107 | — | 40,107 | 40,107 |
| Loss on disposal of property and equipment | 122 | 426 | 548 | 34 | 26 | 60 | 608 |
| Miscellaneous | — | 91 | 91 | 1,638 | — | 1,638 | 1,729 |
| Postage and delivery | 2,938 | — | 2,938 | 815 | 635 | 1,450 | 4,388 |
| Printers and copiers | 7,065 | 10,553 | 17,618 | 1,961 | 1,527 | 3,488 | 21,106 |
| Professional fees | — | 25 | 25 | 44,388 | — | 44,388 | 44,413 |
| Program expense and support (Note 7) | 458,804 | 240,375 | 699,179 | — | — | — | 699,179 |
| Promotion and awareness | — | — | — | — | 6,372 | 6,372 | 6,372 |
| Repairs and maintenance | 10,996 | 61,333 | 72,329 | 3,052 | 2,377 | 5,429 | 77,758 |
| Staff development | 8,397 | 1,117 | 9,514 | 2,330 | 1,815 | 4,145 | 13,659 |
| Staff expenses | 14,049 | 459 | 14,508 | 3,899 | 3,036 | 6,935 | 21,443 |
| Supplies | 4,664 | 491 | 5,155 | 1,293 | 1,008 | 2,301 | 7,456 |
| Telephone | 26,270 | 12,414 | 38,684 | 7,290 | 5,678 | 12,968 | 51,652 |
| Utilities | 17,935 | 64,226 | 82,161 | 4,977 | 3,876 | 8,853 | 91,014 |
| Total Expenses Before Depreciation | 2,042,908 | 814,723 | 2,857,631 | 604,167 | 358,712 | 962,879 | 3,820,510 |
| Depreciation | 53,340 | 185,901 | 239,241 | 14,803 | 11,529 | 26,332 | 265,573 |
| Total Expenses | \$ 2,096,248 | \$ 1,000,624 | \$ 3,096,872 | \$ 618,970 | \$ 370,241 | \$ 989,211 | \$ 4,086,083 |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

STATEMENT OF CASH FLOWS

| | For The Years Ended June 30, | |
|---|---------------------------------|-------------------|
| | 2024 | 2023 |
| Cash Flows From Operating Activities | | |
| Change in net assets | \$ (1,433,883) | \$ 103,884 |
| Adjustments to reconcile change in net assets to net cash from operating activities: | | |
| Depreciation and amortization | 300,909 | 271,363 |
| Realized and unrealized gains on investments | (176,873) | (181,191) |
| Loss on disposal of property and equipment | — | 608 |
| Interest on finance lease | 2,594 | 1,773 |
| In-kind donations of property and equipment | (98,750) | (61,146) |
| Changes in assets and liabilities: | | |
| Accounts receivable | 3,989 | 121,818 |
| Pledges receivable | 744,874 | (532,447) |
| Other current assets | (5,191) | (11,965) |
| Accounts payable and accrued expenses | 86,852 | (1,926) |
| Accrued salaries and vacation | (153,619) | (15,942) |
| Accrued interest | 16,073 | — |
| Agency funds | (38,266) | (8,485) |
| Deferred revenue | (18,068) | (44,639) |
| Net Cash Used In Operating Activities | (769,359) | (358,295) |
| Cash Flows From Investing Activities | | |
| Proceeds from sale of investments | 1,221,218 | 1,210 |
| Purchases of investments | (34,446) | (42,501) |
| Purchases of property and equipment | (364,444) | (63,267) |
| Net Cash Provided By (Used In) Investing Activities | 822,328 | (104,558) |
| Cash Flows From Financing Activities | | |
| Payments on finance lease | (11,628) | (6,783) |
| Repayments on debt | (102,150) | (295,213) |
| Net Cash Used In Financing Activities | (113,778) | (301,996) |
| Decrease In Cash, Restricted Cash And Cash Equivalents | (60,809) | (764,849) |
| Cash, Restricted Cash And Cash Equivalents - Beginning Of Year | 171,639 | 936,488 |
| Cash, Restricted Cash And Cash Equivalents - End Of Year | \$ 110,830 | \$ 171,639 |
| Supplemental Cash Flow Information | | |
| Property and equipment purchases in accounts payable and accrued expenses | \$ — | \$ 389,723 |
| Acquisition of right-of-use asset through finance lease liability | — | 10,635 |
| Interest paid | 29,796 | 19,838 |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2024 And 2023

