

**GIRLS INC. OF GREATER PHILADELPHIA  
AND SOUTHERN NEW JERSEY**

**FINANCIAL STATEMENTS**

**YEARS ENDED JUNE 30, 2021 AND 2020**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Girls Inc. of Greater Philadelphia and Southern New Jersey  
Philadelphia, Pennsylvania

We have audited the accompanying financial statements of Girls Inc. of Greater Philadelphia and Southern New Jersey (a nonprofit organization), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, 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.

### ***Auditors' 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 audits 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 auditors' 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.

Board of Directors  
Girls Inc. of Greater Philadelphia and Southern New Jersey

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Girls Inc. of Greater Philadelphia and Southern New Jersey as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Plymouth Meeting, Pennsylvania  
November 18, 2021

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENTS OF FINANCIAL POSITION**  
**JUNE 30, 2021 AND 2020**

	2021	2020
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 700,911	\$ 675,617
Fee for Service Receivable	15,341	3,500
Contribution and Grants Receivable	280,370	225,143
Prepaid Expenses	32,033	23,123
Total Current Assets	1,028,655	927,383
<b>FIXED ASSETS, NET</b>	302,468	3,295
<b>INVESTMENTS</b>	579,165	419,199
<b>OTHER ASSETS</b>		
Contribution and Grants Receivable, Net of Current Portion	168,151	-
Deposits	9,465	1,945
Total Assets	\$ 2,087,904	\$ 1,351,822
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 5,432	\$ 6,075
Deferred Income	2,000	-
Deferred Lease Incentive	216,727	-
Total Liabilities	224,159	6,075
<b>NET ASSETS</b>		
Without Donor Restrictions	1,465,735	1,068,324
With Donor Restrictions	398,010	277,423
Total Net Assets	1,863,745	1,345,747
Total Liabilities and Net Assets	\$ 2,087,904	\$ 1,351,822

See accompanying Notes to Financial Statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2021**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>REVENUE, GAINS, AND OTHER SUPPORT</b>			
Government Grants and Contracts	\$ 229,915	\$ -	\$ 229,915
Other Grants and Contracts	89,401	287,769	377,170
Fee-for-Service Contracts	30,585	-	30,585
Corporations	192,457	40,198	232,655
Foundations	2,500	25,000	27,500
Individuals	146,404	158,226	304,630
Donated Materials and Services	154,566	100,000	254,566
Special Events (Net of Costs of Direct Benefit to Donors Amounting to \$20,605)	83,575	-	83,575
Other Revenue	55,415	-	55,415
Total Revenue, Gains, and Other Support	<u>984,818</u>	<u>611,193</u>	<u>1,596,011</u>
<b>NET ASSETS RELEASED FROM RESTRICTIONS</b>			
Release of Restrictions	<u>490,606</u>	<u>(490,606)</u>	<u>-</u>
Total Revenue, Gains, and Other Support	1,475,424	120,587	1,596,011
<b>EXPENSES</b>			
Program Services	849,189	-	849,189
Management and General	142,174	-	142,174
Development and Fundraising	86,650	-	86,650
Total Expenses	<u>1,078,013</u>	<u>-</u>	<u>1,078,013</u>
<b>CHANGE IN NET ASSETS</b>	397,411	120,587	517,998
Net Assets - Beginning of Year	<u>1,068,324</u>	<u>277,423</u>	<u>1,345,747</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 1,465,735</u>	<u>\$ 398,010</u>	<u>\$ 1,863,745</u>

See accompanying Notes to Financial Statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2020**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUE, GAINS, AND OTHER SUPPORT</b>			
Government Grants and Contracts	\$ 337,976	\$ -	\$ 337,976
Other Grants and Contracts	100,926	445,723	546,649
Fee for Service Contracts	7,805	-	7,805
Corporations	129,391	-	129,391
Foundations	14,716	-	14,716
Individuals	90,562	-	90,562
Donated Materials and Services	66,688	-	66,688
Special Events (Net of Costs of Direct Benefit to Donors Amounting to \$11,596)	114,020	-	114,020
Other Revenue	12,836	-	12,836
Total Revenue, Gains, and Other Support	<u>874,920</u>	<u>445,723</u>	<u>1,320,643</u>
<b>NET ASSETS RELEASED FROM RESTRICTIONS</b>			
Release of Restrictions	<u>450,801</u>	<u>(450,801)</u>	<u>-</u>
Total Revenue, Gains, and Other Support	1,325,721	(5,078)	1,320,643
<b>EXPENSES</b>			
Program Services	880,320	-	880,320
Management and General	108,738	-	108,738
Development and Fundraising	97,646	-	97,646
Total Expenses	<u>1,086,704</u>	<u>-</u>	<u>1,086,704</u>
<b>CHANGE IN NET ASSETS</b>	239,017	(5,078)	233,939
Net Assets - Beginning of Year	<u>829,307</u>	<u>282,501</u>	<u>1,111,808</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 1,068,324</u>	<u>\$ 277,423</u>	<u>\$ 1,345,747</u>

