

**AMERICAN BROTHERHOOD FOR THE BLIND  
T/A AMERICAN ACTION FUND FOR BLIND CHILDREN AND ADULTS AND  
T/A BLIND CHILDREN AND ADULTS ACTION FUND OF AMERICA**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2018**



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## Independent Auditor's Report

To the Board of Directors and Officers of American Brotherhood for the Blind T/A American Action Fund for Blind Children and Adults and T/A Blind Children and Adults Action Fund of America

We have audited the accompanying financial statements of American Brotherhood for the Blind (a nonprofit organization), which comprise the statement of financial position as of December 31, 2018, 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 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 American Brotherhood for the Blind as of December 31, 2018, 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.

*Rosen, Sapperstein & Friedlander, LLC*

Rosen, Sapperstein & Friedlander, LLC  
Baltimore, Maryland  
March 6, 2019

**AMERICAN BROTHERHOOD FOR THE BLIND  
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STATEMENT OF FINANCIAL POSITION  
December 31, 2018**

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ASSETS

Cash and cash equivalents	\$ 2,372,030
Prepaid expenses	113,638
Notes receivables	42,060
Investments	23,934,040
Investment - Trust	313,333
Other investments - life insurance	1,815,887
Property and equipment - net	<u>218,532</u>
 TOTAL ASSETS	 <u>\$ 28,809,520</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable and accrued expenses	\$ 73,123
Accrued annuity benefit	<u>109,902</u>

TOTAL LIABILITIES	<u>183,025</u>
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NET ASSETS

Without donor restrictions	28,323,064
With donor restrictions	<u>303,431</u>

TOTAL NET ASSETS	<u>28,626,495</u>
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TOTAL LIABILITIES AND NET ASSETS	<u>\$ 28,809,520</u>
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See Accompanying Notes to Financial Statements

**AMERICAN BROTHERHOOD FOR THE BLIND  
T/A AMERICAN ACTION FUND FOR BLIND CHILDREN AND ADULTS AND  
T/A BLIND CHILDREN AND ADULTS ACTION FUND OF AMERICA  
STATEMENTS OF ACTIVITIES  
For the Year Ended December 31, 2018**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS AND OTHER SUPPORT			
Public support			
Contributions	\$ 3,407,669	\$ 1,927	\$ 3,409,596
Donated services	<u>1,609,266</u>	<u>-</u>	<u>1,609,266</u>
Total public support	5,016,935	1,927	5,018,862
Net investment income (loss)	<u>(2,164,793)</u>	<u>(44,573)</u>	<u>(2,209,366)</u>
TOTAL REVENUES, GAINS AND OTHER SUPPORT	<u>2,852,142</u>	<u>(42,646)</u>	<u>2,809,496</u>
EXPENSES			
Program services			
Braille publications and library	376,603	-	376,603
Advocacy and protection of civil rights	1,356,601	-	1,356,601
Specialized programs and services	<u>2,725,237</u>	<u>-</u>	<u>2,725,237</u>
Total program services	<u>4,458,441</u>	<u>-</u>	<u>4,458,441</u>
Supporting services			
Management and general	107,385	-	107,385
Fundraising	<u>713,215</u>	<u>-</u>	<u>713,215</u>
Total supporting services	<u>820,600</u>	<u>-</u>	<u>820,600</u>
TOTAL EXPENSES	<u>5,279,041</u>	<u>-</u>	<u>5,279,041</u>
CHANGES IN NET ASSETS	(2,426,899)	(42,646)	(2,469,545)
NET ASSETS - BEGINNING OF YEAR	<u>30,749,963</u>	<u>346,077</u>	<u>31,096,040</u>
NET ASSETS - END OF YEAR	<u>\$ 28,323,064</u>	<u>\$ 303,431</u>	<u>\$ 28,626,495</u>

See Accompanying Notes to Financial Statements

**AMERICAN BROTHERHOOD FOR THE BLIND  
T/A AMERICAN ACTION FUND FOR BLIND CHILDREN AND ADULTS AND  
T/A BLIND CHILDREN AND ADULTS ACTION FUND OF AMERICA  
STATEMENTS OF FUNCTIONAL EXPENSES  
For the Year Ended December 31, 2018**