1. Operations

Junior Achievement of Greater St. Louis, Inc. (the Organization) is a not-for-profit corporation that provides programs for students in kindergarten through high school in 144 counties in the states of Missouri, Illinois, and Indiana. The Organization's mission is to provide business, economics and entrepreneurship programs through a dedicated volunteer network. Programs are offered in-school, after-school and on-site at the Organization's JA Dennis and Judy Jones Free Enterprise Center (FEC). Programs focus on seven key components: business, citizenship, economics, ethics/character, financial literacy, entrepreneurship and career development. The Organization is a licensee of Junior Achievement USA, the national entity.

2. Summary Of Significant Accounting Policies

Basis Of Accounting

The financial statements of the Organization have been prepared on the accrual basis.

Basis Of Presentation

Financial statement presentation follows the requirements of the Financial Accounting Standards Board for not-for-profit organizations by presenting assets and liabilities within similar groups and classifying them in a way that provides relevant information about the interrelationships, liquidity, and financial flexibility. As a result, the Organization is required to report information regarding its financial position and activities according to the following classes of net assets:

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 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 by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

Estimates And Assumptions

The Organization uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Cash, Restricted Cash And Cash Equivalents

The Organization considers all demand, highly liquid, short-term investments with original or remaining maturities of three months or less to be cash equivalents.

The Organization invests its excess cash in debt instruments and securities with financial institutions with strong credit ratings and has established guidelines relative to diversification and maturities that maintain safety and liquidity. At times, such amounts may be in excess of the Federal Deposit Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC) insurable limits.

The following is a reconciliation between cash, restricted cash and cash equivalents reported within the statement of financial position and the total cash, restricted cash and cash equivalents as shown in the statement of cash flows as of June 30:

| | <u>2024</u> | <u>2023</u> |
|--------------------------------|-------------------|-------------------|
| Cash and cash equivalents | \$ 110,830 | \$ 133,373 |
| Restricted cash - agency funds | — | 38,266 |
| | <u>\$ 110,830</u> | <u>\$ 171,639</u> |

Restricted cash was restricted for a Junior Achievement executive group that was held by the Organization but was transferred to a different Junior Achievement in 2024.

Investments

Investments are reported at fair value with the exception of the certificate of deposit, which is valued at cost, which approximates fair value. Donated assets are recorded at fair value at the date of donation, or, if sold immediately after receipt, at the amount of sales proceeds received, which are considered a fair measure of the value at the date of donation. Gains or losses on sales of investments are determined on a specific cost identification method. Unrealized gains and losses are determined based on year-end market value fluctuations.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

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

Pledges Receivable

Unconditional pledges receivable in future periods are recognized as support in the period the pledges are received. Conditional pledges, which consist of those pledges with a measurable performance or other barrier and a right of return, are recognized as support when the conditions upon which they depend are substantially met. The Organization provides an allowance for doubtful accounts equal to the estimated collection losses that will be incurred in collection of all pledges. The estimated losses are based on historical collection experience, as well as a review of the current status of the existing pledges receivable. Pledges receivable that are expected to be collected after one year are discounted at a rate based on consideration of risk-free Treasury rates and the Organization's borrowing rate.