See accompanying Notes to Financial Statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2021**

	Program	Management and General	Development and Fundraising	Total
<b>PROFESSIONAL SALARIES</b>	\$ 456,605	\$ 88,461	\$ 54,303	\$ 599,369
<b>PAYROLL TAXES</b>	40,625	5,646	4,831	51,102
<b>FRINGE BENEFITS</b>	39,829	12,596	4,737	57,162
Total Salaries and Related Expenses	537,059	106,703	63,871	707,633
<b>OTHER EXPENSES</b>				
Bank and Finance Fees	-	56	5,267	5,323
Depreciation and Amortization	-	4,092	-	4,092
Dues	5,986	1,034	1,933	8,953
Equipment Rental and Repair	224	336	-	560
Insurance	11,725	1,630	1,394	14,749
In-Kind Expense	32,986	2,628	-	35,614
Printing and Publications	-	-	2,532	2,532
Occupancy	35,241	4,880	4,176	44,297
Office Operations	977	1,901	41	2,919
Postage	78	151	-	229
Professional Fees	21,022	17,809	7,095	45,926
Program Facilitators (In-Kind)	118,951	-	-	118,951
Program Supplies	76,740	-	-	76,740
Event Rental	-	-	20,602	20,602
Staff Conference and Training	5,310	405	-	5,715
Telephone and Internet	2,890	549	344	3,783
Total Other Expenses	312,130	35,471	43,384	390,985
<b>COST OF SPECIAL EVENTS</b>	-	-	(20,605)	(20,605)
Total Expenses Before Allocation	849,189	142,174	86,650	1,078,013
<b>ALLOCATION OF MANAGEMENT AND GENERAL EXPENSES</b>	129,010	(142,174)	13,164	-
Total Expenses	\$ 978,199	\$ -	\$ 99,814	\$ 1,078,013

See accompanying Notes to Financial Statements.



**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED JUNE 30, 2020**

	<u>Program</u>	<u>Management and General</u>	<u>Development and Fundraising</u>	<u>Total</u>
<b>PROFESSIONAL SALARIES</b>	\$ 491,610	\$ 71,270	\$ 67,035	\$ 629,915
<b>PAYROLL TAXES</b>	46,788	5,593	6,397	58,778
<b>FRINGE BENEFITS</b>	<u>33,937</u>	<u>11,840</u>	<u>4,557</u>	<u>50,334</u>
Total Salaries and Related Expenses	572,335	88,703	77,989	739,027
<b>OTHER EXPENSES</b>				
Bank and Finance Fees	-	410	3,263	3,673
Depreciation and Amortization	-	2,551	-	2,551
Dues	5,776	943	2,195	8,914
Equipment Rental and Repair	6,501	303	84	6,888
Insurance	11,480	1,911	1,513	14,904
Printing and Publications	139	43	24	206
Occupancy	38,053	5,275	4,936	48,264
Office Operations	4,725	401	97	5,223
Postage	154	13	6	173
Professional Fees	26,931	4,319	4,390	35,640
Program Facilitators (In-Kind)	65,988	-	-	65,988
Program Supplies	111,841	120	151	112,112
Event Rental	835	-	14,067	14,902
Staff Conference and Training	30,908	939	-	31,847
Staff Travel	1,548	1,613	-	3,161
Telephone and Internet	3,106	494	527	4,127
Total Other Expenses	<u>307,985</u>	<u>20,035</u>	<u>31,253</u>	<u>359,273</u>
<b>COST OF SPECIAL EVENTS</b>	<u>-</u>	<u>-</u>	<u>(11,596)</u>	<u>(11,596)</u>
Total Expenses Before Allocation	880,320	108,738	97,646	1,086,704
<b>ALLOCATION OF MANAGEMENT AND GENERAL EXPENSES</b>	<u>97,881</u>	<u>(108,738)</u>	<u>10,857</u>	<u>-</u>
Total Expenses	<u>\$ 978,201</u>	<u>\$ -</u>	<u>\$ 108,503</u>	<u>\$ 1,086,704</u>

See accompanying Notes to Financial Statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED JUNE 30, 2021 AND 2020**

