FINANCIAL STATEMENTS



ASIAN AND PACIFIC ISLANDER AMERICAN SCHOLARSHIP FUND

FOR THE YEAR ENDED JUNE 30, 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Asian and Pacific Islander American Scholarship Fund Washington, D.C.

We have audited the accompanying financial statements of the Asian and Pacific Islander American Scholarship Fund (APIASF), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and change in net assets, 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 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 APIASF as of June 30, 2017, and the change 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.

May 1, 2018

Gelman Kozenberg & Freedman

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STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2017

ASSETS

CURRENT ASSETS

Cash and cash equivalents Investments Contributions and grants receivable Prepaid expenses	\$ 4,477,321 2,162,110 645,411 64,422			
Total current assets	7,349,264			
FIXED ASSETS, Net of Accumulated Depreciation of \$4,142	3,875			
OTHER ASSETS				
Deposits	14,556			
TOTAL ASSETS	\$ <u>7,367,695</u>			
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued expenses Scholarships payable Deferred income - Gala Deferred rent liability	\$ 153,213 1,697,013 178,875 2,244			
Total current liabilities	2,031,345			
NET ASSETS				
Unrestricted Temporarily restricted	2,277,469 3,058,881			
Total net assets	5,336,350			

TOTAL LIABILITIES AND NET ASSETS

\$ 7,367,695

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2017

	Temporarily <u>Unrestricted</u> Restricted			Total	
REVENUE					
Contributions and grants Special event revenue - Gala, net of cost of	\$	600,179	\$ 19,332,599	\$	19,932,778
direct benefits in the amount of \$122,385 Investment income		89,130 12,525	- 4,632		89,130 17,157
In-kind donations Other revenue		19,976 1,352	-		19,976 1,352
Net assets released from donor restrictions	_	18,275,418	(18,275,418)	_	-
Total revenue	_	18,998,580	1,061,813	_	20,060,393
EXPENSES					
Program Services: Gates Millennium Scholarships		16 222 044			16,333,944
APIASF Scholarships		16,333,944 2,327,150	-		2,327,150
APIASF Education and Information Programs	_	552,363		-	552,363
Total program services	_	19,213,457		_	19,213,457
Supporting Services:					
Management and General Fundraising		509,229 430,233	-		509,229 430,233
·	_			-	
Total supporting services	_	939,462		-	939,462
Total expenses	_	20,152,919		_	20,152,919
Change in net assets		(1,154,339)	1,061,813		(92,526)
Net assets at beginning of year	_	3,431,808	1,997,068	_	5,428,876
NET ASSETS AT END OF YEAR	\$_	2,277,469	\$ <u>3,058,881</u>	\$_	5,336,350

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2017

	Program Services			Supporting Services				
	Gates Millennium Scholarships	APIASF Scholarships	APIASF Education and Information Programs	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total Expenses
Salaries, taxes and benefits	\$ 654,432	\$ 158,301	\$ 50,000	\$ 862,733	\$ 287,143	\$ 354,870	\$ 642,013	\$ 1,504,746
Scholarships	15,374,277	2,138,278	-	17,512,555	-	-	-	17,512,555
Professional fees	47,442	8,926	160,368	216,736	75,786	9,036	84,822	301,558
Board meetings and travel	-	-	-	-	4,494	-	4,494	4,494
Depreciation	802	-	-	802	801	-	801	1,603
Donations/sponsorships	5,000	-	45,000	50,000	12,210	5,650	17,860	67,860
Equipment rental and								
maintenance	7,792	2,640	1,505	11,937	2,710	2,667	5,377	17,314
Event costs	710	-	21,619	22,329	2,639	5,475	8,114	30,443
Insurance	6,823	860	-	7,683	3,698	860	4,558	12,241
Office expense	23,584	384	3,789	27,757	29,276	4,792	34,068	61,825
Outside services	19,484	645	157,680	177,809	23,514	3,377	26,891	204,700
Postage and delivery	2,944	388	7,510	10,842	4,078	676	4,754	15,596
Printing and reproduction	663	215	36,372	37,250	782	1,872	2,654	39,904
Rent	132,985	14,224	-	147,209	9,582	20,601	30,183	177,392
Telecommunications	8,480	746	16	9,242	2,171	834	3,005	12,247
Travel	44,332	476	68,384	113,192	28,013	19,284	47,297	160,489
In-kind donations	-	-	-	-	19,976	-	19,976	19,976
Other	4,194	1,067	120	5,381	2,356	239	2,595	7,976
TOTAL	\$ 16,333,944	\$ 2,327,150	\$ 552,363	\$ 19,213,457	\$ 509,229	\$ 430,233	\$ 939,462	\$ 20,152,919

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2017

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$	(92,526)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation Unrealized gain on investments		1,603 (1,168)
(Increase) in: Contributions and grants receivable Prepaid expenses		1,807,315 86,629
Increase (decrease) in: Accounts payable and accrued expenses Scholarships payable Deferred income - Gala Deferred rent liability	_	41,534 (14,468) 156,375 (26,280)
Net cash provided by operating activities	_	1,959,014
CASH FLOWS FROM INVESTING ACTIVITIES		
Net sale of investments	_	584,326
Net cash provided by investing activities	_	584,326
Net increase in cash and cash equivalents		2,543,340
Cash and cash equivalents at beginning of year	_	1,933,981
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$_	4,477,321

