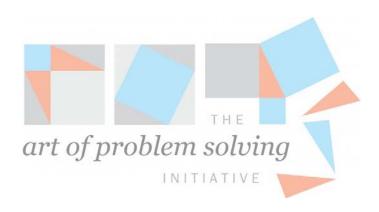
# THE ART OF PROBLEM SOLVING INITIATIVE, INC.



# FINANCIAL STATEMENTS

Year Ended May 31, 2019 and For the Period from January 1, 2018 to May 31, 2018



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### **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors Art of Problem Solving Initiative, Inc. New York, New York

We have audited the accompanying financial statements of The Art of Problem Solving Initiative, Inc. (a nonprofit organization), which comprise the statements of financial position as of May 31, 2019 and 2018, and the related statements of activities, functional expenses, and cash flows for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018 and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 Art of Problem Solving Initiative, Inc. as of May 31, 2019 and 2018, and the changes in its net assets and its cash flows for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018 in accordance with accounting principles generally accepted in the United States of America.

Johnson O'Connor Feron & Carucci LLP

Wakefield, Massachusetts December 17, 2019

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENTS OF FINANCIAL POSITION

	May 31,			
	2019	2018		
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	\$ 3,608,089	\$ 3,282,541		
Contributions receivable	477,223	90,000		
Prepaid expenses	54,415	59,316		
Security deposits	-	2,000		
Total current assets	4,139,727	3,433,857		
OTHER ASSETS				
Contributions receivable, less current portion	100,000	_		
Property and equipment, net	9,232	5,583		
Total other assets	109,232	5,583		
Total assets	\$ 4,248,959	\$ 3,439,440		
LIABILITIES AND NET ASS	SETS			
CURRENT LIABILITIES				
Accounts payable	\$ 24,942	\$ 4,958		
Accrued expenses	75,453	53,497		
Total current liabilities	100,395	58,455		
NET ASSETS				
Without donor restrictions	2,119,819	1,754,113		
With donor restrictions	2,028,745	1,626,872		
Total net assets	4,148,564	3,380,985		
Total liabilities and net assets	\$ 4,248,959	\$ 3,439,440		

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENT OF ACTIVITIES

	Year Ended May 31, 2019					
	Total			thout Donor estrictions		With Donor Lestrictions
REVENUES						
Contributions and grants	\$	3,326,914	\$	753,489	\$	2,573,425
In-kind contributions		184,075		153,325		30,750
Miscellaneous income		13,651		13,651		-
Special events income		1,100		1,100		-
Interest income		3,741		3,741		-
Net assets released from restriction		-		2,202,302		(2,202,302)
Total revenues		3,529,481		3,127,608		401,873
EXPENSES AND OTHER CHANGES Program services -						
Educational and program services		2,218,539		2,218,539		
Supporting services -						
Management and general		408,727		408,727		-
Fundraising		134,636		134,636		-
Total supporting services		543,363		543,363		-
Total expenses and other changes		2,761,902		2,761,902		
Change in net assets		767,579		365,706		401,873
NET ASSETS - BEGINNING OF YEAR		3,380,985		1,754,113		1,626,872
NET ASSETS - END OF YEAR	\$	4,148,564	\$	2,119,819	\$	2,028,745

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENT OF ACTIVITIES

	For the Period from January 1, 2018 to May 31, 2018						
	Total		Without Donor Total Restrictions			Vith Donor Restrictions	
REVENUES							
Contributions and grants	\$	339,787	\$	303,342	\$	36,445	
In-kind contributions		113,883		95,417		18,466	
Miscellaneous income		3,665		3,665		-	
Special events income		-		-		-	
Interest income		-		-		-	
Net assets released from restriction		-		78,852		(78,852)	
Total revenues		457,335		481,276		(23,941)	
EXPENSES AND OTHER CHANGES							
<u>Program services</u> -							
Educational and program services		300,410		300,410		-	
<u>Supporting services</u> -							
Management and general		190,897		190,897		-	
Fundraising		17,592		17,592		-	
Total supporting services		208,489		208,489		-	
Total expenses and other changes		508,899		508,899			
Change in net assets		(51,564)		(27,623)		(23,941)	
NET ASSETS - BEGINNING OF PERIOD		3,432,549		1,781,736		1,650,813	
NET ASSETS - END OF YEAR	\$	3,380,985	\$	1,754,113	\$	1,626,872	