	2021	2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 517,998	\$ 233,939
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided by Operating Activities:		
Depreciation and Amortization	4,092	2,551
Lease Incentives	(216,727)	-
Unrealized and Realized Gains on Investments	(50,466)	(2,444)
(Increase) Decrease in Assets:		
Fee for Service Receivable	(11,841)	(2,700)
Contribution and Grants Receivable	(223,378)	(25,448)
Prepaid Expenses and Deposits	(16,430)	(13,290)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	(643)	1,953
Deferred Income	2,000	(2,820)
Deferred Lease Incentive	216,727	-
Net Cash Provided by Operating Activities	221,332	191,741
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Investments	(374,445)	(330,360)
Sale of Investments	264,945	324,825
Purchases of Fixed Assets	(86,538)	-
Net Cash Used by Investing Activities	(196,038)	(5,535)
<b>NET INCREASE IN CASH</b>	25,294	186,206
Cash - Beginning of Year	675,617	489,411
<b>CASH - END OF YEAR</b>	\$ 700,911	\$ 675,617

See accompanying Notes to Financial Statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Organization and Operations**

Girls Inc. of Greater Philadelphia and Southern New Jersey (Girls Inc. or the Organization) is a 501(c)(3) nonprofit organization founded in 1961. Our mission is to inspire all girls to be strong, smart, and bold, through direct service and advocacy. In partnership with schools and at our Girls Inc. center, we focus on the development of the whole girl. She learns to value herself, take risks, and discover and develop her inherent strengths. The combination of long-lasting mentoring relationships, a pro-girl environment, and research-based programming equips girls to navigate gender, economic, and social barriers, and grow up healthy, educated, and independent.

Girls Inc. offers programs for girls ages 5-18 and mentorship for alumnae through college and early career. The Organization served over 2,000 girls during fiscal year 2020. During FY21, that number was down to approximately 800 as schools were closed for the full year due to COVID-19. Most of the Girls Inc. programs are delivered in schools. Girls Inc. launched a comprehensive digital delivery model that made it possible to reach hundreds of girls during FY21.

Girls Inc.'s programs include:

- **STRONG**
  - Girls Inc. Friendly PEERsuasion builds girls' skills for resisting pressure to use harmful substances such as alcohol, tobacco, household chemicals, and other drugs.
  - Girls Inc. Healthy Sexuality assists girls in understanding and embracing sexuality with a positive, empowered approach that is built on a foundation of accurate information, cultural sensitivity, and values of inclusiveness and respect.
- **SMART**
  - Girls Inc.'s Early Literacy initiative is designed to help increase literacy rates, testing scores and foster a lifelong love of reading for participants in grades K-3.
  - Girls Inc. Economic Literacy introduces girls to basic economic and financial concepts, including money management, investments, and global economics.
  - Girls Inc. Operation SMART builds girls' skills and interest in science, technology, engineering, and mathematics.
  - All Girls Inc. SMART programs are Pennsylvania Educational Improvement Tax Credit (EITC) qualified.
- **BOLD**
  - Girls Inc. Project BOLD strengthens girls' abilities to lead safer lives by developing strategies for self-defense, seeking out caring adults to help with personal violence, and advocating on violence issues.
  - Girls Inc. Leadership and Community Action builds leadership skills and creates lasting social change by partnering girls and women in community action projects chosen by girls.
  - Girls Inc. Career Exploration introduces girls to a board range of career options and professionals in those careers.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Organization and Operations (Continued)**

- BOLD (Continued)
  - Girls Inc. Sporting Chance builds movement and athletic skills, cooperative and competitive spirit, health awareness, and interest in all sports as girls explore the benefits of an active lifestyle.
  - Girls Inc. Media Literacy encourages girls to think critically about media messages and fosters their awareness of the power of the media and its effects on girls.

The Organization subscribes to a policy of equal opportunity. Employment at the organization and admission to the program is open to all qualified persons without regard to race, color, religion, national origin, citizenship, gender, sexual orientation, pregnancy, gender identity, age, disability, genetic information, income, political belief, marital or veteran status, or any other category protected by applicable federal, state, or local law in the provision of or access to services, employment and activities.

**Basis of Presentation**

Girls Inc. reports information regarding its financial positions and activities according to these classes of net assets: without donor restrictions and with donor restrictions.

*Net Assets With Donor Restrictions* – Net assets subject to donor-imposed stipulations that may or will be met by actions of the Organization and/or the passage of time. Some net assets are subject to donor-imposed stipulations that are required to be maintained permanently by the Organization. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

*Net Assets Without Donor Restrictions* – Net assets not subject to donor-imposed stipulations.