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The Asian and Pacific Islander American Scholarship Fund (APIASF) is a non-profit organization, incorporated in the District of Columbia. APIASF's vision is to see that all Asian and Pacific Islander Americans who wish to pursue higher education have the opportunity, regardless of their ethnicity, national origin, or financial means. APIASF's mission is to forge partnerships building a national Asian and Pacific Islander American scholarship organization that supports and encourages all Asian and Pacific Islander American students to pursue higher education, thereby developing future leaders who will contribute back to their communities and ultimately, strengthening America.

APIASF manages three scholarship programs: the Gates Millennium Scholars/Asian Pacific Islander Americans (GMS/APIA) funded by a grant from the Bill & Melinda Gates Foundation, APIASF AANAPISI (Asian American and Native American Pacific Islander-Serving Institutions) scholarship and APIASF's general scholarship. Through these programs, APIASF has distributed more than \$110 million in college scholarships to more than 7,000 deserving Asian and American Pacific Islander (AAPI) students across the country and in the Pacific Islands.

APIASF continues to have the largest outreach nationwide to the AAPI communities providing scholarships to the most underserved individuals through its general, AANAPISI, and GMS/APIA programs.

Realizing through evidenced-based research over 50% of AAPIs attend two-year institutions. One potential area of greatest impact APIASF has is with students attending two-year institutions. AANAPISI campuses are defined by at least a 10% AAPI enrollment and a minimum threshold of low-income students and/or a lower than average educational and general expenditures per student. APIASF is decisively partnering with AANAPISI campuses to provide scholarships and over time aims to become the only national scholarship organization with linkages to all AANAPISIs and the communities they serve.

In addition to scholarship support, APIASF has a comprehensive range of programs that include research and data collection, national higher education convening's, wrap-around services to maximize graduation rates and gainful employment, and communications strategies that will better inform policy leaders, campus administrators and the general public to help improve educational opportunities for AAPI students.

To ensure delivery of effective student support services and initiatives that meet the needs of APIASF scholarship recipients, ongoing evaluations are conducted throughout the year by APIASF. Providing a safe space in which APIASF Scholars are comfortable voicing their needs and experiences is a critical element to the foundation of programs being administered year-to-year.

APIASF team members collaborate in scholar and social networks that provide sound research and best practices in supporting Asian American and Pacific Islanders students' academic, personal, social, cultural, and professional development and success.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Cash and cash equivalents -

APIASF considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents, and excluding money market funds held by investment managers in the amount of \$2,066,804 for the year ended June 30, 2017.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, APIASF maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Restricted cash -

Restricted cash is limited in use to payment of the Gates Millennium Scholarships. Restricted cash at June 30, 2017 was \$732,860 and is included with cash and cash equivalents.

Investments -

Investments are recorded at their readily determinable fair value. Interest, dividends and unrealized gains are included in investment income in the Statement of Activities and Change in Net Assets.

Contributions and grants receivable -

Contributions and grants receivable approximate fair value. Management considers all amounts to be fully collectible and due within one year. Accordingly, an allowance for doubtful accounts has not been established.

Fixed assets -

Fixed assets in excess of \$5,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally five to seven years. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation expense for the year ended June 30, 2017 totaled \$1,603.

Income taxes -

APIASF is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. APIASF is not a private foundation.

Uncertain tax positions -

For the year ended June 30, 2017, APIASF has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Deferred income -

Deferred income consists of Gala registrations. APIASF recognizes special event revenue when the related event has occurred.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of APIASF.
- Temporarily restricted net assets include revenue and contributions subject to donorimposed stipulations that will be met by the actions of APIASF and/or the passage of time.
 When a restriction expires, temporarily restricted net assets are reclassified to unrestricted
 net assets and reported in the Statement of Activities and Change in Net Assets as net
 assets released from restrictions.

Contributions and grants -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

In-kind donations -

In-kind donations consist of goods for auction, all benefiting APIASF's supporting services. In-kind donations are recorded at their fair market value as of the date of the gift. In addition, volunteers have donated significant amounts of their time to APIASF; these donated services are not reflected in the financial statements since these services do not meet the criteria for recognition as contributed services. In-kind donations that meet the criteria for recognition are included in revenue and expense for the year ended June 30, 2017.

Scholarships payable -

APIASF awards scholarships to eligible persons. Scholarships are recorded in the year in which they are awarded.

Use of estimates -

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Risks and uncertainties -

APIASF invests in various investment securities. Investment securities are exposed to various risks such as interest rates, 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 amounts reported in the accompanying financial statements.

