

FINANCIAL STATEMENTS



**FOR THE YEARS ENDED
JUNE 30, 2017 AND 2016**

YOUNG SURVIVAL COALITION, INC.

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Young Survival Coalition, Inc.
New York, New York

We have audited the accompanying financial statements of Young Survival Coalition, Inc. (YSC), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities and changes in net assets 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 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 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 YSC as of June 30, 2017 and 2016, 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.

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Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedules of Functional Expenses on pages 15 - 16 are presented for purposes of additional analysis and are not a required part of the financial statements. 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 information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in cursive script that reads "Gelman Rosenberg & Freedman".

December 21, 2017

YOUNG SURVIVAL COALITION, INC.
STATEMENTS OF FINANCIAL POSITION
AS OF JUNE 30, 2017 AND 2016

ASSETS

	2017	2016
CURRENT ASSETS		
Cash and cash equivalents:		
Restricted	\$ -	\$ 64,550
Operating	<u>422,666</u>	<u>265,555</u>
Total cash and cash equivalents	422,666	330,105
Investments	221,765	12,324
Contributions and grants receivable, net of allowance for doubtful accounts of \$0 in 2017 and \$300 in 2016	307,762	306,868
U.S. Government grants receivable	100,292	62,489
Prepaid expenses and other assets	<u>54,420</u>	<u>65,818</u>
Total current assets	<u>1,106,905</u>	<u>777,604</u>
FURNITURE, EQUIPMENT AND LEASEHOLD IMPROVEMENTS		
Furniture	50,235	50,235
Software and related computer equipment	55,468	68,076
Website	52,745	96,544
Leasehold improvements	18,025	18,025
Less: Accumulated depreciation and amortization	<u>(98,621)</u>	<u>(122,496)</u>
Net furniture, equipment and leasehold improvements	<u>77,852</u>	<u>110,384</u>
NONCURRENT ASSETS		
Restricted investments	-	200,000
Security deposits	<u>85,409</u>	<u>81,901</u>
Total noncurrent assets	<u>85,409</u>	<u>281,901</u>
TOTAL ASSETS	<u>\$ 1,270,166</u>	<u>\$ 1,169,889</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ <u>182,749</u>	\$ <u>197,397</u>
NONCURRENT LIABILITIES		
Deferred rent	<u>186,686</u>	<u>175,180</u>
Total liabilities	<u>369,435</u>	<u>372,577</u>
NET ASSETS		
Unrestricted	812,458	512,907
Temporarily restricted	88,273	84,405
Permanently restricted	<u>-</u>	<u>200,000</u>
Total net assets	<u>900,731</u>	<u>797,312</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 1,270,166</u>	<u>\$ 1,169,889</u>

See accompanying notes to financial statements.

YOUNG SURVIVAL COALITION, INC.

**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	<u>2017</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
SUPPORT AND REVENUE				
Contributions and grants	\$ 3,615,137	\$ 533,940	\$ -	\$ 4,149,077
U.S. Government grants	322,760	-	-	322,760
Interest and investment income	13,090	-	-	13,090
In-kind contributions	46,882	-	-	46,882
Program service fees	93,287	-	-	93,287
Merchandise income	18,460	-	-	18,460
Net assets released from donor restrictions	<u>730,072</u>	<u>(530,072)</u>	<u>(200,000)</u>	<u>-</u>
Total support and revenue	<u>4,839,688</u>	<u>3,868</u>	<u>(200,000)</u>	<u>4,643,556</u>
EXPENSES				
Program Services	<u>3,557,950</u>	<u>-</u>	<u>-</u>	<u>3,557,950</u>
Supporting Services:				
Management and General	521,658	-	-	521,658
Fundraising	<u>460,529</u>	<u>-</u>	<u>-</u>	<u>460,529</u>
Total supporting services	<u>982,187</u>	<u>-</u>	<u>-</u>	<u>982,187</u>
Total expenses	<u>4,540,137</u>	<u>-</u>	<u>-</u>	<u>4,540,137</u>
Changes in net assets	299,551	3,868	(200,000)	103,419
Net assets at beginning of year	<u>512,907</u>	<u>84,405</u>	<u>200,000</u>	<u>797,312</u>
NET ASSETS AT END OF YEAR	<u>\$ 812,458</u>	<u>\$ 88,273</u>	<u>\$ -</u>	<u>\$ 900,731</u>

