

# (AN AFFILIATE OF THE AMERICAN LEGION AUXILIARY NATIONAL HEADQUARTERS)

FINANCIAL STATEMENTS

SEPTEMBER 30, 2021 AND 2020



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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, 2021 and 2020, 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, 2021 and 2020, 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.

January 18, 2022

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# STATEMENTS OF FINANCIAL POSITION SEPTEMBER 30, 2021 AND 2020

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	2021	<u>2020</u>
Assets:		
Cash	\$ 789,521	\$ 574,567
Investments	2,061,267	1,646,489
Other assets	11,000	-0-
Total assets	<u>\$2,861,788</u>	\$2,221,056

## **LIABILITIES AND NET ASSETS**

#### Liabilities:

Accounts payable	\$ 165,830	\$ 102,246
Deferred income	5,000	5,000
Due to related party, net	27,387	2,100
Total liabilities	198,217	109,346
Net Assets:		
Without donor restrictions	12,015	11,941
With donor restrictions	2,651,556	2,099,769
Total net assets	2,663,571	2,111,710
Total liabilities and net assets	\$2,861,788	\$2,221,056

# STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS YEAR ENDED SEPTEMBER 30, 2021 (WITH COMPARATIVE TOTALS FOR 2020)

	Without Donor Restrictions	With Donor Restrictions	2021 Total	2020 Total
Revenue and Support:				
Contributions	\$ -0-	\$ 654,932	\$ 654,932	\$ 436,270
In-kind contributions	196,230	-0-	196,230	177,240
	196,230	654,932	851,162	613,510
Net Assets Released from				
Donor Restrictions	431,645	(431,645)	-0-	-0-
Total revenue and support	627,875	223,287	851,162	613,510
Expenses:				
Program services	213,938	-0-	213,938	151,065
Management and general	79,129	-0-	79,129	93,383
Fundraising	334,808	-0-	334,808	182,167
Total expenses	627,875	-0-	627,875	426,615
Change in net assets from operations	-0-	223,287	223,287	186,895
Investment Income, Net of Expenses	74	328,500	328,574	108,128
Change in net assets	74	551,787	551,861	295,023
Net Assets, Beginning of Year	11,941	2,099,769	2,111,710	1,816,687
Net Assets, End of Year	\$ 12,015	\$2,651,556	\$2,663,571	\$2,111,710

# STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS YEAR ENDED SEPTEMBER 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and Support:	Restrictions	Restrictions	iotai
Contributions	\$ 2,550	\$ 433,720	\$ 436,270
In-kind contributions	177,240	-0-	177,240
	179,790	433,720	613,510
Net Assets Released from			
Donor Restrictions	246,825	(246,825)	-0-
Total revenue and support	426,615	186,895	613,510
Expenses:			
Program services	151,065	-0-	151,065
Management and general	93,383	-0-	93,383
Fundraising	182,167	-0-	182,167
Total expenses	426,615	-0-	426,615
Change in net assets from operations	-0-	186,895	186,895
Investment Income, Net of Expenses	-0-	108,128	108,128
Change in net assets	-0-	295,023	295,023
Net Assets, Beginning of Year	11,941	1,804,746	1,816,687
Net Assets, End of Year	<u>\$ 11,941</u>	\$2,099,769	\$2,111,710

# STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2021 (WITH COMPARATIVE TOTALS FOR 2020)

	Program Services	Management and General	Fundraising	2021 Total	2020 Total
Grants and scholarships	\$ 188,939	\$ -0-	\$ -0-	\$ 188,939	\$ 134,636
Personnel and related benefits	24,851	69,330	56,944	151,125	133,340
Professional services and fees	3	5,500	33,676	39,179	31,856
Travel, conferences and meetings	-0-	155	10,264	10,419	12,097
General operating expenses	6	1,288	10,159	11,453	8,986
Printing, publicity and awards	-0-	2,598	155,099	157,697	65,440
Postage and freight	139	258	68,666	69,063	40,260
Total expenses	\$ 213,938	\$ 79,129	\$ 334,808	\$ 627,875	\$ 426,615

# STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2020

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

# STATEMENTS OF CASH FLOWS YEARS ENDED SEPTEMBER 30, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
Cash Flows From Operating Activities:		
Change in net assets	\$ 551,861	\$ 295,023
Adjustments to reconcile change in net assets		
to net cash provided by operating activities:		
Net realized losses on investments	100	443
Net unrealized gains on investments	(273,237)	(67,747)
Changes in operating assets and liabilities:		
Other assets	(11,000)	-0-
Accounts payable	63,584	21,657
Deferred income	-0-	5,000
Due to related party, net	25,287	(20,616)
Net cash provided by operating activities	356,595	233,760
Cash Flows From Investing Activities:		
Proceeds from sale of investments	51,778	24,049
Purchase of investments	(193,419)	(300,379)
Net cash used in investing activities	(141,641)	(276,330)
Net Increase (Decrease) in Cash	214,954	(42,570)
Cash, Beginning of Year	574,567	617,137
Cash, End of Year	\$ 789,521	\$ 574,567

## NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

#### 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, 2021 AND 2020

#### **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. Principal estimates made in the preparation of the financial statements include the allocation of functional expenses.