Fair value measurement -

APIASF adopted the provisions of FASB ASC 820, Fair Value Measurement. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. APIASF accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

New accounting pronouncements (not yet adopted) -

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities* (Topic 958), intended to improve financial reporting for not-for-profit entities. The ASU will reduce the current three classes of net assets into two: with and without donor restrictions. The change in each of the classes of net assets must be reported on the Statement of Activities and Change in Net Assets. The ASU also requires various enhanced disclosures around topics such as board designations, liquidity, functional classification of expenses, investment expenses, donor restrictions, and underwater endowments. The ASU is effective for years beginning after December 15, 2017. Early adoption is permitted. The ASU should be applied on a retrospective basis in the year the ASU is first applied. While the ASU will change the presentation of APIASF's financial statements, it is not expected to alter APIASF's reported financial position.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606) (ASU 2014-09). The ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by a year; thus, the effective date is years beginning after December 15, 2018. Early adoption is permitted. APIASF has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on its financial statements.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities for years beginning after December 15, 2019. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

APIASF plans to adopt the new ASUs at the respective required implementation dates.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

2. INVESTMENTS

Investments consisted of the following at June 30, 2017:

	Fair Value
Money market funds Mutual funds	\$ 2,066,804 <u>95,306</u>
TOTAL INVESTMENTS	\$ <u>2,162,110</u>
Included in investment income are the following:	
Interest and dividends Unrealized gain	\$ 15,989 1,168
TOTAL INVESTMENT INCOME	\$ <u>17,157</u>

3. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at June 30, 2017:

TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$ <u></u>	3,058,881
Time Restricted	_	817,893
APIASF Education and Information Programs		831,340
APIASF Frances Sonn Nam Fund		71,562
APIASF AANAPISI (Community College Scholarships)		655,126
APIASF Scholarships	\$	682,960

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time), which satisfied the restricted purposes specified by the donors:

Gates Millennium Scholarships	\$ 15,301,278
APIASF Scholarships	1,495,778
APIASF AANAPISI (Community College Scholarships)	642,500
APIASF Education and Information Programs	563,231
Passage of Time	272,631
-	

TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS \$\frac{18,275,418}{2}\$

4. LEASE COMMITMENTS

During the year ended June 30, 2017, APIASF leased office space in the District of Columbia under a five-year agreement, which originated in April 2012 and expired July 31, 2017. Under terms of the lease, APIASF's base monthly lease payment was \$14,556, with the lease payment increasing over the lease term to \$17,027 per month.

During April 2017, APIASF entered into a new lease for the same office space, commencing August 1, 2017 and expiring June 15, 2020. Monthly rent at the beginning of the lease is \$17,708, increasing to \$19,152 in the final year of the lease.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

4. LEASE COMMITMENTS (Continued)

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is recorded as a deferred rent liability on the Statement of Financial Position.

The following is a schedule of the future minimum lease payments:

Year Ending June 30,

	\$_	634,573
2020	_	219,507
2019		220,282
2018	\$	194,784

Rent expense for the year ended June 30, 2017 totaled \$177,392 and the deferred rent liability for the year totaled \$2,244.

5. RETIREMENT PLAN

APIASF has established a 401(k) tax-deferred retirement plan for the benefit of its employees. The plan covers all eligible employees, as defined. Plan participants may make voluntary salary reduction contributions up to the maximum amount allowed. APIASF may pay up to 2% of eligible compensation to the plan. For the year ended June 30, 2017, APIASF paid \$5,082 as a contribution to the plan.

6. CONCENTRATION OF REVENUE

Approximately 72% of APIASF's revenue for the year ended June 30, 2017 was derived from grants awarded by one donor. APIASF has no reason to believe that relationships with this donor will be discontinued in the foreseeable future. However, any interruption of these relationships (i.e., the failure to renew grant agreements or withholding of funds) would adversely affect APIASF's ability to finance ongoing operations.

7. FAIR VALUE MEASUREMENT

In accordance with FASB ASC 820, Fair Value Measurement, APIASF has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1. These are investments where values are based on unadjusted quoted prices for identical assets in an active market APIASF has the ability to access.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017

7. FAIR VALUE MEASUREMENT (Continued)

Level 2. These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

Level 3. These are investments where inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at June 30, 2017.

- Money market funds Valued at the daily closing price as reported by the fund. The money
 market fund is an open-end mutual fund that is registered with the Securities and Exchange
 Commission. This fund is required to publish its daily net asset value (NAV) and to transact at
 that price. The money market fund is deemed to be actively traded.
- Mutual funds Valued at the daily closing price as reported by the fund. Mutual funds held by APIASF are open-end mutual funds that are registered with the SEC. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by APIASF are deemed to be actively traded.

The table below sets forth by level, within the fair value hierarchy, APIASF's investments at fair value for the year ended June 30, 2017:

	Level 1	Level 2		Level 3		Total	
Asset Class: Money market funds Mutual funds	\$ 2,066,804 95,306	\$	- -	\$	- -	\$ 2,066,804 <u>95,306</u>	
TOTAL	\$ <u>2,162,110</u>	\$		\$		\$ <u>2,162,110</u>	

There were no transfers between levels in the fair value hierarchy during the year ended June 30, 2017. Transfers between levels are recorded at the end of the reporting period, if applicable.

8. SUBSEQUENT EVENTS

In preparing these financial statements, APIASF has evaluated events and transactions for potential recognition or disclosure through May 1, 2018, the date the financial statements were issued.