

(AN AFFILIATE OF THE AMERICAN LEGION AUXILIARY NATIONAL HEADQUARTERS)

FINANCIAL STATEMENTS

SEPTEMBER 30, 2020 AND 2019



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INDEPENDENT AUDITOR'S REPORT

Board of Directors American Legion Auxiliary Foundation, Inc. Indianapolis, Indiana

We have audited the accompanying financial statements of the American Legion Auxiliary Foundation, Inc. (the "Foundation"), which comprise the statements of financial position as of September 30, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

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 audits. We conducted our audits 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 of 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 the American Legion Auxiliary Foundation, Inc. as of September 30, 2020 and 2019, and its changes in net assets, functional expenses, and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Other Matter

As discussed in Note 1 to the financial statements, the Foundation is an affiliate of the American Legion Auxiliary National Headquarters (the "Auxiliary"), was organized by the Auxiliary, and operates exclusively for the benefit of, and to assist in carrying out, the educational, charitable, and other exempt purposes of the Auxiliary. In a separate document, the Foundation presents its financial statements on a consolidated basis with those of the Auxiliary. The accompanying financial statements include only the accounts and disclosures related to the Foundation.

February 3, 2021

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STATEMENTS OF FINANCIAL POSITION SEPTEMBER 30, 2020 AND 2019

	<u>ASSETS</u>	2020	<u>2019</u>
		<u>2020</u>	<u>2019</u>
Assets: Cash Investments Total assets		\$ 574,567 1,646,489 \$ 2,221,056	\$ 617,137 1,302,855 \$ 1,919,992
	LIABILITIES AND NET ASSETS		
Liabilities:			
Accounts payable Deferred income Due to related party, net		\$ 102,246 5,000 2,100	\$ 80,589 -0- 22,716
Total liabilities		109,346	103,305
Net Assets:			
Without donor restrictions With donor restrictions		11,941 2,099,769	11,941 1,804,746
Total net assets		2,111,710	1,816,687

\$ 2,221,056

\$ 1,919,992

Total liabilities and net assets

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS YEAR ENDED SEPTEMBER 30, 2020 (WITH COMPARATIVE TOTALS FOR 2019)

	Without Donor Restrictions	With Donor Restrictions	2020 Total	2019 Total
Revenue and Support:				
Contributions	\$ 2,550	\$ 433,720	\$ 436,270	\$ 516,972
In-kind contributions	177,240	-0-	177,240	255,465
	179,790	433,720	613,510	772,437
Net Assets Released from				
Donor Restrictions	246,825	(246,825)	-0-	-0-
Total revenue and support	426,615	186,895	613,510	772,437
Expenses:				
Program services	151,065	-0-	151,065	166,871
Management and general	93,383	-0-	93,383	106,537
Fundraising	182,167	-0-	182,167	203,667
Total expenses	426,615	-0-	426,615	477,075
Change in net assets from operations	-0-	186,895	186,895	295,362
Investment Income, Net of Expenses	-0-	108,128	108,128	40,743
Change in net assets	-0-	295,023	295,023	336,105
Net Assets, Beginning of Year	11,941	1,804,746	1,816,687	1,480,582
Net Assets, End of Year	\$ 11,941	\$ 2,099,769	\$ 2,111,710	\$ 1,816,687

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS YEAR ENDED SEPTEMBER 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support: Contributions In-kind contributions	\$ -0- 255,465 255,465	\$ 516,972 -0- 516,972	\$ 516,972 255,465 772,437
Net Assets Released from Donor Restrictions	221,610	(221,610)	-0-
Total revenue and support	477,075	295,362	772,437
Expenses: Program services Management and general Fundraising Total expenses	166,871 106,537 203,667 477,075	-0- -0- -0-	166,871 106,537 203,667 477,075
Change in net assets from operations	-0-	295,362	295,362
Investment Income, Net of Expenses		40,743	40,743
Change in net assets	-0-	336,105	336,105
Net Assets, Beginning of Year	11,941	1,468,641	1,480,582
Net Assets, End of Year	<u>\$ 11,941</u>	\$ 1,804,746	\$ 1,816,687

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2020 (WITH COMPARATIVE TOTALS FOR 2019)