Property And Equipment

Property and equipment are carried at cost, if purchased, or at fair value, if donated, less accumulated depreciation computed using the straight-line method. Additions exceeding \$1,000 are capitalized. The assets are depreciated over the following periods:

| | |
|-------------------|---------------|
| Land improvements | 15 years |
| Building | 30 - 40 years |
| Equipment | 5 - 7 years |

Leases

As further described in Note 10, the Organization maintains a lease for office equipment. Lease right-of-use (ROU) assets and lease liabilities are recognized based on the present value of the future minimum lease payments over the lease term at commencement date. The Organization's lease has a term of five years. The Organization does not record ROU assets or lease liabilities for leases with an initial expected lease term of 12 months or less. For operating leases, lease expense for minimum lease payments is recognized on a straight-line basis over the term of the lease.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

The lease terms utilized in determining ROU assets and lease liabilities include the noncancellable portion of the underlying leases along with renewal periods, only if it is reasonably certain that the option will be exercised. While the leases may contain renewal options, there is generally not a significant economic incentive to exercise the options. Accordingly, only the initial term is included in the lease term when calculating the ROU assets and lease liabilities. The Organization has not included any termination penalties in its lease payments, nor shortened any lease terms related to options to terminate a lease.

As most leases do not provide an implicit discount rate, the Organization estimates an incremental borrowing rate based on the information available at the lease commencement date to determine the present value of the lease payments. The estimated incremental borrowing rate represents the estimated rate of interest that would have been charged to borrow an amount equal to the lease payments on a collateralized basis for a similar period of time.

The Organization does not separate non-lease components of a contract from the lease components to which they relate for all classes of lease assets.

Revenue Recognition And Deferred Revenue

Disclosures about the nature, amount, timing and uncertainty of revenue and cash flows arising from revenue streams are as following:

Capstone Programs Sponsorships

The Organization sells sponsorships to various local corporations and organizations for location/space in the FEC. The Sponsorship fees are outlined in multi-year, cancellable contracts and are accounted for as exchange transactions. As such, revenue is recognized over the period the activity is performed. Payments received in the current year for future Capstone Program sponsorships are recorded as deferred revenue and are recognized as revenue in the appropriate future year. The opening and closing balances of deferred revenue for the year ended June 30, 2024 is \$55,498 and \$46,998, respectively. The opening and closing balance of deferred revenue for the year ended June 30, 2023 is \$108,665 and \$55,498, respectively.

Future commitments for sponsorships related to the Capstone Programs that have not met the requirements to be recorded as revenue at June 30, 2024 and 2023 approximate \$448,000 and \$157,500, respectively.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

Capstone Programs Student Fees

Student fees are charged for access to the Organization's support services, which include admittance into the facility, access to technology resources and access to the program activities in the FEC. These fees are recognized over time as the benefits are simultaneously provided and consumed by the students, which is typically over the day of the event. There are no student fee contract assets or liabilities at June 30, 2024 or 2023.

Overall economic conditions can impact the nature, timing and uncertainty of the Organization's revenues and cash flows.

Support With And Without Donor Restrictions

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, 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. 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 in which the support is received. The Organization has adopted the policy of reporting net assets released from restrictions upon completion of donor purpose restrictions, regardless of whether the related cash has been received.

Employee Retention Credit

The CARES Act provided an employee retention credit, which was a refundable tax credit against certain employment taxes of up to \$5,000 per employee for eligible employers. The credit was equal to 50% of qualified wages paid to employees during a quarter, capped at \$10,000 of qualified wages through December 31, 2020.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

The Consolidated Appropriations Act of 2021 extended and expanded the availability of the employee retention credit through December 31, 2021. However, certain provisions applied only after December 31, 2020. This new legislation amended the employee retention credit to be equal to 70% of qualified wages paid to employees after December 31, 2020 and before December 31, 2021. The Infrastructure Investment and Jobs Act, which was signed in November 2021, changed the ending date of availability of the employee retention credit for the Organization to September 30, 2021. During 2021, a maximum of \$10,000 in qualified wages for each employee per calendar quarter could be counted in determining the 70% credit. Therefore, the maximum tax credit that could be claimed by an eligible employer in 2021 was \$7,000 per employee per calendar quarter. The Organization recognized the employee retention credit when the conditions for earning it were substantially met.