2016			
<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
\$ 3,867,558	\$ 553,000	\$ -	\$ 4,420,558
340,753	-	-	340,753
66	2,654	-	2,720
19,342	-	-	19,342
117,886	-	-	117,886
20,862	-	-	20,862
<u>554,864</u>	<u>(554,864)</u>	<u>-</u>	<u>-</u>
<u>4,921,331</u>	<u>790</u>	<u>-</u>	<u>4,922,121</u>
<u>4,181,680</u>	<u>-</u>	<u>-</u>	<u>4,181,680</u>
564,872	-	-	564,872
<u>704,682</u>	<u>-</u>	<u>-</u>	<u>704,682</u>
<u>1,269,554</u>	<u>-</u>	<u>-</u>	<u>1,269,554</u>
<u>5,451,234</u>	<u>-</u>	<u>-</u>	<u>5,451,234</u>
(529,903)	790	-	(529,113)
<u>1,042,810</u>	<u>83,615</u>	<u>200,000</u>	<u>1,326,425</u>
<u>\$ 512,907</u>	<u>\$ 84,405</u>	<u>\$ 200,000</u>	<u>\$ 797,312</u>

See accompanying notes to financial statements.

YOUNG SURVIVAL COALITION, INC.

STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Changes in net assets	\$ 103,419	\$ (529,113)
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:		
Depreciation and amortization	32,106	46,374
Loss on disposal of software	426	-
Unrealized (gain) loss on investments	(6,289)	6,051
Realized loss on sale of investments	4,968	3,952
Stock donation	-	(668)
Donated equipment	-	(5,590)
(Decrease) in allowance for doubtful accounts	(300)	(36,875)
(Increase) decrease in:		
Contributions and grants receivable	(594)	(42,627)
U.S. Government grants receivable	(37,803)	212,082
Prepaid expenses and other assets	11,398	(30,044)
Security deposits	(3,508)	394
(Decrease) increase in:		
Accounts payable and accrued liabilities	(14,648)	(130,919)
Deferred rent	<u>11,506</u>	<u>14,368</u>
Net cash provided (used) by operating activities	<u>100,681</u>	<u>(492,615)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of furniture, equipment and leasehold improvements	-	(59,180)
Proceeds from sales of investments	28,078	35,855
Purchases of investments	<u>(36,198)</u>	<u>(46,489)</u>
Net cash used by investing activities	<u>(8,120)</u>	<u>(69,814)</u>
Net increase (decrease) in cash and cash equivalents	92,561	(562,429)
Cash and cash equivalents at beginning of year	<u>330,105</u>	<u>892,534</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 422,666</u>	<u>\$ 330,105</u>

YOUNG SURVIVAL COALITION, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

Young Survival Coalition, Inc. (YSC) is a non-profit organization, founded in 1998 and incorporated in the State of New York. YSC is the largest national organization dedicated to the critical issues unique to young women who are diagnosed with breast cancer. YSC offers resources, connections and outreach so women feel supported, empowered and hopeful.

Basis of presentation -

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

Cash and cash equivalents -

YSC considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

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

Contributions and grants receivable -

Contributions and grants receivable are recorded at their net realizable value, which approximates fair value. The allowance for doubtful accounts is determined based upon an annual review of account balances, including the age of the balance and the historical experience with the donor.

Investments -

Investments are recorded at fair value. Unrealized and realized gains and losses are included in interest and investment income in the Statements of Activities and Changes in Net Assets.

Furniture, equipment and leasehold improvements -

Furniture, equipment and leasehold improvements are stated at cost. Furniture and equipment with an acquisition value of \$5,000 (and above) are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to five years. As costs are incurred in developing and enhancing the YSC website, they are capitalized and are amortized over a three year period. Payments for leasehold improvements are amortized over the life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation and amortization expense for the years ended June 30, 2017 and 2016 totaled \$32,106 and \$46,374, respectively.

