<u>SPECIAL OLYMPICS IOWA, INC.</u> (A Nonprofit Organization)

FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

DECEMBER 31, 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Special Olympics Iowa, Inc.

We have audited the accompanying financial statements of Special Olympics Iowa, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of the 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 Special Olympics Iowa, Inc. as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the organization's 2016 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated May 18, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

McGowen, Hurst, Clark + Smith, P.C.

West Des Moines, Iowa September 6, 2018

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Founded in 1946

SPECIAL OLYMPICS IOWA, INC. STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2017 WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2016

	2017	2016
ASSETS		
Cash and cash equivalents	\$ 1,810,519	\$ 1,799,154
Accounts receivable	73,308	72,991
Investments	404,764	353,400
Certificates of deposit	100,060	100,000
Prepaid expenses	23,189	3,772
Unconditional promises to give	63,197	91,081
Property and equipment, net of accumulated depreciation	1,703,514	1,803,550
Beneficial interests in trusts	192,054	171,115
TOTAL ASSETS	\$ 4,370,605	\$ 4,395,063
LIABILITIES		
Accounts payable - trade	\$ 23,826	\$ 24,594
Accrued expenses	23,204	47,359
Deferred revenue	81,461	91,480
TOTAL LIABILITIES	128,491	163,433
NET ASSETS		
Unrestricted net assets	4,018,810	3,956,285
Temporarily restricted net assets	31,250	104,230
Permanently restricted net assets	192,054	171,115
TOTAL NET ASSETS	4,242,114	4,231,630
TOTAL LIABILITIES AND NET ASSETS	\$ 4,370,605	\$ 4,395,063

SPECIAL OLYMPICS IOWA, INC. STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2017 WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2016