### 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 other 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, 2021, 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, 2018.

## NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

#### Subsequent Events

Subsequent events have been evaluated through January 18, 2022 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, 2021 and 2020, reduced by amounts not available for general use within one year from the date of the Statements of Financial Position:

	<u>2021</u>	<u>2020</u>
Financial Assets:		
Cash	\$ 789,521	\$ 574,567
Investments	2,061,267	1,646,489
Other assets	11,000	-0-
	2,861,788	2,221,056
Less amounts not available to be used for		
general expenditure within one year:		
Donor restricted funds	(445,911)	(349,027)
Donor restricted endowment	(2,205,645)	(1,750,742)
	(2,651,556)	(2,099,769)
Financial assets available to meeting cash needs		
for general expenditures within one year	\$ 210,232	\$ 121,287

The Foundation's liquidity objective is to maintain adequate liquid assets to fund near-term 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 Indiana statute Uniform Prudent Management of Institutional Funds Act ("UPMIFA").

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

#### 3. INVESTMENTS AND INVESTMENT RETURN

At September 30, 2021 and 2020, the Foundation's assets measured at fair value on a recurring basis include investments, which 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. There were no liabilities measured at fair value at September 30, 2021 and 2020.

The following is a description of the valuation methodology used for the Foundation's investments measured at fair value as of September 30, 2021 and 2020. There have been no changes in the methodologies used as of September 30, 2021.

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.

The following is a summary of the Foundation's investments as of September 30, 2021 and 2020 is as follows:

	20	21	20	20	
	Cost	Market	Cost	<u>Market</u>	
Investments:					
Money market funds	\$ 71,382	\$ 71,382	\$ 57,551	\$ 57,551	
Exchange traded funds	574,072	1,014,173	521,348	736,800	
Mutual funds	910,629	975,712	835,643	852,138	
Total investments	\$1,556,083	\$2,061,267	<u>\$1,414,542</u>	<u>\$1,646,489</u>	

# NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

Investment income for the years ended September 30, 2021 and 2020 is as follows:

	<u>2021</u>		<u>2020</u>	
Interest and dividends	\$	57,215	\$	42,157
Investment fees		(1,778)		(1,333)
Net realized losses		(100)		(443)
Net unrealized gains		273,237		67,747
Total investment income	\$	328,574	\$	108,128

## 4. DONOR RESTRICTED NET ASSETS

Net assets with donor restrictions are available for the following purposes at September 30, 2021 and 2020:

	<u>2021</u>	<u>2020</u>
Subject to expenditure for a specific purpose:		
Veteran Projects Fund	\$ 296,146	\$ 205,124
National and Local Veteran Creative Arts Festival(s)	146,050	140,188
Mission	3,715	3,715
	445,911	349,027
Endowment:		
Held in perpetuity	1,651,433	1,485,992
Undistributed endowment earnings	554,212	264,750
	2,205,645	1,750,742
Total net assets with donor restrictions	\$ 2,651,556	\$2,099,769

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

#### NET ASSETS RELEASED FROM DONOR RESTRICTIONS

Net assets released from donor restrictions during 2021 and 2020, due to the satisfaction of the donor-imposed restriction or by occurrence of other events specified by the donors, are as follows:

	<u>2021</u>	<u>2020</u>
Endowment distributions in support of Auxiliary operations Veteran Projects Fund grants and sub-grants National and Local Veteran Creative Arts Festival(s) Auxiliary mission sub-grants to ALA National and	\$ 38,488 74,962 52,503	\$ 14,731 42,087 47,520
ALA Departments, Districts, and Units Mission (direct mail campaign and other)	23,000 242,692	 27,750 114,737
	\$ 431,645	\$ 246,825

#### RELATED PARTY TRANSACTIONS

During the years ended September 30, 2021 and 2020, the Foundation received contributions of \$196,230 and \$177,240 from the Auxiliary to fund certain organizational and other costs incurred by the Foundation. In addition, the Foundation granted \$73,887 and \$42,150 to the Auxiliary in 2021 and 2020, respectively, for program support, and the Foundation granted \$115,052 and \$92,487 in 2021 and 2020, 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 Foundation 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, 2021 AND 2020

Endowment net assets at September 30, 2021 and 2020 include the following:

	<u>2021</u>	2020
Historic gift value	\$ 1,485,992	\$ 1,316,550
Accumulated earnings	264,750	172,387
Endowment net assets, beginning of year	1,750,742	1,488,937
Additions to endowment, net	165,441	169,442
Endowment distributions	(38,488)	(14,731)
Interest and dividends, net of fees	54,813	39,790
Realized losses	(100)	(443)
Unrealized gains	273,237	67,747
Change in endowment net assets	454,903	261,805
Endowment net assets, end of year	\$ 2,205,645	\$ 1,750,742
Historic gift value	\$ 1,651,433	\$ 1,485,992
Accumulated earnings	554,212	264,750
Endowment net assets, end of year	\$ 2,205,645	\$ 1,750,742

### 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, 2021 and 2020 were \$38,488 and \$14,731, respectively.

## NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2021 AND 2020

#### Spending Policy and How the Investment Objective Relates to Spending Policy

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.