The Organization qualified for the credit beginning in December 2020 and received additional credits for qualified wages through March 31, 2021. No revenue was recognized for the year ended June 30, 2024. During the year ended June 30, 2023, revenue in the amount of \$182,985 related to the employee retention credit and related interest was recognized on the statement of activities. At June 30, 2024 and 2023, no amounts remained outstanding.

Description Of Program Services And Supporting Activities

The following program services and supporting activities are included in the accompanying financial statements:

School Programs

School programs include:

The elementary school program is an economic awareness program designed to build economic literacy and show students the relationship between education and success in the workplace.

The middle grades program builds on concepts the students learned in the Organization's elementary school program. The program helps teens prepare for their educational and professional future. The program supplements standard social studies curricula and develops communication skills that are essential to success in the business world. Once a week for six weeks, business volunteers serve as role models in leading discussions and activities, as well as enhancing the program with their own experiences and business knowledge.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

The high school program includes in-school and after-school curriculum that focuses on analyzing and exploring personal opportunities. Fundamental concepts include micro-, macro- and international economics. This program utilizes volunteer business people to make economic concepts relevant in order to become successful in the workplace and life.

JA Trades is a new program for elementary, middle and high school students, that is created locally with input from educators, business leaders, individuals in trade jobs, trade association leaders, and students. In JA Trades, students learn about many jobs in trades and have first-hand experiences in the jobs by rotating through multiple stations. Students will learn about jobs in trades, identify jobs that align with their interests, understand the benefits of jobs in trades, appreciate safety, and learn how STEM aligns with many jobs in trades.

Capstone Programs

The Capstone Programs provide learning experiences to inspire and enable young people to value free enterprise and to understand business and economics to improve the quality of their lives. Through two experiential learning areas (JA BizTown and JA Finance Park) located within the FEC, students are given the opportunity to gain practical, hands-on experience with the free enterprise system.

Management And General Administrative

Includes the functions necessary to provide support programs; ensure an adequate working environment; provide coordination and articulation of the Organization's program strategy; secure proper administrative functioning of the Organization's Board of Directors; and manage the financial and budgetary responsibilities of the Organization.

Fundraising

Includes the functions necessary to advance the mission of the Organization; and to provide the structure to encourage financial support from individuals, as well as from auxiliary groups, corporations and foundations, via direct gifts and fundraising events.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

Donated Supplies, Equipment And Services

Various supplies, equipment and services are donated to the Organization. Donated supplies, equipment and those donated services that meet the criteria for recognition under generally accepted accounting principles and whose value is greater than \$1,000 are recorded at fair value at the date of the donation. Contributed equipment and supplies are valued based on current or estimated resale prices at the time of donation. A substantial number of other volunteers have also donated a significant amount of their time to the Organization's programs; however, such donated services have not been recorded because they do not meet the criteria for recognition.

The Organization received the following contributed nonfinancial assets:

| | <u>2024</u> | <u>2023</u> |
|------------------------|-------------------|------------------|
| Equipment and supplies | \$ 98,750 | \$ 61,146 |
| Services | 3,000 | 8,152 |
| | <u>\$ 101,750</u> | <u>\$ 69,298</u> |

All donated assets were utilized by the Organization's programs or supporting services. There were no donor-imposed restrictions associated with the donated assets.

Expense Allocation

The statement of functional expenses presents expenses by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as specific to that functional area.