Statewide partners sponsorship $125,000$ $75,000$ Fundraising $1,626,441$ $1,541,87$ Program revenues $113,131$ $91,77$ Grants and appropriations $258,051$ $219,67$ In-kind donations $1,457,913$ $1,383,70$ Investment income $57,066$ $25,58$ Gain (loss) on sale of assets (25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSES $707AL$ REVENUES $56,727$ $88,656$ Healthy athletes $37,125$ $110,012$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$			2017		2016
Contributions \$ 670,536 \$ 781,32 Statewide partners sponsorship 125,000 75,00 Fundraising 1,626,441 1,541,87 Program revenues 113,131 91,77 Grants and appropriations 258,051 219,67 In-kind donations 1,457,913 1,383,70 Investment income 57,066 25,58 Gain (loss) on sale of assets (25) 2,20 Net assets released from restriction 74,230 19,14 Distributions from beneficial interest in trusts 5,941 6,55 TOTAL REVENUES 4,388,284 4,146,84 EXPENSES 707au metriction 2,365,135 2,428,156 Challenge days 56,727 88,650 4,388,284 4,146,84 EXPENSES 707au metriction 2,365,135 2,428,156 657,146 367,712 Unified sports 657,146 367,712 110,016 37,125 110,016 Unified sports 657,146 367,712 3,189,089 3,189,089 3,189,089					
Statewide partners sponsorship 125,000 75,00 Fundraising 1,626,441 1,541,87 Program revenues 113,131 91,77 Grants and appropriations 258,051 219,67 In-kind donations 1,457,913 1,383,70 Investment income 57,066 25,58 Gain (loss) on sale of assets (25) 2,20 Net assets released from restriction 74,230 19,14 Distributions from beneficial interest in trusts 5,941 6,55 TOTAL REVENUES 4,388,284 4,146,84 EXPENSES Games and competition 2,365,135 2,428,156 Challenge days 56,727 88,656 46,57,146 Unified sports 657,146 367,712 110,016 Unified sports 657,146 367,712 110,016 Young athletes 135,199 166,789 - 27,756 Athlete leadership program - 27,756 - 27,756 Total program services 3,251,332 3,189,089 - 27,756					
Fundraising $1,626,441$ $1,541,87$ Program revenues $113,131$ $91,77$ Grants and appropriations $258,051$ $219,67$ In-kind donations $1,457,913$ $1,383,70$ Investment income $57,066$ $25,58$ Gain (loss) on sale of assets (25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESgames and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,012$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$		\$		\$	781,326
Program revenues $113,131$ $91,77$ Grants and appropriations $258,051$ $219,67$ In-kind donations $1,457,913$ $1,383,70$ Investment income $57,066$ $25,58$ Gain (loss) on sale of assets (25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESgames and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$					75,000
Grants and appropriations $258,051$ $219,67$ In-kind donations $1,457,913$ $1,383,70$ Investment income $57,066$ $25,58$ Gain (loss) on sale of assets (25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESgames and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$	-				1,541,877
In-kind donations $1,457,913$ $1,383,70$ Investment income $57,066$ $25,58$ Gain (loss) on sale of assets (25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESProgram services: $56,727$ $88,650$ Games and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,650$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,750$ Total program services $3,251,332$ $3,189,089$	-		· · ·		91,777
Investment income $57,066$ $25,58$ Gain (loss) on sale of assets(25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESProgram services: $2,365,135$ $2,428,156$ Games and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$					219,676
Gain (loss) on sale of assets(25) $2,20$ Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESProgram services: $2,365,135$ $2,428,156$ Games and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$					1,383,704
Net assets released from restriction $74,230$ $19,14$ Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSES $74,230$ $19,14$ Program services: $4,388,284$ $4,146,84$ Challenge days $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$			-		25,581
Distributions from beneficial interest in trusts $5,941$ $6,55$ TOTAL REVENUES $4,388,284$ $4,146,84$ EXPENSESProgram services: $2,365,135$ $2,428,156$ Games and competition $2,365,135$ $2,428,156$ Challenge days $56,727$ $88,656$ Healthy athletes $37,125$ $110,016$ Unified sports $657,146$ $367,712$ Young athletes $135,199$ $166,789$ Athlete leadership program $ 27,756$ Total program services $3,251,332$ $3,189,089$. ,		2,200
TOTAL REVENUES 4,388,284 4,146,84 EXPENSES Program services: 2,365,135 2,428,156 Games and competition 2,365,135 2,428,156 Challenge days 56,727 88,656 Healthy athletes 37,125 110,016 Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089					19,149
EXPENSESProgram services:Games and competition2,365,135Challenge days56,727Kealthy athletes37,125Unified sports657,146Young athletes135,199Athlete leadership program-Total program services3,251,3323,251,3323,189,089					6,550
Program services: Games and competition 2,365,135 2,428,156 Challenge days 56,727 88,656 Healthy athletes 37,125 110,016 Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089	TOTAL REVENUES		4,388,284		4,146,840
Program services: Games and competition 2,365,135 2,428,156 Challenge days 56,727 88,656 Healthy athletes 37,125 110,016 Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089	EXPENSES				
Games and competition 2,365,135 2,428,158 Challenge days 56,727 88,659 Healthy athletes 37,125 110,018 Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089	Program services:				
Challenge days 56,727 88,650 Healthy athletes 37,125 110,012 Unified sports 657,146 367,712 Young athletes 135,199 166,782 Athlete leadership program - 27,750 Total program services 3,251,332 3,189,089	-		2,365,135		2,428,158
Healthy athletes 37,125 110,012 Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089	•				88,656
Unified sports 657,146 367,712 Young athletes 135,199 166,789 Athlete leadership program - 27,756 Total program services 3,251,332 3,189,089					110,018
Young athletes135,199166,789Athlete leadership program-27,750Total program services3,251,3323,189,089	•				367,712
Athlete leadership program-27,750Total program services3,251,3323,189,089					166,789
Total program services 3,251,332 3,189,089	e		-		27,756
	· · ·		3,251,332		3,189,089
	Supporting services:		, ,		
** -			902,615		797,601
					181,946
					979,547
					4,168,636
NET CHANGE IN UNRESTRICTED NET ASSETS62,525(21,79)	IET CHANGE IN UNRESTRICTED NET ASSETS		62,525		(21,796)
TEMPORARILY RESTRICTED NET ASSETS	EMPORARILY RESTRICTED NET ASSETS				
			1,250		16,995
	Net assets released from restriction - satisfaction of purpose		-		(19,149)
	VET CHANGE IN TEMPORARILY RESTRICTED NET ASSETS		(72,980)		(2,154)
PERMANENTLY RESTRICTED NET ASSETS	ERMANENTLY RESTRICTED NET ASSETS				
Contributions made to beneficial interests in trusts 3,382 6,47	Contributions made to beneficial interests in trusts		3.382		6,470
	Distributions from beneficial interests in trusts		,		(6,550)
	Change in valuation of beneficial interests in trusts		· · · /		6,317
	VET CHANGE IN PERMANENTLY RESTRICTED NET ASSETS		20,939		6,237
NET CHANGE IN NET ASSETS 10,484 (17,71	JET CHANGE IN NET ASSETS		10,484		(17,713)
	IET ASSETS - BEGINNING OF YEAR	_	4,231,630	_	4,249,343
	NET ASSETS - END OF YEAR	\$		\$	