Income taxes -

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

YOUNG SURVIVAL COALITION, INC.

NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

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

Uncertain tax positions -

For the years ended June 30, 2017 and 2016, YSC has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Net asset classification -

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

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of YSC and include both internally designated and undesignated resources.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of YSC and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities and Changes in Net Assets as net assets released from restrictions.
- **Permanently restricted net assets** represent funds restricted by the donor to be maintained in-perpetuity by YSC. As of June 30, 2017, YSC had no permanently restricted funds from donors. As of June 30, 2016, YSC had \$200,000 of permanently restricted contributions from donors to be invested in-perpetuity. Interest earned on permanently restricted contributions is recorded as temporarily restricted revenue (during the year earned) and can only be used for the purpose specified by the donor (Notes 3 and 10).

Revenue recognition -

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

Grants and contracts provided by the U.S. Government and pass-through agencies are treated as exchange transactions, and accordingly, unrestricted revenue is recognized when qualifying expenditures are incurred.

Program service fee revenue consists of attendance and exhibitor fees and is recognized when the event takes place.

In-kind contributions -

YSC receives contributions of professional services (pro-bono) and credit card reward points considered "in-kind", all in furtherance of its programmatic purposes. During the years ended June 30, 2017 and 2016, contributions of \$46,882 and \$19,342, respectively, representing the fair value of these contributions, have been included in current year revenue (and allocated across functional expense areas) in the accompanying Statements of Activities and Changes in Net Assets.

YOUNG SURVIVAL COALITION, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016**

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

In-kind contributions (continued) -

YSC also receives additional in-kind volunteer contributions for which an estimate of fair value is not determinable.

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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

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

Risks and uncertainties -

YSC invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

Fair value measurement -

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

2. INVESTMENTS

Investments consisted of the following at June 30, 2017 and 2016:

	2017		2016	
	Cost	Fair Value	Cost	Fair Value
Mutual Funds:				
Fixed income	\$ 209,651	\$ 202,455	\$ 188,867	\$ 179,032
Domestic equities	20,061	19,310	37,693	33,292
TOTAL INVESTMENTS	\$ 229,713	\$ 221,766	\$ 226,561	\$ 212,325

YOUNG SURVIVAL COALITION, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016**

2. INVESTMENTS (Continued)

Included in interest and investment income are the following at June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Interest and dividends	\$ 11,769	\$ 12,723
Unrealized gain (loss) on investments	6,289	(6,051)
Realized loss on sales of investments	<u>(4,968)</u>	<u>(3,952)</u>
TOTAL INTEREST AND INVESTMENT INCOME	<u>\$ 13,090</u>	<u>\$ 2,720</u>

3. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
		\$ -
Tour de Pink Survivor Bikes Program	\$ 1,515	
RISE Program	24,089	29,738
Earnings on permanently restricted net assets	-	9,667
Sync Fund	52,669	35,000
Time restricted	<u>10,000</u>	<u>10,000</u>
	<u>\$ 88,273</u>	<u>\$ 84,405</u>

4. NET ASSETS RELEASED FROM RESTRICTIONS

The following temporarily restricted net assets were released from donor restrictions by incurring expenses which satisfied the restricted purposes specified by the donors:

	<u>2017</u>	<u>2016</u>
Tour de Pink Survivor Bikes Program	\$ 2,426	\$ -
Annual Conference	-	150,000
Metastatic Initiatives	-	27,445
RISE Program	40,648	20,263
Net uses of endowment earnings	9,667	1,656
Donor release of restriction on endowment	200,000	-
Sync Fund	92,331	132,500
Passage of time	<u>385,000</u>	<u>223,000</u>
	<u>\$ 730,072</u>	<u>\$ 554,864</u>

5. LEASE COMMITMENTS

On June 19, 2013, YSC entered into a 127-month operating lease agreement (for its principal office space in New York City), which commenced on September 25, 2013 (the actual possession date). As a part of the agreement, YSC was not obligated to pay rent for the first five months of occupancy (beginning on the possession date). Further, YSC is not obligated to pay rent for two additional months beginning on the first anniversary of the lease possession date.