Expenses that benefit multiple functional or program areas have been allocated across programs and other supporting services based on the following methods:

| <u>Natural Category</u> | <u>Method</u> |
|----------------------------|--|
| Salaries | Time study |
| Payroll taxes and benefits | Salary ratio |
| Information technology | Direct charge, square footage and salary ratio |
| Insurance | Square footage and time study |
| Postage and delivery | Square footage and time study |
| Printers and copiers | Square footage and time study |
| Repairs and maintenance | Square footage and time study |
| Supplies | Square footage and time study |
| Telephone | Square footage and time study |
| Utilities | Square footage and time study |
| Depreciation | Direct charge, square footage and salary ratio |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

Income Taxes

The Organization constitutes a qualified not-for-profit organization and is, therefore, exempt from federal income taxes on related, exempt income under Section 501(c)(3) of the Internal Revenue Code.

New Accounting Standard Implementation

As of July 1, 2023, the Organization adopted ASC Topic 326, *Financial Instruments - Credit Losses*, using the modified-retrospective approach. The standard replaces the previous incurred loss model and requires entities to record an estimate of expected losses on financial assets for the remaining estimated life of the asset. The estimate includes consideration of historical expense, current conditions, and reasonable and supportable forecasts. The adoption did not have an impact on the Organization's financial statements.

Reclassification

Certain amounts in the 2023 financial statements have been reclassified to conform to the 2024 financial statement presentation.

Subsequent Events

Management evaluates subsequent events through the date the financial statements are available for issue, which is the date of the Independent Auditors' Report.

3. Investments

Investments consist of the following at June 30:

| | 2024 | 2023 |
|--------------------------------|---------------------|---------------------|
| Equity stock market index fund | \$ 815,203 | \$ 1,428,545 |
| Intermediate-term bond fund | 389,947 | 788,830 |
| Certificate of deposit | 62,000 | 62,000 |
| Other | 32,278 | 29,952 |
| | <u>\$ 1,299,428</u> | <u>\$ 2,309,327</u> |

These amounts are reported in the statement of financial position as follows:

| | 2024 | 2023 |
|---|---------------------|---------------------|
| Investments | \$ 1,214,471 | \$ 2,224,370 |
| Assets restricted for permanent endowment | 84,957 | 84,957 |
| | <u>\$ 1,299,428</u> | <u>\$ 2,309,327</u> |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

4. Fair Value Measurements

Accounting rules in fair value measurements establish a framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted market prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The methods described may produce fair value calculations that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair values of certain financial instruments could result in a different fair value measurement at the reporting date. There have been no changes in the methodologies used at June 30, 2024 or 2023.

The Organization's investments are measured at fair value, with the exception of the certificate of deposit, and all are considered Level 1 as of June 30, 2024 and 2023.

5. Pledges Receivable

Pledges receivable consist of the following at June 30:

| | 2024 | | | 2023 |
|--|----------------------------------|-------------------------------|------------|--------------|
| | Without Donor Restrictions | With Donor Restrictions | Total | Total |
| Amounts collectible in less than one year | \$ 258,479 | \$ 20,500 | \$ 278,979 | \$ 1,029,739 |
| Less: Allowance for doubtful accounts | 59,350 | — | 59,350 | 65,236 |
| | \$ 199,129 | \$ 20,500 | \$ 219,629 | \$ 964,503 |

At June 30, 2024, approximately 53% of pledges receivable are from two donors. At June 30, 2023, 44% of pledges receivable were from two donors.

For the year ended June 30, 2024, there were no significant concentrations of contributions. For the year ended June 30, 2023, approximately 24% of contributions are from one donor.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

6. Net Assets And Endowment Funds

Purpose and time restricted net assets consist of the following donor-restricted amounts at June 30:

| | <u>2024</u> | <u>2023</u> |
|------------|------------------|-------------------|
| Operations | \$ 41,001 | \$ 68,141 |
| Programs | — | 310,000 |
| | <u>\$ 41,001</u> | <u>\$ 378,141</u> |

Net assets released from donor-imposed restrictions are as follows:

| | <u>2024</u> | <u>2023</u> |
|------------|-------------------|------------------|
| Operations | \$ 53,140 | \$ 55,793 |
| Programs | 310,000 | — |
| | <u>\$ 363,140</u> | <u>\$ 55,793</u> |