SPECIAL OLYMPICS IOWA, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2017 WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2016

			Prog	ram Services				S	upporting Serv			
												2016
	Games and	Challenge	Healthy	Unified	Young		-	Fund	Management		Total	Total
	Competition	Days	Athletes	Sports	Athletes	-	Total	Raising	and General	Total	Expenses	Expenses
Salaries	\$ 596,460	\$ 14,306	\$ 9,362	\$ 165,725	\$ 34,096	\$	819,949	\$319,939	\$ 113,561	\$ 433,500	\$1,253,449	\$ 1,302,674
Events and games supplies	329,372	7,900	5,170	91,515	18,828		452,785	-	-	-	452,785	378,852
Accreditation fee	27,490	659	432	7,638	1,571		37,790	-	-	-	37,790	34,657
Professional fees and services	969	23	15	269	56		1,332	1,332	18,972	20,304	21,636	21,576
Insurance	27,694	664	435	7,695	1,583		38,071	4,656	1,754	6,410	44,481	40,668
Bank fees	48	1	1	13	3		66	-	9,513	9,513	9,579	11,031
Building maintenance	20,913	502	328	5,811	1,195		28,749	3,628	2,148	5,776	34,525	45,281
Utilities	7,588	182	119	2,108	434		10,431	4,683	1,521	6,204	16,635	18,423
Equipment repairs	21,956	526	345	6,101	1,255		30,183	464	464	928	31,111	12,537
Education	20,111	482	316	5,588	1,150		27,647	-	-	-	27,647	27,168
Professional Development	80	2	1	22	5		110	-	-	-	110	285
Office expense	13,318	320	209	3,700	761		18,308	985	1,056	2,041	20,349	27,716
Telephone	3,550	85	56	986	203		4,880	2,107	1,405	3,512	8,392	7,670
Information technology	15,948	382	250	4,431	912		21,923	9,673	2,404	12,077	34,000	23,833
Postage and shipping	6,530	157	103	1,814	373		8,977	984	978	1,962	10,939	9,179
Printing	6,594	158	103	1,832	377		9,064	1,172	880	2,052	11,116	23,847
Permits and licenses	426	10	7	119	24		586	1,266	-	1,266	1,852	4,343
Meeting expense	7,601	182	119	2,112	435		10,449	31,416	1,943	33,359	43,808	36,700
Travel	75,859	1,820	1,191	21,077	4,336		104,283	2,574	-	2,574	106,857	116,346
Dues and subscriptions	3,485	84	55	968	199		4,791	1,107	-	1,107	5,898	3,948
Public relations	6,498	156	102	1,806	371		8,933	3,183	-	3,183	12,116	13,464
Volunteer recruitment	8,619	207	135	2,395	493		11,849	8,023	-	8,023	19,872	19,665
Awards	18,782	450	295	5,219	1,073		25,819	157	-	157	25,976	24,803
Souvenir expense	34,149	819	536	9,488	1,952		46,944	6,343	-	6,343	53,287	45,478
Telemarketing expense	-	-	-	-	-		-	39,496	-	39,496	39,496	38,811
Fundraising	-	-	-	-	-		-	112,151	-	112,151	112,151	119,504
Special events - Torch Run	-	-	-	-	-		-	183,528	-	183,528	183,528	168,229
In-kind expenses	958,432	22,988	15,044	266,298	54,787		1,317,549	135,965	-	135,965	1,453,514	1,371,405
Miscellaneous - program expenses	58,630	1,406	920	16,290	3,352		80,598	-	-	-	80,598	65,374
Miscellaneous - other	48,737	1,169	765	13,541	2,786		66,998	-	2,175	2,175	69,173	59,281
Depreciation	45,296	1,087	711	12,585	2,589		62,268	27,783	13,038	40,821	103,089	95,888
TOTAL EXPENSES	\$2,365,135	\$ 56,727	\$ 37,125	\$ 657,146	\$ 135,199	\$	3,251,332	\$902,615	\$ 171,812	\$ 1,074,427	\$4,325,759	\$ 4,168,636