YOUNG SURVIVAL COALITION, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016**

5. LEASE COMMITMENTS (Continued)

YSC is required to pay an annual escalation (approximately 2.3%) and its pro-rata share of the building's operating expenses and real estate taxes.

During October 2016, YSC entered into a 37-month agreement for office space in Atlanta (after its month-to-month lease terminated). Base rent required under the agreement is \$25,105 for the first year of the term; however, the lease provides an abatement of the first month following the commencement date. Annual rent will increase by 3.5% each year of the term, effective on each anniversary of the initial month of payment (taking the abatement into consideration).

As these two lease agreement include an annual escalation and also provide for seven months free rent, generally accepted accounting principles require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is being deferred (amortized over the term of the lease agreement). As of June 30, 2017 and 2016, the deferred rent liability aggregated \$186,686 and \$175,180, respectively.

Following is a schedule of future minimum lease payments required under all office leases:

<u>Year Ending June 30,</u>	
2018	\$ 256,138
2019	275,238
2020	270,009
2021	264,845
2022	271,037
Thereafter	<u>513,686</u>
	<u>\$ 1,850,953</u>

During the years ended June 30, 2017 and 2016, occupancy expense totaled \$265,133 and \$297,885, respectively.

6. COMMITMENTS

YSC is committed under agreements for conference space through the year 2018. The total commitments under the agreements are not determinable as it depends upon attendance and other unknown factors. There are cancellation penalties that would be due if the agreements were cancelled prior to the event date. The amount of the cancellation penalties increase through the date of the event.

7. LINE OF CREDIT

YSC maintains a \$150,000 line of credit with a local financial institution. The line of credit bears interest of 7.00% and matures on January 4, 2018. The line of credit is secured by YSC's cash, receivables and capital assets. As of June 30, 2017 and 2016, there were no outstanding borrowings.

YOUNG SURVIVAL COALITION, INC.

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016**

8. RETIREMENT PLAN

On January 1, 2006, YSC established a retirement plan (the Plan) under IRS Section 401(k) of the Internal Revenue Code. Participation in the Plan is available to all employees who have completed six months of service and have attained 21 years in age.

YSC provides a match for all employee contributions to the Plan on a discretionary basis. Beginning January 1, 2015, YSC amended the Plan to provide a 3% safe harbor non-elective contribution for all employees. During the years ended June 30, 2017 and 2016, YSC contributed \$43,261 and \$60,507, respectively, to the Plan.

9. FAIR VALUE MEASUREMENT

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

Investments recorded in the Statements of Financial Position are categorized based on the inputs to valuation techniques as follows:

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

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

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

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

- *Mutual funds* - The fair value is equal to the reported net asset value of the fund, which is the price at which additional shares can be obtained.

The table below summarizes, by level within the fair value hierarchy, YSC's investments as of June 30, 2017:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Asset Class - Mutual Funds:				
Fixed income	\$ 202,455	\$ -	\$ -	\$ 202,455
Domestic equities	<u>19,310</u>	<u>-</u>	<u>-</u>	<u>19,310</u>
TOTAL INVESTMENTS	<u>\$ 221,765</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 221,765</u>

YOUNG SURVIVAL COALITION, INC.

NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2017 AND 2016

9. FAIR VALUE MEASUREMENT (Continued)

The table below summarizes, by level within the fair value hierarchy, YSC's investments as of June 30, 2016:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Asset Class - Mutual Funds:				
Fixed income	\$ 179,032	\$ -	\$ -	\$ 179,032
Domestic equities	<u>33,292</u>	<u>-</u>	<u>-</u>	<u>33,292</u>
TOTAL INVESTMENTS	<u>\$ 212,324</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 212,324</u>

10. ENDOWMENT

During 2017, all permanently restricted endowment funds were released from restrictions and transferred into unrestricted net assets. A memorandum of understanding between the donor and YSC authorizing the release of such funds was completed on August 1, 2016 and approved by the Board of Directors on October 1, 2016.