	Program Services	Management and General	Fundraising	2020 Total	2019 Total
Grants and scholarships	\$ 132,086	\$ 2,550	\$ -0-	\$ 134,636	\$ 131,520
Personnel and related benefits	18,487	67,636	47,217	133,340	151,600
Professional services and fees	-0-	8,230	23,626	31,856	67,684
Travel, conferences and meetings	-0-	11,065	1,032	12,097	26,109
General operating expenses	-0-	3,420	5,566	8,986	11,745
Printing, publicity and awards	-0-	340	65,100	65,440	54,002
Postage and freight	492	142	39,626	40,260	34,415
Total expenses	<u>\$ 151,065</u>	\$ 93,383	\$ 182,167	\$ 426,615	\$ 477,075

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2019

	Program Services	Management and General	Fundraising	Total
Grants and scholarships	\$ 131,520	\$ -0-	\$ -0-	\$ 131,520
Personnel and related benefits	25,742	70,076	55,782	151,600
Professional services and fees	8,939	23,777	34,968	67,684
Travel, conferences and meetings	-0-	9,404	16,705	26,109
General operating expenses	-0-	2,888	8,857	11,745
Printing, publicity and awards	-0-	205	53,797	54,002
Postage and freight	670	187	33,558	34,415
Total expenses	<u>\$ 166,871</u>	\$ 106,537	\$ 203,667	\$ 477,075

STATEMENTS OF CASH FLOWS YEARS ENDED SEPTEMBER 30, 2020 AND 2019

		<u>2020</u>	<u>2019</u>
Cash Flows From Operating Activities:			
Change in net assets	\$	295,023	\$ 336,105
Adjustments to reconcile change in net assets			
to net cash provided by operating activities:			
Net realized losses on investments		443	1,298
Net unrealized gains on investments		(67,747)	(8,410)
Changes in operating assets and liabilities:			
Other assets		-0-	2,000
Accounts payable		21,657	(8,923)
Deferred income		5,000	-0-
Due to related party, net		(20,616)	 (41,142)
Net cash provided by operating activities	_	233,760	 280,928
Cash Flows From Investing Activities:			
Proceeds from sale of investments		24,049	24,311
Purchase of investments		(300,379)	 (206,611)
Net cash used in investing activities	_	(276,330)	 (182,300)
Net Increase (Decrease) in Cash		(42,570)	98,628
Cash, Beginning of Year		617,137	 518,509
Cash, End of Year	\$	574,567	\$ 617,137

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

1. SIGNIFICANT ACCOUNTING POLICIES

Description of the Entity

The American Legion Auxiliary Foundation, Inc. (the "Foundation") was incorporated on September 27, 2007 as a not-for-profit entity under the State of Indiana Not-For-Profit Incorporation Act. The Foundation was organized by the American Legion Auxiliary National Headquarters (the "Auxiliary"), a not-for-profit entity headquartered in Indianapolis, Indiana. The Foundation operates exclusively for the benefit of the Auxiliary and assists in fundraising and offers support in carrying out the educational, charitable, and other programs sponsored by the Auxiliary.

The significant accounting policies followed by the Foundation in the preparation of its financial statements are summarized below:

Financial Reporting

The accounts of the Foundation are reported on a consolidated basis with those of the Auxiliary in a separate document. The accompanying financial statements include only the accounts and disclosures related to the Foundation. Related party transactions with the Auxiliary are reported in Note 6.

Basis of Presentation

The Foundation utilizes the principles of fund accounting in the preparation of its financial statements. Therefore, net assets and revenues, expenses, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. The Foundation uses the following accounts to distinguish among restrictions:

Net Assets Without Donor Restrictions

Net assets without donor restrictions include all contributions received, without donor restrictions, and revenues and expenses for the general operation of the Foundation.

Net Assets With Donor Restrictions

Net assets with donor restrictions include contributions that have donor-imposed restrictions that limit the use of the donated assets. When a donor's restriction is met, restricted net assets are reclassified to net assets without donor restrictions through the release of restrictions in the Statements of Activities and Changes in Net Assets. Assets held in perpetuity are held for the donor-designated purposes of the endowment. The net earnings from these investments and all non-restricted contributions are available for release to the without donor restriction fund.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP") requires Management to make estimates and assumptions that affect the reported amounts in the financial statements and notes to the financial statements. Actual results could differ from those estimates.

Investments and Investment Return

The Foundation's investments are valued at fair value and have a readily determinable fair value. Investment return includes dividends, interest, fees, and realized and unrealized gains and losses on investments carried at fair value.