	PROGRAM SERVICES				SUPPORTING SERVICES			GRAND TOTAL
	Braille Publications and Library	Advocacy and Protection of Civil Rights	Specialized Programs and Services	Total	Management and General	Fundraising	Total	
Volunteer services	\$ 241,390	\$ 675,892	\$ 691,984	\$ 1,609,266	\$ -	\$ -	\$ -	\$ 1,609,266
Salaries	28,959	155,657	159,277	343,893	10,860	7,240	18,100	361,993
Payroll related expenses	4,953	26,622	27,241	58,816	1,857	1,238	3,095	61,911
Total salaries and related expenses	275,302	858,171	878,502	2,011,975	12,717	8,478	21,195	2,033,170
Supplies	2,641	11,162	109,481	123,284	4,225	-	4,225	127,509
Postage and shipping	4,048	2,071	357,711	363,830	230	369,152	369,382	733,212
Printing and publications	631	3,800	1,157,529	1,161,960	1,848	335,567	337,415	1,499,375
Travel	2,307	23,674	8,542	34,523	10,050	-	10,050	44,573
Conferences and conventions	1,222	1,874	1,758	4,854	2,063	-	2,063	6,917
Professional fees	60,600	590	66,256	127,446	49,064	-	49,064	176,510
Telephone	3,422	678	789	4,889	120	18	138	5,027
Occupancy	26,364	3,797	3,797	33,958	115	-	115	34,073
Awards and grants	-	450,000	92,345	542,345	-	-	-	542,345
Information technology	66	66	666	798	462	-	462	1,260
Equipment IBTC	-	-	25,000	25,000	-	-	-	25,000
Data processing	-	-	22,063	22,063	22,063	-	22,063	44,126
Other	-	-	-	-	4,348	-	4,348	4,348
Total expenses before depreciation	376,603	1,355,883	2,724,439	4,456,925	107,305	713,215	820,520	5,277,445
Depreciation	-	718	798	1,516	80	-	80	1,596
<b>TOTAL EXPENSES</b>	<b>\$ 376,603</b>	<b>\$ 1,356,601</b>	<b>\$ 2,725,237</b>	<b>\$ 4,458,441</b>	<b>\$ 107,385</b>	<b>\$ 713,215</b>	<b>\$ 820,600</b>	<b>\$ 5,279,041</b>

See Accompanying Notes to Financial Statements

**AMERICAN BROTHERHOOD FOR THE BLIND  
T/A AMERICAN ACTION FUND FOR BLIND CHILDREN AND ADULTS AND  
T/A BLIND CHILDREN AND ADULTS ACTION FUND OF AMERICA  
STATEMENT OF CASH FLOWS  
For the Year Ended December 31, 2018**

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CASH FLOWS FROM OPERATING ACTIVITIES	
Changes in net assets	\$ (2,469,545)
Adjustments to reconcile changes in net assets to net cash provided by operating activities:	
Depreciation	1,596
Unrealized loss on investments	4,064,229
Realized gain on investments	(370,946)
Change in accrued annuity benefit	(1,927)
Decrease (increase) in operating assets:	
Prepaid expenses	(84,906)
Increase (decrease) in operating liabilities:	
Accounts payable and accrued expenses	<u>512</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>1,139,013</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Cash paid for investments	(4,195,399)
Proceeds from sale of investments	3,240,202
Cash received on principal amount of notes receivable	12,431
Cash paid for issuance of notes receivable	<u>(32,937)</u>
NET CASH USED BY INVESTING ACTIVITIES	<u>(975,703)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	163,310
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	<u>2,208,720</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u><u>\$ 2,372,030</u></u>

See Accompanying Notes to Financial Statements

**AMERICAN BROTHERHOOD FOR THE BLIND  
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T/A BLIND CHILDREN AND ADULTS ACTION FUND OF AMERICA  
NOTES TO FINANCIAL STATEMENTS  
December 31, 2018**

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**NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of the Organization**

American Brotherhood for the Blind T/A American Action Fund for Blind Children and Adults and T/A Blind Children and Adults Action Fund of America (Action Fund), headquartered in Baltimore, Maryland, is a nonprofit corporation established for the purpose of integrating the blind into society on the basis of equality.

**Basis of Presentation**

The Action Fund follows the Presentation of Financial Statements for Not-for-Profit Entities topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification. This pronouncement sets standards for the financial statement presentation for not-for-profit organizations. The Action Fund is required to report information regarding its financial position and activities according to two (2) classes of net assets: without donor restrictions and with donor restrictions based on the existence or absence of donor imposed restrictions. Net assets with donor restrictions consist of assets whose use is limited by donor imposed time and/or purpose restrictions.