SPECIAL OLYMPICS IOWA, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31, 2017 WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2016

	2017		2016	
CASH FLOWS FROM OPERATING ACTIVITIES				
Net change in net assets	\$	10,484	\$ (17,713)	
Adjustments to reconcile net change in net assets				
to net change in cash from operating activities:				
Depreciation		103,089	95,888	
(Gain) loss on sale of assets		25	(2,200)	
Realized and unrealized (gains)/losses on investments				
and certificates of deposit		(51,424)	(11,577)	
Discount on unconditional promises to give		-	(1,000)	
Benefical interests in trusts contributions		(3,382)	(6,470)	
Increase in beneficial interests in trusts		(23,498)	(6,317)	
Change in:				
Accounts receivable		(317)	(12,669)	
Prepaid expenses		(19,417)	15,486	
Unconditional promises to give		27,884	-	
Accounts payable and accrued expenses		(24,923)	7,990	
Deferred revenue		(10,019)	83,666	
NET CHANGE IN CASH FROM OPERATING ACTIVITIES		8,502	145,084	
CASH FLOWS FROM INVESTING ACTIVITIES				
Investment purchases		(1,503)	(8,086)	
Proceeds from sale of investments		1,503	-	
Certificate of deposit purchases		-	(100,000)	
Property and equipment purchases		(18,963)	(69,949)	
Proceeds from sale of property and equipment		15,885	 -	
NET CHANGE IN CASH FROM INVESTING ACTIVITIES		(3,078)	(178,035)	
CASH FLOW FROM FINANCING ACTIVITIES				
Distributions from beneficial interests in trusts		5,941	 6,550	
NET CHANGE IN CASH AND CASH EQUIVALENTS		11,365	(26,401)	
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR		1,799,154	 1,825,555	
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	1,810,519	\$ 1,799,154	

SPECIAL OLYMPICS IOWA, INC. NOTES TO FINANCIAL STATEMENTS

NOTE A - SIGNIFICANT ACCOUNTING POLICIES

<u>NATURE OF ACTIVITIES</u> - Special Olympics Iowa, Inc. (the Organization) provides year-round sports training and athletic competition in a variety of Olympic-type sports for individuals with intellectual disabilities by giving them continuing opportunities to develop physical fitness, demonstrate courage, experience joy and participate in a sharing of gifts, skills, and friendship with their families, other Special Olympics athletes and the community. The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

Following is a description of the Organization's programs:

Games and Competition - The Organization provides Olympic-style training and competition in twenty-three different sports throughout the year for individuals with intellectual disabilities.

Challenge Days - The Organization provides specially designed events using switch-activated equipment for athletes with the most severe and profound disabilities and athletes who are aging out of the traditional programs.