Perpetual in nature net assets consist of the following:

| | <u>2024</u> | <u>2023</u> |
|-----------------------|------------------|------------------|
| Scholarship endowment | \$ 62,000 | \$ 62,000 |
| General endowment | 22,957 | 22,957 |
| | <u>\$ 84,957</u> | <u>\$ 84,957</u> |

Total net assets with donor restrictions are comprised of the following:

| | <u>2024</u> | <u>2023</u> |
|-------------------------------|-------------------|-------------------|
| Purpose and time restrictions | \$ 41,001 | \$ 378,141 |
| Perpetual in nature | 84,957 | 84,957 |
| | <u>\$ 125,958</u> | <u>\$ 463,098</u> |

Donor-Restricted Endowment Funds

The Organization has two donor-restricted endowment funds. Income from the scholarship endowment is used each year to fund scholarships, and income from the general endowment is used to fund general operations each year.

Board-Designated Endowment Fund

The Organization has one endowment fund (The Endowment Fund at Junior Achievement of Greater St. Louis) that is designated by the Board of Directors. This endowment fund is intended to provide annual operating support to the Organization.

Preservation Of Original Gifts

The Board of Directors has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as donor-restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. Included in the donor-restricted endowment fund are unappropriated earnings that will remain until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the funds;
- (2) The purposes of the Organization and the donor-restricted endowment funds;
- (3) General economic conditions;
- (4) The possible effect of inflation and deflation;
- (5) The expected total return from income and appreciation of investments;
- (6) Other resources of the Organization; and
- (7) The investment policies of the Organization.

Funds With Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the original value of those contributions or “historic dollar value.” There are no deficiencies at June 30, 2024 or 2023.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

Return Objectives And Risk Parameters

The Organization has adopted investment and spending policies for the endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets, unless otherwise stipulated by the donor. The endowment's long-term investment objective is to achieve a total annualized return (aggregate return from interest, dividends and capital appreciation), consistent with acceptable risk levels, that will meet or exceed the sum of the endowment's spending rate, inflation and fees. To achieve the endowment objective, the endowment assets are invested to general appreciation and/or dividend and interest income, and they are diversified among asset classes approved by the Board of Directors.

Strategies Employed For Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy And How The Investment Objectives Relate To It

The Organization records earnings from its endowments as with donor restrictions until such time as they are appropriated and released to net assets without donor restrictions when market conditions allow. As of June 30, 2024 and 2023, all accumulated earnings on the endowments have been appropriated. The Organization has a policy that permits prudent spending from underwater endowments, unless otherwise precluded by donor intent or relevant laws and regulations.

Endowment Asset Composition By Type Of Fund As Of June 30, 2024:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|----------------------------------|---|--|---------------------|
| Donor-restricted endowment funds | \$ — | \$ 84,957 | \$ 84,957 |
| Board-designated endowment fund | 1,141,562 | — | 1,141,562 |
| | <u>\$ 1,141,562</u> | <u>\$ 84,957</u> | <u>\$ 1,226,519</u> |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)***Endowment Asset Composition By Type Of Fund As Of June 30, 2023:**

| | Without Donor Restrictions | With Donor Restrictions | Total |
|----------------------------------|---|--|---------------------|
| Donor-restricted endowment funds | \$ — | \$ 84,957 | \$ 84,957 |
| Board-designated endowment fund | 1,872,461 | — | 1,872,461 |
| | <u>\$ 1,872,461</u> | <u>\$ 84,957</u> | <u>\$ 1,957,418</u> |

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2024:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|--|---|--|---------------------|
| Endowment assets - beginning of year | \$ 1,872,461 | \$ 84,957 | \$ 1,957,418 |
| Investment return | 189,101 | — | 189,101 |
| Transfers from board-designated endowment funds to operations | (920,000) | — | (920,000) |
| Endowment assets - end of the year | <u>\$ 1,141,562</u> | <u>\$ 84,957</u> | <u>\$ 1,226,519</u> |