Donor restricted net assets include assets held in trust through the donor's lifetime, and scholarship and book funds, where the donor has restricted that only the income may be used for its stated purpose and that the corpus may not be invaded. Donor restricted contributions whose restrictions are met in the same reporting period are reported as revenue within net assets without donor restrictions.

**Revenue Recognition**

The Action Fund has adopted the Revenue Recognition for Not-for-Profit Entities topic of the FASB Accounting Standards Codification. In accordance with this standard, contributions received are recorded as without donor restrictions or with donor restrictions. All contributions are considered to be available without restrictions unless specifically restricted by the donor.

**Use of Estimates**

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**Cash and Cash Equivalents**

For purposes of reporting cash flows, the Action Fund considers all highly liquid investments purchased with an original maturity of three (3) months or less to be a cash equivalent.



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December 31, 2018**

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**NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Financial Credit Risk**

The Action Fund maintains its cash balances at several financial institutions. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to insured limits. As of December 31, 2018, the Action Fund's cash balances were in excess of these insured limits. Management believes that the Action Fund is not exposed to any significant credit risk with respect to its cash balances. In addition, the Action Fund generally maintains investment balances in excess of the Securities Investor Protection Corporation (SIPC) limits.

The Action Fund 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 those changes could materially affect the value reported in the financial statements.

**Notes and Other Receivables**

Notes receivable consist of program-related loans to organizations and individuals who support the Action Fund's mission of encouraging independence and supporting entrepreneurship among the blind. Management evaluates the creditworthiness of each borrower prior to the issuance of these loans.

Other receivables include monies due from third parties. The Action Fund considers various factors as of the date of the financial statements in evaluating the credit quality of these balances, including historical collection experience and assessment of the counterparties' ability to repay their obligations.

Past due accounts are determined by management based on historical experience and other relevant factors. On a periodic basis, the Action Fund writes off uncollectible balances, after exhausting reasonable collection efforts. Based on management's historical experience, management considers all notes and other receivables to be fully collectible; therefore, no allowance for doubtful accounts has been reflected in the financial statements.

**Investments**

The Action Fund's investment portfolio is classified as trading and is reported at its fair value, based on quoted market prices at December 31, 2018. Realized and unrealized holding gains and losses on trading securities with readily determinable market values are included in investment income in the statements of activities.

**Other Investments – Life Insurance**

The Action Fund invests in life insurance policies on members of management. A policy is issued on the insured party, the Action Fund is the owner and beneficiary of the policy and as such pays all premiums.

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**NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Property and Equipment**

Property and equipment is recorded at cost, net of accumulated depreciation. Major additions and betterments are charged to the asset accounts while maintenance and repairs which do not improve or extend the lives of the assets are expensed when incurred. Contributed property is recorded at fair value at the date of donation. Upon the sale or other disposition of assets, the cost and related accumulated depreciation are removed from the respective accounts, and any resulting gain or loss are included in operations. Depreciation expense is calculated using the straight-line method over the estimated useful lives of the respective assets.

**Valuation of Long-Lived Assets**

The Action Fund accounts for the valuation of long-lived assets under the Impairment or Disposal of Long-Lived Assets topic of the FASB Accounting Standards Codification. Long-lived assets, such as property and equipment and purchased intangibles subject to amortization, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable, and evaluated at least annually. Recoverability of assets to be held and used is measured by comparing the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized in the amount by which the carrying amount of the asset exceeds the fair value of the asset. Assets to be disposed of would be separately presented in the statement of financial position and reported at the lower of the carrying amount or fair value less costs to sell, and are no longer depreciated. The assets and liabilities of a disposed group classified as held for sale would be presented separately in the appropriate asset and liability sections of the statement of financial position. Management believes the value of long-lived assets exceed the carrying value as of December 31, 2018.

**Accrued Annuity Benefit**

The Action Fund had established a charitable gift annuity program where donors may contribute assets to the Action Fund and in return receive a guaranteed fixed income for life. The Action Fund maintains a segregated investment account to hold reserves required for gift annuity instruments. The investment reserve balance related to this program amounted to \$313,333. The Action Fund recognizes contribution revenue for the difference between the fair value of the assets received and the annuity liability. The gift annuity liability represents monies temporarily restricted until the annuity is satisfied.