Support and Revenue Recognition

The Foundation records unconditional promises to give at the earlier of the date the promise is given or payment is received. The gifts are reported as support with or without donor restrictions depending upon the presence of donor stipulations that limit the use of the donated assets. Contributions raised through direct mail campaigns are reported at the gross amount received.

Functional Expenses

The costs of providing programs and other activities are summarized in the Statements of Functional Expenses. Costs are allocated among Program, Management and General, and Fundraising based on Management's estimates of time spent by employees, space utilization, or another rational basis.

Income Taxes

The Foundation is organized as a not-for-profit corporation and, accordingly, is exempt from Federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code.

Management of the Foundation evaluates all significant tax positions to ensure compliance with the exempt purposes of the Foundation as required by U.S. GAAP, including consideration of any unrelated business income tax. As of September 30, 2020, Management does not believe the Foundation has taken any tax positions that are not in compliance with its exempt purpose. The Foundation's Federal and state tax returns remain open and subject to examination beginning with the tax year ended September 30, 2017.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

Subsequent Events

Subsequent events have been evaluated through February 3, 2021 which is the date the financial statements were available for issuance.

2. LIQUIDITY AND AVAILABILITY

The following reflects the Foundation's financial assets as of September 30, 2020 and 2019, reduced by amounts not available for general use within one year from the date of the Statements of Financial Position:

	<u>2020</u>	<u>2019</u>
Financial Assets: Cash Investments	\$ 574,567 1,646,489 2,221,056	\$ 617,137 1,302,855 1,919,992
Less amounts not available to be used for general expenditure within one year: Donor restricted funds Donor restricted endowment	(349,027) (1,750,742) (2,099,769)	(315,809) (1,488,937) (1,804,746)
Financial assets available to meeting cash needs for general expenditures within one year	\$ 121,287	<u>\$ 115,246</u>

The Foundation's liquidity objective is to maintain adequate liquid assets to fund nearterm operating needs and maintain sufficient reserves to provide reasonable assurance that obligations will be discharged as they become due.

The Foundation is substantially supported by restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Foundation must maintain sufficient resources to meet those responsibilities to its donors. Thus, these financial assets may not be available for general expenditure within one year and are included in amounts not available to be used within one year above.

Investment income from the donor-restricted endowment is classified within donor restricted net assets until those amounts are appropriated for expenditure in a manner consistent with the standard of prudence prescribed by the Uniform Prudent Management of Institutional Funds Act ("UPMIFA").

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

3. INVESTMENTS AND INVESTMENT RETURN

A summary of the Foundation's investments as of September 30, 2020 and 2019 is as follows:

	2020				2019			
	 Cost	Market		Market Cost			Market	
Investments:								
Money market funds	\$ 57,551	\$	57,551	\$	36,603	\$	36,603	
Exchange traded funds	521,348		736,800		430,714		589,403	
Mutual funds	835,643		852,138		671,338		676,849	
Total investments	\$ 1,414,542	<u>\$</u> ^	1,646,489	<u>\$</u>	1,138,655	\$	1,302,855	

The fair values of the Foundation's investments are measured by Level 1 inputs in accordance with U.S. GAAP, defined as quoted prices in active markets for identical investments that can be accessed as of the measurement date.

The asset's and liability's fair value measurement within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodology used for the Foundation's investments measured at fair value as of September 30, 2020 and 2019. There have been no changes in the methodologies used as of September 30, 2020.

Exchange Traded Funds: Valued at the daily closing prices as reported by the fund. Exchange traded funds are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value ("NAV"); however, the funds trade on stock exchanges throughout the day, thus the transaction price could differ from the NAV.

Mutual Funds: Valued at the daily closing prices as reported by the fund. Mutual funds held by the Foundation are open-end mutual funds and are registered with the Securities and Exchange Commission. These funds are required to publish their NAV and to transact at that price. The mutual funds held by the Foundation are deemed to be actively traded. A money market fund is an open-ended fund that invests in short-term debt securities and commercial paper.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

Investment income for the years ended September 30, 2020 and 2019 is as follows:

	<u>2020</u>	<u>2019</u>		
Interest and dividends Investment fees Net realized losses Net unrealized gains	\$ 42,157 (1,333) (443) 67,747	\$	34,683 (1,052) (1,298) 8,410	
Total investment income	\$ 108,128	\$	40,743	

4. DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions are available for the following purposes at September 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Subject to expenditure for a specific purpose:		
Veteran Projects Fund	\$ 205,124	\$ 185,758
National and Local Veteran Creative Arts Festival(s)	140,188	126,336
Mission	3,715	3,715
	349,027	315,809
Endowment:		
Held in perpetuity	1,485,992	1,316,550
Undistributed endowment earnings	264,750	172,387
	1,750,742	1,488,937
Total net assets with donor restrictions	\$ 2,099,769	\$ 1,804,746

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

NET ASSETS RELEASED FROM DONOR RESTRICTIONS

Net assets released from donor restrictions during 2020 and 2019, due to the satisfaction of the donor-imposed restriction or by occurrence of other events specified by the donors, are as follows:

	<u>2020</u>	<u>2019</u>
Endowment distributions in support of Auxiliary operations Veteran Projects Fund Grants	\$ 14,731 42,087	\$ 30,606 86,204
National and Local Veteran Creative Arts Festival(s) Auxiliary mission sub-grants to ALA National and	47,520	7,350
ALA Departments, Districts, and Units	27,750	7,400
Costs of direct mail campaigns	 114,737	 90,050
	\$ 246,825	\$ 221,610

6. RELATED PARTY TRANSACTIONS

During the years ended September 30, 2020 and 2019, the Foundation received contributions of \$177,240 and \$255,465 from the Auxiliary to fund certain organizational and other costs incurred by the Foundation. In addition, the Foundation granted \$42,150 and \$22,716 to the Auxiliary in 2020 and 2019, respectively, for program support, and the Foundation granted \$92,487 and \$108,804 in 2020 and 2019, respectively, to affiliated Auxiliary departments and units.

7. AMERICAN LEGION AUXILIARY FOUNDATION ALA MISSION ENDOWMENT

Composition of Endowment Net Assets

The Foundation created the ALA Mission Endowment Fund (the "Mission Endowment") in 2007 to generate and maximize funds available to benefit and assist in carrying out the educational, charitable and similar programs of the Auxiliary over the long term. The Mission Endowment consists entirely of donor-designated funds held in cash and investments.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

Endowment net assets at September 30, 2020 and 2019 include the following:

	<u>2020</u>	<u>2019</u>
Historic gift value	\$ 1,316,550	\$ 1,063,255
Accumulated earnings	172,387	165,316
Endowment net assets, beginning of year	1,488,937	1,228,571
Additions to endowment, net	169,442	253,295
Endowment distributions	(14,731)	(30,606)
Interest and dividends, net of fees	39,790	30,565
Realized gains (losses)	(443)	(1,298)
Unrealized gains	67,747	8,410
Change in endowment net assets	261,805	260,366
Endowment net assets, end of year	\$ 1,750,742	\$ 1,488,937
Historic gift value	\$ 1,485,992	\$ 1,316,550
Accumulated earnings	264,750	172,387
Endowment net assets, end of year	\$ 1,750,742	\$ 1,488,937

Governing Board's Interpretation of Relevant Law

The Foundation, incorporated in and governed by the laws of the State of Indiana, has interpreted the Indiana statute UPMIFA, enacted in 2007, to require the preservation of the fair value of the original gift as of the date of the gift of the donor-restricted endowment funds absent explicit donor stipulations to the contrary, and to not require the maintenance of purchasing power. As a result of this interpretation, the Foundation classifies as donor-restricted net assets: (a) the original value of gifts donated to the donor-restricted endowment; (b) the original value of subsequent gifts to the donor-restricted endowment; and (c) accumulations to the donor-restricted endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of donor-restricted endowment funds is available to be appropriated for expenditure by the Foundation.

Endowment Draws

Endowment draws during the years ending September 30, 2020 and 2019 were \$14,731 and \$30,606, respectively.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2020 AND 2019

The Foundation has adopted a spending policy relating to future endowment draws. The available endowment draw for each fiscal year beginning October 1 shall be limited to an amount determined by applying a 5% rate to the three-year rolling average market value for the period ending the preceding May 31. The actual endowment draw will be recommended by the American Legion Auxiliary Foundation Board to the National Finance Committee during the annual budgeting process for approval by the National Executive Committee. Should the Foundation Board deem it advisable to exceed the 5% limit, the change must be approved by the National Executive Committee.

8. CONCENTRATIONS

The Foundation maintains cash in bank deposit accounts which, at times, may exceed Federally insured limits. The Foundation has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk on cash.