**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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Contributions and Grants**

Contributions and Grants, including unconditional promises to give and government grants, are recognized as revenue in the period received if determined to be unconditional. All donor-restricted contributions are reported as increases in net assets with donor restrictions depending upon the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions. A contribution is conditional if a right of return or right of release exists as well as a barrier. The conditional contribution is recognized once the conditions have been met. Government grant revenue is recognized when conditions are met within the grant agreement; the key condition being expenses incurred. As of June 30, 2021 and 2020, there is no conditional revenue remaining to be recognized.

**Contracts, Contribution, and Grants Receivable**

Funding is received primarily from contracts and corporate grants. Revenue and accounts receivable have been recognized only to the extent allowed under the agreements. Any excess funding is considered as deferred income until reconciliation occurs with the funding source.

The Organization provides an allowance for uncollectible accounts based on the allowance method using management's judgment based on historical experience. No collateral is provided for services rendered. Past due receivables are individually analyzed for collectability. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2021 and 2020, an allowance for uncollectible accounts was not warranted.

**Fixed Assets**

The Organization capitalizes all expenditures in excess of \$1,000 and a useful life exceeding one year. Fixed Assets recorded at cost or fair market value at the date of contribution (if donated). Leasehold improvements are amortized over the shorter of the estimated useful life of the asset or the remaining terms of the leases. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend its life are expensed as incurred. Depreciation is provided using straight-line method over the estimated useful lives of the assets.

**Income Taxes**

The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. Accordingly, it is not subject to state or federal income taxes.

The Organization follows the provisions of the income tax standard for uncertain tax positions. This standard prescribes a recognition threshold and measurement principles for the financial statement recognition and measurement of tax positions taken or expected to be taken on a tax return that are not certain to be realized. The application of this standard has had no impact on the Organization's financial statements.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Fair Value of Financial Instruments**

Financial assets recorded on the statements of financial position are categorized based on the inputs to the valuation techniques as follows:

*Level 1* – Inputs that utilize unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.

*Level 2* – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

*Level 3* – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

**Investments**

Investments are carried at fair market value as determined by quoted market prices in the statements of financial position.

**Donated Goods and Services**

The Organization recognizes donated services that create or enhance nonfinancial assets or require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The Organization also recognizes donated materials that would need to be purchased if not provided by donation. For the years ended June 30, 2021 and 2020, donated services amounted to \$253,999 and \$65,988, respectively. As of June 30, 2021 and 2020, donated goods amounted to \$567 and \$700, respectively.

**Functional Expenses**

Directly identifiable expenses are charged to the individual programs and supporting services. Indirect functional expenses are allocated to programs and supporting services using an allocation methodology which calculates the percentage of building space used for program, management and fundraising activities. Salaries are allocated based on each employee's time spent in program and supporting services. Management and general expenses include those expenses that are not related to a specific program and provide for the overall support and direction of the organization.

**Deferred Lease Incentive**

This represents the unamortized portion of leasehold improvements that were contributed to the Organizations by its landlord during the year ended June 30, 2021. The deferred lease incentive will be recognized over the lease term as described in Note 8. The corresponding leasehold improvement assets are recorded in fixed assets on the accompanying statement of financial position. The unamortized deferred lease incentive was \$216,727 and \$-0-, respectively, at June 31, 2021 and 2020.

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Subsequent Events**

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through November 18, 2021, the date the financial statements were available to be issued.

**NOTE 2 LIQUIDITY**

Financial assets available for general expenditure within one year of the balance sheet date of June 30, 2021 and 2020 consist of the following:

	<u>2021</u>	<u>2020</u>
Financial Assets at Year-End:		
Cash	\$ 700,911	\$ 675,617
Contracts Receivable	15,341	3,500
Contribution and Grants Receivable	280,370	225,143
Investments	579,165	419,199
Total Financial Assets	<u>\$ 1,575,787</u>	<u>\$ 1,323,459</u>

The Organization has certain investments which are available for general expenditure within one year in the normal course of operations. Accordingly, these assets have been included in the information above. The Organization has other assets limited to use for donor-restricted purposes. These assets limited to use, which are more fully described in Note 6, may not be available for general expenditure within the next year.