Annuity benefit liabilities are recorded for the required life annuity payments at the present value of expected future cash payments discounted using interest rates at the date of gift and actuarial assumptions. The calculation of the liability includes the donor's estimated life expectancy. The annuity obligations are adjusted each year for changes in the life expectancy of the beneficiaries and are reduced as payments are made to the donor. This program has since been discontinued. The annuity benefit liability at December 31, 2018 includes future payments for beneficiaries who entered the program prior to its termination (see Note 3).

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December 31, 2018**

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**NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Income Taxes**

The Action Fund is exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). There were no income taxes paid on unrelated business activities for the year ended December 31, 2018.

**Accounting for Uncertainty in Income Taxes**

The Action Fund adopted the Accounting for Uncertainty in Income Taxes topic of the FASB Accounting Standards Codification. The standard requires the recognition and measurement of uncertain tax positions taken or expected to be taken by the Action Fund in the preparation of its tax returns. The Action Fund determines whether it is more-likely-than-not that a certain tax position will be sustained upon examination by a taxing authority. If an uncertain tax position is more-likely-than-not to be sustained, an estimate of the potential effect is recognized in the financial statements and the uncertain tax position is required to be disclosed. Per the Action Fund's evaluation as of December 31, 2018, including all prior tax years subject to examination, it was determined that no material adjustments were required in the financial statements for tax positions more-likely-than-not to be sustained upon examination by a taxing authority. The Action Fund believes it is no longer subject to income tax examinations for years prior to 2015.

**Donated Services**

The Action Fund has adopted the Revenue Recognition for Not-for-Profit Entities topic of the FASB Accounting Standards Codification in the recognition of donated services. Donated services are recognized at fair value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Donated services consist of volunteer services. Volunteer services are recorded on the basis of time spent at rates paid by other organizations for comparable services. The volunteer services primarily consist of services for the orientation and adjustment to blindness and blindness advocacy, as well as accounting and administrative services. The volunteer services are recorded as both public support and program services; therefore, there is no effect on the change in net assets. No amounts have been reflected in the financial statements for the volunteer accounting and administrative services since they do not meet the criteria for recognition.

**Functional Expense Allocations**

The financial statements report certain costs that are attributable either to more than one program function and / or to one or more program function in conjunction with one or more supporting function. Such costs are reported according to their natural expense category and then allocated to the appropriate functional category on a reasonable basis that is consistently applied. Salaries are allocated on the basis of estimates of time and effort; occupancy costs are allocated on the basis of square footage; other natural costs are allocated on the basis of management identification based on observation and professional evaluation of the direct benefit of the cost to a particular program function or supporting function.

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**NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Functional Expense Allocations (Continued)**

If a joint cost is incurred for an activity that includes both informational messages and fundraising appeals, that cost is also evaluated on the basis of the content of the messages, reasons for distributing the messages, and the audience to whom the message is distributed.

**New Accounting Standard Adopted**

In August 2016, the FASB issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities: Presentation of Financial Statements of Not-for-Profit Entities*. The ASU amends the current reporting model for not-for-profit organizations and enhances their required disclosures. The Action Fund has adopted this ASU as of and for the year ended December 31, 2018. The major changes include (a) requiring the presentation of only two classes of net assets now entitled “net assets without donor restrictions” and “net assets with donor restrictions”, (b) modifying the presentation of underwater endowment funds and related disclosures, (c) requiring that all nonprofits present an analysis of expenses by function and nature, and disclose a summary of the allocation methods used to allocate costs, (d) requiring the disclosure of qualitative and quantitative information regarding liquidity and availability of resources, (e) presenting investment return net of external and direct internal investment expenses, and (f) modifying other financial statement reporting requirements and disclosures intended to increase the usefulness of nonprofit financial statements. As a result, the Action Fund changed its presentation of its net asset classes and expanded the disclosures as required by the ASU.

**Subsequent Events**

Events that occurred subsequent to December 31, 2018 have been evaluated by the Action Fund’s management for potential recognition or disclosure in the financial statements through the date of the independent auditor’s report, which is the date the financial statements were available to be issued. The Action Fund did not have any material recognizable subsequent events during this period.