Healthy Athletes - The Organization provides a screening program that is designed to help increase a healthy lifestyle for individuals with intellectual disabilities. The Organization offers free screenings in seven disciplines - FUNFitness (general fitness), Fit Feet (podiatry), Health Promotion (healthy lifestyle choices), Healthy Hearing (hearing), MedFest (sports physicals), Opening Eyes (vision), and Special Smiles (dental hygiene).

Unified Sports - The Organization pairs Special Olympics athletes and athletes without intellectual disabilities on the same sports team and each team participates in competitions.

Young Athletes - The Organization provides an introductory program offering play day activities to children with intellectual disabilities between the ages of two and seven.

<u>FINANCIAL STATEMENT PRESENTATION</u> - The Organization reports its financial position and activities through three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

The Organization records contributions received as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Time-restricted and purpose-restricted contributions are recorded as temporarily restricted net assets and are then released to unrestricted net assets upon expiration of the time restriction or fulfillment of the purpose. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions are met in the fiscal year in which the contributions are recognized.

Permanently restricted net assets represent nets asset subjected to donor-imposed restrictions that stipulate the resources be maintained permanently, but permit the use of part of all of the income derived from the donated assets for either specified or unspecified purposes.

All contributions are considered to be available for the general programs of the Organization unless specifically restricted by the donor. Contributions are recorded as revenue at the earlier of the date of receipt or the date an unconditional promise is given by a donor.

<u>SPECIAL OLYMPICS IOWA, INC.</u> <u>NOTES TO FINANCIAL STATEMENTS</u>

NOTE A - SIGNIFICANT ACCOUNTING POLICIES - Continued

<u>CASH AND CASH EQUIVALENTS</u> - The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

At December 31, 2017, the Organization had deposits in certain financial institutions in excess of FDIC insured limits. The risk is managed by maintaining all deposits in high quality financial institutions. Deposits in excess of FDIC insured limits totaled approximately \$694,000 at December 31, 2017.

<u>ACCOUNTS RECEIVABLE</u> - Accounts receivable at December 31, 2017 includes \$54,247 due from Special Olympics, Inc. for donations collected on behalf of the Organization. The remaining \$19,061 represents other miscellaneous receivable items. Management periodically reviews accounts receivable to determine if any amounts may be uncollectible, and establishes an allowance for doubtful accounts, if necessary. No allowance related to accounts receivable was considered necessary at December 31, 2017.

<u>CERTIFICATES OF DEPOSIT</u> - The Organization's certificates of deposit bear interest at rates ranging from 0.30% to 1.50% and mature at various times through December 13, 2022.

<u>INVESTMENTS</u> - Investments are stated at fair value. Changes in unrealized gains and losses, if any, are presented as a component of investment income on the Statement of Activities. Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis and dividends are recorded on the ex-dividend date.

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 certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the Organization's investment balances.

<u>BENEFICIAL INTERESTS IN TRUSTS</u> - During 2004, a donor established a trust with the Organization as the beneficiary of the trust. These assets are neither in the possession of, nor under the control of the Organization. In the event the Organization ceases to exist or ceases to continue the work for which they were organized, the trustee will transfer the remaining assets to a new beneficiary. The Organization reports its beneficial interest in the trust at the fair value provided by the trustee as a component of permanently restricted net assets. Under the terms of the trust, the Organization receives distributions from the trust to support the Organization's activities and reports those distributed earnings as unrestricted income. Changes in the fair value of the funds are reported as permanently restricted changes in beneficial interest. Distributions to the Organization from the trust totaled \$5,941 in 2017.