**NOTE 3 FIXED ASSETS, NET**

Fixed Assets is summarized as follows as of June 30:

	<u>2021</u>	<u>2020</u>
Equipment	\$ 58,911	\$ 10,506
Software	2,250	2,250
Leasehold Improvements	254,860	-
Total	316,021	12,756
Less: Accumulated Depreciation	13,553	9,461
Total Equipment and Software	<u>\$ 302,468</u>	<u>\$ 3,295</u>

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 4 INVESTMENTS**

The following table summarizes, within the fair value hierarchy, the Organization's assets at fair value as of June 30:

	2021			Total
	Level 1	Level 2	Level 3	
Money Market Funds	\$ 29,075	\$ -	\$ -	\$ 29,075
Exchange Traded Funds	550,090	-	-	550,090
Total	\$ 579,165	\$ -	\$ -	\$ 579,165

  

	2020			Total
	Level 1	Level 2	Level 3	
Money Market Funds	\$ 154,759	\$ -	\$ -	\$ 154,759
Exchange Traded Funds	264,440	-	-	264,440
Total	\$ 419,199	\$ -	\$ -	\$ 419,199

The following table summarizes the investment return in the statements of activities for the years ended June 30:

	2021	2020
Investment Income	\$ 4,949	\$ 9,744
Unrealized and Realized Gains	50,466	2,444
Total	\$ 55,415	\$ 12,188

**NOTE 5 CONTRIBUTION AND GRANTS RECEIVABLE**

Contribution and grants receivable are as follows as of June 30:

	2021	2020
Less than One Year	\$ 280,370	\$ 225,143
More than One Year	170,000	-
Total	450,370	225,143
Less: Discounts to Net Present Value	(1,849)	-
Contribution and Grants Receivable	\$ 448,521	\$ 225,143

Contribution and grants receivable that are to be received in more than one year are discounted at a risk-free rate of return for the expected term. The rate range used as of June 30, 2021 was between .25% and .47%.



**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 6 NET ASSETS WITH DONOR RESTRICTIONS**

The Organization separately reports those contributions made with specific donor restrictions. The detail of net assets with donor restrictions as of June 30 is as follows:

	<u>2021</u>	<u>2020</u>
Subject to Release of Time:		
Contribution and Grants Receivable	\$ 270,576	\$ 15,000
Subject to Expenditure for Specific Purpose:		
Operation SMART	112,979	106,938
Literacy	11,389	38,222
Leadership	2,066	81,263
Camden Expansion	-	35,000
Total	<u>126,434</u>	<u>261,423</u>
Subject to be Held in Perpetuity	<u>1,000</u>	<u>1,000</u>
Total Net Assets with Donor Restrictions	<u>\$ 398,010</u>	<u>\$ 277,423</u>

**NOTE 7 RELEASE OF RESTRICTIONS**

Net assets released from donor restrictions are as follows for the years ended June 30:

	<u>2021</u>	<u>2020</u>
Subject to Release of Time:		
Contribution and Grants Receivable	\$ 15,000	\$ 54,890
Subject to Expenditure for Specific Purpose:		
Operation SMART	140,556	119,226
Literacy	213,786	97,100
Bold Futures Mentoring	-	4,766
Stepping Stones	-	2,500
Leadership	75,763	142,319
Camden Expansion	45,501	30,000
Total	<u>475,606</u>	<u>395,911</u>
Total Net Assets Released from Restrictions	<u>\$ 490,606</u>	<u>\$ 450,801</u>

**GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2021 AND 2020**

**NOTE 8 OPERATING LEASES**

In January 2016, the Organization entered into an operating lease for office space expiring June 30, 2018. The Organization renewed this option for three additional years ending June 30, 2021. Rent expense for the years ended June 30, 2021 and 2020 was \$44,068 and \$46,494, respectively.

The Organization entered into a new operating lease July 1, 2021 expiring June 30, 2026. Monthly payments are \$7,520 for the initial year of the lease and increase 3% annually. The Organization also committed to \$10,000 in tenant build-out costs.

Future minimum rentals for office space as of June 30, 2021 are as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2022	\$ 90,240
2023	92,947
2024	95,736
2025	98,608
2026	101,566
Total	<u><u>\$ 479,097</u></u>

**NOTE 9 RELATED PARTIES**

**Girls Incorporated**

The Organization is an affiliate of Girls Incorporated (Girls Inc. National). As a part of the affiliate agreement, the Organization is subject to annual dues to the national organization. Dues are assessed on a calendar year basis and are calculated based on the previous year's Form 990 results. At June 30, 2021 and 2020, the annual dues amounted to \$7,380 and \$7,380, respectively.

The Organization also receives grants from the national organization. At June 30, 2021 and 2020, the grants contributed amounted to \$64,500 and \$51,477, respectively. At June 30, 2021 and 2020, the amount due from the national organization for these grants amounted to \$14,000 and \$31,250, respectively.

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