**NOTE 2 – NOTES RECEIVABLES**

Notes receivable at December 31, 2018 consists of the following:

<b><u>TriPlay, Inc.</u></b> - Unsecured note receivable due from an unrelated third party. The note bears interest at .43% and the maturity date of the note has been extended into 2019.	\$ 11,178
<b><u>Loans</u></b> - Low interest loan program for business or job related purposes. The loans bear interest at 3% per annum, contains various repayment terms and are unsecured. The loans mature at various dates through July 2024.	<u>30,882</u>
Total Notes Receivable	<u><u>\$ 42,060</u></u>

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**NOTE 3 – INVESTMENT – TRUST**

An irrevocable trust was created for the eventual benefit of the Action Fund. The terms of the Trust state that upon the death of Ramona Walhof, the property held by the Trust becomes the unrestricted property of the Action Fund. The contribution was recognized as income in the year of the donation. The Action Fund has agreed to make annuity payments of approximately \$24,000 per year to Mrs. Walhof. The present value of these payments over Mrs. Walhof's remaining lifetime is currently estimated at \$109,902 as of December 31, 2018. All provisions of the Trust Agreement remain unchanged.

**NOTE 4 – PROPERTY AND EQUIPMENT**

Property and equipment as of December 31, 2018 consists of the following:

Braille library - collected works	\$ 214,045
Office furniture and equipment	19,551
Braille press equipment	98,598
Braille lending library	<u>149,270</u>
	481,464
Less: Accumulated depreciation	<u>(262,932)</u>
Property and equipment - net	<u><u>\$ 218,532</u></u>

Depreciation expense for the year ended December 31, 2018 amounted to \$1,596. Property and equipment includes a Braille library – collected works that is considered historical treasures and as such, no depreciation is recognized on this asset.

**NOTE 5 – FAIR VALUE MEASUREMENTS**

The Action Fund accounts for the fair value of its investments under the Fair Value Measurement and Disclosure topic of the FASB Accounting Standards Codification, which provides the 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 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three (3) levels of the fair value hierarchy under this guidance are described as follows:

**Level 1**

Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Action Fund has the ability to access.

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**NOTE 5 – FAIR VALUE MEASUREMENTS (Continued)**

**Level 2**

Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability; and
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

**Level 3**

Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

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

The following is a description of the valuation methodologies used for assets and liabilities measured at fair value:

*Accrued annuity benefits:* Valued at the present value of expected future cash payments discounted using the interest rates at the time of the gift and actuarial assumptions.

*Annuities:* Valued at accumulated value, net of surrender charges.

*Common and preferred stocks and mutual funds:* Valued at quoted prices for identical assets from active markets.

*Corporate bonds:* Valued at quoted prices for identical assets from active markets.

*Alternative investments:* Consists of mutual funds which are illiquid and valued at net asset value (NAV) using daily, monthly and quarterly valuations.

*Investments in life insurance:* Valued at accumulated value, net of surrender charges.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Action Fund believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

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**NOTE 5 – FAIR VALUE MEASUREMENTS (Continued)**

There have been no changes in the methodologies used at December 31, 2018. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements.

The following table sets forth by level, within the fair value hierarchy, the Action Fund's assets and liabilities at fair value at December 31, 2018:

<u>Payor Class</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Fair Value</u>
<u>Assets:</u>				
Annuities	\$ -	\$ -	\$ 570,829	\$ 570,829
Corporate bonds	260,053	-	-	260,053
Common and preferred stocks	703,191	-	-	703,191
Alternative investments	-	1,505,507	70,000	1,575,507
Mutual funds	<u>21,137,793</u>	<u>-</u>	<u>-</u>	<u>21,137,793</u>
Investments subtotal	22,101,037	1,505,507	640,829	24,247,373
Other investments - life insurance	<u>-</u>	<u>-</u>	<u>1,815,887</u>	<u>1,815,887</u>
Assets at Fair Value	<u>\$ 22,101,037</u>	<u>\$ 1,505,507</u>	<u>\$ 2,456,716</u>	<u>\$ 26,063,260</u>
<u>Liabilities:</u>				
Accrued annuity benefits	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 109,902</u>	<u>\$ 109,902</u>

The following table sets forth a summary of changes in the fair value of Action Fund's level 3 assets and liabilities during the year ended December 31, 2018:

	<u>Level 3 Assets</u>	<u>Level 3 Liabilities</u>
Balance - beginning of year	\$ 2,174,786	\$ 111,829
Accrued annuity benefit adjustment	-	(1,927)
Investment purchases	70,000	
Return on annuity investment	10,112	-
Increase in cash surrender value	<u>201,818</u>	<u>-</u>
Balance - end of year	<u>\$ 2,456,716</u>	<u>\$ 109,902</u>