Certain donors have contributed funds to the Community Foundation of Greater Des Moines (CFGDM) and the Community Foundation of Greater Dubuque (CFGD) through agency funds where Special Olympics Iowa, Inc. is the designated beneficiary. The Foundation reports its beneficial interest in the funds at the fair value, which is determined and provided by the CFGDM and CFGD as a component of permanently restricted net assets. Distributions to the Organization from the funds for each fiscal year is to be requested by the Organization and may not exceed 5% of the fund balance on December 31st of the previous year. Distributions from the funds are unrestricted. There were no distributions to the Organization during 2017 from the funds held at the CFGDM and the CFGD. Donor contributions to the funds are reported as permanently restricted contributions (\$3,382 in 2017). Changes in the fair value of the funds are reported in the Statement of Activities as permanently restricted change in valuation of beneficial interests in trusts.

SPECIAL OLYMPICS IOWA, INC. NOTES TO FINANCIAL STATEMENTS

NOTE A - SIGNIFICANT ACCOUNTING POLICIES - Continued

<u>PROMISES TO GIVE</u> - Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Unconditional promises to give are expected to be collected during 2018. Management periodically reviews outstanding unconditional promises to give to determine whether the allowance for potential uncollected unconditional promises to give is adequate. Management has determined that no allowance is necessary for the year ended December 31, 2017.

The Organization has conditional promises to give of \$51,050 at December 31, 2017, representing conditional promises to give that are included in the donors' estates. These conditional promises to give have not been recorded in the Organization's financial statements.

<u>PROPERTY AND EQUIPMENT</u> - Property and equipment are recorded at cost or at market value at the date of acquisition, if donated. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, ranging from three to fifty years. Long-lived assets are presented at fair value where information indicates the Organization might be unable to recover, through operations or sale, the carrying amount of long-lived assets. The Organization has not identified any impaired assets at December 31, 2017.

<u>FAIR VALUE MEASUREMENTS</u> - Professional standards establish a framework for measuring fair value. That 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 prices in active markets for identical assets or liabilities (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs). The three levels of the fair value hierarchy are:

- Level 1 quoted prices in active markets for identical assets or liabilities.
- Level 2 quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; modeling with inputs that have observable inputs (i.e. interest rates observable at commonly quoted intervals).
- Level 3 valuation is generated from model-based techniques that use significant assumptions not observable in the market.

The level in the fair value hierarchy within which a fair value measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

<u>DEFERRED REVENUE</u> - Deferred revenue at December 31, 2017 consists of statewide partner sponsorships received in 2017 from various organizations for opportunities to market their business or gain recognition during future events to be held in 2018 by Special Olympics. When these sponsorships are collected, they are recorded as deferred revenue until these future events have occurred.

<u>IN-KIND GIFTS</u> - Significant in-kind donations, including services donated by area directors and coaches, are recorded as income and expense at their estimated fair value at the time the service is performed.

<u>FUNCTIONAL ALLOCATION OF EXPENSES</u> - The allocations of functional expenses were made by direct assignment of cost to functional categories where a direct relationship exists. Other common expenses have been allocated to functional categories based on time, use and occupancy estimates. Management and general expenses include those expenses that are not directly identifiable with any specific function but provide for the overall support and direction of the Organization.

<u>SPECIAL OLYMPICS IOWA, INC.</u> <u>NOTES TO FINANCIAL STATEMENTS</u>

NOTE A - SIGNIFICANT ACCOUNTING POLICIES - Continued

<u>UNCERTAIN TAX POSITIONS</u> - Management is unaware of any uncertain income tax positions at December 31, 2017. Interest and penalties associated with income tax matters would be presented as components of income tax expense. There were no interest or penalty charges during 2017.

<u>ADVERTISING</u> - The Organization expenses advertising costs as they are incurred. There were no significant advertising expenses in 2017.

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

<u>JOINT SERVICE COSTS</u> - The Organization engages a third-party to provide certain telemarketing services on behalf of the Organization. These services include soliciting contributions, recruiting volunteers, and promoting awareness of the Organization. The costs of conducting these activities are not specifically attributable to particular components of the Organization's activities. These joint service costs were allocated by management based on the content of the telemarketing scripts as follows:

Fundraising Program	\$ 39,496 39,496
	\$ 78,992

<u>COMPARATIVE TOTALS</u> - The amounts shown for 2016 in the accompanying financial statements are included to provide a basis for comparison with 2017 and are not intended to present all information necessary for a fair presentation in conformity with accounting principles generally accepted in the United States of America. Certain prior year amounts have been reclassified to conform to the current year presentation.