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2023:

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|---|--|---------------------|
| Endowment assets - beginning of year | \$ 1,675,774 | \$ 84,957 | \$ 1,760,731 |
| Investment return | 196,687 | — | 196,687 |
| Proceeds from contributions designated for investment in endowment | 200,000 | — | 200,000 |
| Transfers from board-designated endowment funds to operations | (200,000) | — | (200,000) |
| Endowment assets - end of the year | <u>\$ 1,872,461</u> | <u>\$ 84,957</u> | <u>\$ 1,957,418</u> |

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements (*Continued*)

At June 30, 2024, board-designated endowment net assets are comprised of \$1,091,562 in investments and \$50,000 in cash for a total balance of \$1,141,562. At June 30, 2023, board-designated endowment net assets are comprised of \$1,822,461 in investments and \$50,000 in cash for a total balance of \$1,872,461.

7. Related Party Transactions

In accordance with license fee and Capstone per-student fee arrangements with Junior Achievement USA, annual program support fees are charged to the Organization. These fees are calculated according to specific formulas as outlined in the fee agreements. The license fee in any given year is paid over ten monthly installments based on the total reported revenue of the previous year. The license fee, program material and supplies are included in program expense and support on the statement of functional expenses. Additionally, the Organization obtains a portion of its liability insurance and all of its medical insurance through Junior Achievement USA. Total payments to these affiliates for these purchases are \$691,642 and \$802,094 during fiscal years 2024 and 2023, respectively. As of June 30, 2024 and 2023, there are no amounts due to Junior Achievement USA.

For the years ended June 30, 2024 and 2023, the Organization received contributions, special event revenue, and various donated supplies, equipment and services of \$1,062,600 and \$1,831,089, respectively, for operations from various members of the Board of Directors and their related companies. As of June 30, 2024 and 2023, outstanding pledges of \$37,066 and \$403,177, respectively, are due from these parties.

In addition to the amounts noted in the paragraph above, various members of the Board of Directors and their related companies provide sponsorships for the Capstone Programs. During fiscal years 2024 and 2023, revenue recorded from Board of Directors' sponsorships approximated \$138,000. Amounts included in deferred revenue related to Board of Directors' sponsorships approximated \$38,000 and \$48,000 at June 30, 2024 and 2023, respectively.

The Organization also holds cash and investments in financial institutions at which various members of the Board serve as executives. Fees paid to these institutions are minimal in fiscal years 2024 and 2023.

8. Pension, Postretirement And Health And Welfare Benefit Plans

Defined Contribution Plan

Due to the termination of the multiemployer pension plan, the Organization established a 401(k) plan effective July 1, 2019. The Organization will make a discretionary match up to 5% of each participant's compensation. During 2024 and 2023, \$81,263 and \$79,999, respectively, was contributed by the Organization.

Health And Welfare Benefits Trust

The Organization has a self-funded medical, dental and other benefits plan covering full-time employees of the Organization and their beneficiaries and covered dependents. The plan is accounted for like a multiemployer plan. Premiums are paid into the Health and Welfare Plan for each participant by the participating employers. Employees of the Organization, JA Worldwide, Inc. and employees of Junior Achievement Areas in the United States can participate in the Health and Welfare Plan. All the assets and liabilities of the Health and Welfare Plan are held in the Junior Achievement USA Health and Welfare Benefits Trust (Benefits Trust). Accordingly, no balances or transactions of the Benefits Trust are recorded in the financial statements of the Organization.