11. SUBSEQUENT EVENTS

In preparing these financial statements, YSC has evaluated events and transactions for potential recognition or disclosure through December 21, 2017, the date the financial statements were issued.

SUPPLEMENTAL INFORMATION

YOUNG SURVIVAL COALITION, INC.

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

	Supporting Services			Total Supporting Services	Total Expenses
	Program Services	Management and General	Fundraising		
Salaries and related benefits	\$ 1,806,436	\$ 239,020	\$ 215,733	\$ 454,753	\$ 2,261,189
Printing and production	30,397	137	746	883	31,280
Professional fees	60,423	145,473	8,719	154,192	214,615
Occupancy	179,476	63,656	22,001	85,657	265,133
Insurance	-	4,446	-	4,446	4,446
Depreciation and amortization	22,022	7,384	2,700	10,084	32,106
Telecommunications	50,619	17,600	6,128	23,728	74,347
Travel, meals and entertainment	146,520	1,702	21,828	23,530	170,050
Consulting fees	228,620	10,961	14,874	25,835	254,455
Postage and delivery	47,560	2,002	2,247	4,249	51,809
Supplies	19,305	1,510	3,972	5,482	24,787
Subscriptions and publications	16,853	290	10,561	10,851	27,704
Advertising and promotion	52,342	164	13,487	13,651	65,993
Conferences, meetings and events	570,298	-	99,051	99,051	669,349
Bank, credit card and payroll processing fees	92,690	15,622	22,332	37,954	130,644
Equipment and rental	15,233	3,634	2,409	6,043	21,276
Grants, gifts and scholarships	87,891	7	4	11	87,902
Sales tax	59,716	14	5	19	59,735
Cost of goods sold/distributed	52,234	40	9,943	9,983	62,217
Uncollectible pledges	7,082	2,512	868	3,380	10,462
Licenses, registrations and permits	12,233	5,484	2,921	8,405	20,638
TOTAL	\$ 3,557,950	\$ 521,658	\$ 460,529	\$ 982,187	\$ 4,540,137

YOUNG SURVIVAL COALITION, INC.

SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2016

	Supporting Services			Total Supporting Services	Total Expenses
	Program Services	Management and General	Fundraising		
Salaries and related benefits	\$ 2,254,146	\$ 245,689	\$ 349,218	\$ 594,907	\$ 2,849,053
Printing and production	29,227	48	6,279	6,327	35,554
Professional fees	33,224	183,395	5,002	188,397	221,621
Occupancy	203,406	63,405	31,074	94,479	297,885
Insurance	-	11,077	-	11,077	11,077
Depreciation and amortization	31,659	9,883	4,832	14,715	46,374
Telecommunications	59,423	18,078	8,940	27,018	86,441
Travel, meals and entertainment	367,482	1,143	17,349	18,492	385,974
Consulting fees	211,399	6,811	53,861	60,672	272,071
Postage and delivery	65,037	1,933	4,376	6,309	71,346
Supplies	18,641	2,429	3,599	6,028	24,669
Subscriptions and publications	33,071	635	3,361	3,996	37,067
Advertising and promotion	87,974	114	12,076	12,190	100,164
Conferences, meetings and events	524,581	183	161,187	161,370	685,951
Bank, credit card and payroll processing fees	81,940	8,754	23,605	32,359	114,299
Equipment and rental	27,183	5,069	4,706	9,775	36,958
Grants, gifts and scholarships	71,394	21	12	33	71,427
Sales tax	407	127	62	189	596
Cost of goods sold/distributed	65,496	-	12,039	12,039	77,535
Uncollectible pledges	2,251	703	344	1,047	3,298
Licenses, registrations and permits	13,739	5,375	2,760	8,135	21,874
TOTAL	\$ 4,181,680	\$ 564,872	\$ 704,682	\$ 1,269,554	\$ 5,451,234