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**NOTE 5 – FAIR VALUE MEASUREMENTS (Continued)**

The Action Fund's return on investments for the year ended December 31, 2018 consisted of the following components:

	Without donor restrictions	With donor restrictions	Total
Interest and dividends	\$ 1,754,472	\$ 26,401	\$ 1,780,873
Net realized gains	370,946	-	370,946
Net change in unrealized losses	(4,003,735)	(46,974)	(4,050,709)
Life insurance - net of premiums	(13,520)	-	(13,520)
Investment expense	<u>(272,956)</u>	<u>(24,000)</u>	<u>(296,956)</u>
Total return on investments	<u>\$ (2,164,793)</u>	<u>\$ (44,573)</u>	<u>\$ (2,209,366)</u>

**NOTE 6 – NET ASSETS WITHOUT DONOR RESTRICTIONS**

Net assets without donor restrictions at December 31, 2018 are as follows:

Investment in property and equipment	\$ 218,532
Undesignated	<u>28,104,532</u>
Total net assets without donor restrictions	<u>\$ 28,323,064</u>

**NOTE 7 – NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions at December 31, 2018 are as follows:

Scholarship fund	\$ 50,000
Book fund	50,000
Assets held in trust	<u>203,431</u>
Total net assets with donor restrictions	<u>\$ 303,431</u>

**NOTE 8 – ALLOCATION OF JOINT COSTS**

The Action Fund incurred joint costs of \$1,381,802 for information materials and activities that included fund raising appeals. Of those costs, \$704,719 was allocated to fundraising expense and \$677,083 was allocated to specialized programs and services. Management based these allocations on an analysis of the content of the materials, reasons for distributing the materials and the audience to whom the materials were distributed.



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**NOTE 9 – PREMISES**

The Action Fund has a facility in Baltimore, Maryland. The Baltimore facility is located at the National Center for the Blind which allows free usage of facilities for organizations that serve the blind. In March 2018, the Action Fund closed the facility it leased in California and the property and equipment was relocated to Baltimore. Rent expense related to this lease for the year ended December 31, 2018 amounted to approximately \$17,000 and is included in the statement of functional expenses as occupancy.

**NOTE 10 – RETIREMENT PLAN**

The Action Fund has a qualified 403(b) retirement plan for the benefit of all eligible employees. Eligible employees may make voluntary contributions to the plan not to exceed the Internal Revenue Service limits. The Action Fund does not make any contributions to the plan.

**NOTE 11 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS**

The Action Fund's financial assets available to meet cash needs for general expenditures within one year of December 31, 2018 are as follows:

Cash and cash equivalents	\$ 2,372,030
Notes receivables	42,060
Investments	23,934,040
Investment - Trust, net of liabilities	203,431
Other investments - life insurance	<u>1,815,887</u>
Total financial assets	28,367,448
Donor imposed restrictions	
Scholarship fund	(50,000)
Book fund	(50,000)
Assets held in trust	<u>(203,431)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 28,064,017</u>

As part of the Action Fund's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. In addition, the Action Fund invests cash in excess of daily requirements in short term investments. General expenditures are expenses the Action Fund expects to disburse for program and supporting services.

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**NOTE 12 – EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE**

As discussed in Note 1, the Action Fund adopted ASU 2016-14 as of and for the year ended December 31, 2018. In accordance with the ASU, net assets are classified as net asset without donor restrictions and net assets with donor restrictions. Changes in net assets as a result of adopting the ASU are as follows:

	<u>Previously reported</u>	<u>ASU 2016-14 implementation</u>	<u>As adjusted</u>
Unrestricted net assets as of December 31, 2017	\$ 30,749,963	\$ (30,749,963)	\$ -
Temporarily restricted net assets as of December 31, 2017	246,077	(246,077)	-
Permanently restricted net assets as of December 31, 2017	100,000	(100,000)	-
Without donor restrictions as of January 1, 2018	-	30,749,963	30,749,963
With donor restrictions as of January 1, 2018	<u>-</u>	<u>346,077</u>	<u>346,077</u>
Total Net Assets as of January 1, 2018	<u>\$ 31,096,040</u>	<u>\$ -</u>	<u>\$ 31,096,040</u>