<u>SUBSEQUENT EVENTS</u> - Management has evaluated subsequent events through September 6, 2018, the date the financial statements were available to be issued.

NOTE B - INVESTMENTS

Investments consist of the following at December 31, 2017:

	Unrealized					
	Cost			Gains	Fa	air Value
Money market funds	\$	22,424	\$	-	\$	22,424
Mutual funds:						
Equity		161,198		36,787		197,985
Fixed income		141,832		350		142,182
International		37,766		4,407		42,173
	\$	363,220	\$	41,544	\$	404,764

<u>SPECIAL OLYMPICS IOWA, INC.</u> NOTES TO FINANCIAL STATEMENTS

NOTE B - INVESTMENTS - Continued

Following is a summary of the Organization's investment income at December 31, 2017:

Interest and dividend income	\$ 5,642
Realized and unrealized gains on investments	51,424
Total investment and certificates of deposit income	\$ 57,066

The fair value of the investments in marketable securities is determined using Level 1 measurements.

NOTE C - BENEFICIAL INTERESTS IN TRUSTS

The fair value of the beneficial interest in trusts are valued using Level 3 measurements, as defined by U.S. generally accepted accounting principles, as there is no direct ownership of the underlying investments. Level 3 measurements is when the valuation is generated from model-based techniques that use significant assumptions not observable in the market. However, the underlying investments in the funds consist of investments that are measured by the trustees using Level 1 or Level 2 inputs.

The following table provides a summary of changes in fair value of the Organization's beneficial interests in trusts for the year ended December 31, 2017.

Beginning balance	\$ 171,115
Interest and dividends	6,143
Realized gains	191
Unrealized gains	19,995
Contributions	3,382
Distributions	(5,941)
Investment fees	 (2,831)
Ending balance	\$ 192,054

NOTE D - PROPERTY AND EQUIPMENT

Following is a summary of property and equipment at December 31, 2017:

Land	\$ 230,012
Building and improvements	1,929,647
Furniture	29,843
Equipment	294,237
Vehicles	 164,268
	2,648,007
Less: Accumulated depreciation	944,493
Net property and equipment	\$ 1,703,514

<u>SPECIAL OLYMPICS IOWA, INC.</u> <u>NOTES TO FINANCIAL STATEMENTS</u>

NOTE E - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets totaling \$74,230 at December 31, 2017 were released to unrestricted net assets during 2017 as purpose restrictions were met. Following is a summary of donor specified purpose and time restrictions at December 31, 2017:

Restricted for:	
Young Athletes Program	\$ 30,000
Dyersville Progress Adults	 1,250
	\$ 31,250

NOTE F - SERVICE AGREEMENT AND RETIREMENT PLAN

A professional employer organization (PEO) provides human resource management and payroll processing and payroll tax administration to employees of the Organization. The Organization reimburses the PEO for all salary expenses, along with a fee for its services. The agreement continues indefinitely until either party terminates the agreement. The Organization must provide 60 days advance written notice to terminate the agreement. In the event of termination, the services provided by the PEO will be transferred back to the Organization.

The Organization sponsors a 401(k) defined contribution retirement plan covering all eligible employees. The Organization matches 50% of employees' deferrals up to 8% of eligible compensation. Additional contributions can also be made to the plan at the discretion of the Board of Directors. Retirement plan expense was \$28,351 for the year ended December 31, 2017.

NOTE G - AFFILIATE TRANSACTIONS

The Organization is accredited by Special Olympics, Inc. (SOI) to conduct Special Olympic activities within the state. During 2017, the Organization received approximately \$297,000 from SOI cooperative national fundraising projects and paid approximately \$38,000 to SOI for accreditation fees and conference registrations.