9. Debt

Term Loan

In March 2021, the previous line of credit agreement was modified, and the outstanding principal balance of \$500,000 was converted to a term loan. The term loan bears interest at 6.43% and is secured by the personal property of the Organization. Beginning May 2021, monthly principal and interest payments in the amount of \$9,767 are being made until maturity in April 2026. During 2023, an additional \$200,000 payment was made on the term loan and the loan was repaid in full during 2024. At June 30, 2023, principal outstanding amounted to \$102,150. Interest in the amount of \$3,648 and \$19,838, respectively, was incurred and paid for the years ended June 30, 2024 and 2023.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

Economic Injury Disaster Loan

In January 2021, the Organization entered an additional loan agreement with the SBA under the COVID-19 Economic Injury Disaster Loan (EIDL) program in the amount of \$150,000. The loan bears interest at a fixed rate of 2.75% per annum and is secured by the Organization's tangible and intangible personal property. Monthly payments of principal and interest of \$641 were deferred until January 2022 and the loan will mature in January 2051. In July 2021, the loan was modified under the same terms to increase the principal amount to \$500,000. Updated monthly principal and interest payments of \$2,179 began July 2023. The outstanding balance at June 30, 2024 and 2023 is \$500,000. Interest in the amount of \$42,221 was incurred during 2024 and \$16,073 remained outstanding as of June 30, 2024. No interest was incurred during 2023 or remained outstanding as of June 30, 2023.

The scheduled debt maturities at June 30, 2024 are as follows:

| Year | Amount |
|-------------|-------------------|
| 2025 | \$ — |
| 2026 | 9,900 |
| 2027 | 12,831 |
| 2028 | 13,189 |
| 2029 | 13,933 |
| Thereafter | 450,147 |
| | <u>\$ 500,000</u> |

10. Leases

The Organization has a finance lease for office equipment, which expires in November 2027. The asset under the finance lease is capitalized using a discount rate of 6.4% and amortized over the remaining life of the lease of 3.41 years. Amounts paid and included within financing activities on the statement of cash flows were \$11,628 and \$6,783 for the years ended June 30, 2024 and 2023, respectively. The Organization has finance lease costs of \$12,520 for the year ended June 30, 2024, which consist of \$9,926 of amortization of the right-of-use asset and \$2,594 of interest expense. The Organization has finance lease costs of \$7,563 for the year ended June 30, 2023, which consists of \$5,790 of amortization of the right-of-use asset and \$1,773 of interest expense. These expenses are included in printer and copiers on the statement of functional expenses.

JUNIOR ACHIEVEMENT OF GREATER ST. LOUIS, INC.

Notes To Financial Statements *(Continued)*

The reconciliation of the undiscounted cash flows for each of the next five years of the lease liabilities recorded on the statement of financial position is as follows:

| Year | Finance Lease |
|--|----------------------|
| 2025 | \$ 11,628 |
| 2026 | 11,628 |
| 2027 | 11,628 |
| 2028 | 4,827 |
| Total Minimum Lease Payments | 39,711 |
| Less: Amount of lease payments representing interest | (4,125) |
| Present value of future minimum lease payments | 35,586 |
| Less: Current portion | 9,630 |
| | \$ 25,956 |

11. Liquidity And Availability Of Financial Assets

The Organization's assets available within one year of the statement of financial position date for general expenditures are as follows:

| | 2024 | 2023 |
|---|-------------------|---------------------|
| Cash and cash equivalents | \$ 110,830 | \$ 133,373 |
| Investments | 1,214,471 | 2,224,370 |
| Accounts receivable | 2,500 | 6,489 |
| Pledges receivable, net | 219,629 | 964,503 |
| Total Financial Assets | 1,547,430 | 3,328,735 |
| Less: Investments designated by the Board for endowment | 1,141,562 | 1,872,461 |
| Plus: Amounts approved by the Board for 2024/2025 operations | 280,000 | — |
| Financial assets available to meet cash needs for general expenditures within one year | \$ 685,868 | \$ 1,456,274 |

The Organization manages its liquidity and reserves by operating to a budget and maintaining adequate liquid assets to fund near term operating needs. Board-designated funds can be and have been used in the case of any liquidity shortage with the approval of the Board.