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENT OF FUNCTIONAL EXPENSES

# Year Ended May 31, 2019

			Educational and Program Services					Suppor	rting Services		
	Bridge to Enter Advanced Total Expenses Mathematics			Enter Advanced Mathematical Total Program		nagement l General	Fu	ndraising	al Supporting Services		
Payroll and payroll taxes	\$	1,594,887	\$	1,337,162	\$	6,250	\$ 1,343,412	\$ 192,089	\$	59,386	\$ 251,475
Rent		341,501		191,287		2,734	194,021	147,480		-	147,480
Food		249,307		216,190		3,237	219,427	1,928		27,952	29,880
Travel		119,855		117,401		104	117,505	-		2,350	2,350
Insurance		81,076		59,477		-	59,477	19,074		2,525	21,599
Outside contract service		91,711		59,031		23,199	82,230	-		9,481	9,481
Supplies		67,300		54,999		10,550	65,549	-		1,751	1,751
Field trips		45,647		45,647		-	45,647	-		-	_
Employee benefits		32,428		24,651		-	24,651	5,821		1,956	7,777
Professional fees		29,455		-		-	-	29,455		-	29,455
Printing		24,963		16,001		5,246	21,247	-		3,716	3,716
Information technology		18,117		84		15	99	1,570		16,448	18,018
Advertising		14,941		4,441		3,025	7,466	1,575		5,900	7,475
Postage and delivery		13,965		7,189		1,488	8,677	2,304		2,984	5,288
Staff development		10,022		9,946		-	9,946	76		-	76
Licenses, permits, and fees		8,090		2,873		3,767	6,640	1,330		120	1,450
Telephone		5,699		5,240		5	5,245	454		-	454
Other		4,545		3,089		-	3,089	1,408		48	1,456
Depreciation		4,411		4,211		-	4,211	200		-	200
Bank charges		3,982					 	 3,963		19	 3,982
Total operating expenses	\$	2,761,902	\$	2,158,919	\$	59,620	\$ 2,218,539	\$ 408,727	\$	134,636	\$ 543,363

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENT OF FUNCTIONAL EXPENSES

For the Period from January 1, 2018 to May 31, 2018

			Educational and Program Services				Suppor	ting Services			
	Tota	l Expenses	Enter	ridge to Advanced thematics	Mat	USA thematical ent Search	al Program	nagement General	Fur	ndraising	l Supporting Services
Payroll and payroll taxes	\$	298,004	\$	207,209	\$	-	\$ 207,209	\$ 81,885	\$	8,910	\$ 90,795
Rent		112,836		16,119		1,300	17,419	95,417		-	95,417
Food		17,934		13,931		432	14,363	268		3,303	3,571
Travel		11,487		11,423		-	11,423	-		64	64
Insurance		17,465		7,989		-	7,989	8,837		639	9,476
Outside contract service		19,942		9,101		6,941	16,042	-		3,900	3,900
Supplies		4,380		4,094		-	4,094	286		-	286
Field trips		17		17		-	17	-		-	-
Employee benefits		9,391		6,463		-	6,463	2,411		517	2,928
Professional fees		-		-		-	-	-		-	-
Printing		1,865		1,865		-	1,865	-		-	-
Information technology		588		-		20	20	470		98	568
Advertising		1,701		1,593		-	1,593	-		108	108
Postage and delivery		5,891		5,860		-	5,860	28		3	31
Staff development		487		385		-	385	52		50	102
Licenses, permits, and fees		882		497		-	497	385		-	385
Telephone		3,750		3,166		-	3,166	584		-	584
Other		1,004		1,004		-	1,004	-		-	-
Depreciation		1,001		1,001		-	1,001	-		-	-
Bank charges		274				-	 -	 274			 274
Total operating expenses	\$	508,899	\$	291,717	\$	8,693	\$ 300,410	\$ 190,897	\$	17,592	\$ 208,489

# THE ART OF PROBLEM SOLVING INITIATIVE, INC. STATEMENTS OF CASH FLOWS

	ear Ended y 31, 2019	Janı	from the Period from the part 1, 2018 from 1, 2018
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$ 767,579	\$	(51,564)
Adjustments to reconcile change in net assets to net cash			
provided by operating activities:			
Depreciation	4,411		1,001
(Increase) decrease in operating assets:			
Contributions receivable	(487,223)		596,000
Prepaid expenses	4,901		(53,016)
Security deposits	2,000		(375)
Increase (decrease) in operating liabilities:			
Accounts payable	19,984		(6,979)
Accrued expenses	 21,956		21,617
Net cash provided by operating activities	333,608		506,684
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property and equipment	(8,060)		(599)
Net cash used by investing activities	(8,060)		(599)
Net increase in cash and cash equivalents	325,548		506,085
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	 3,282,541		2,776,456
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 3,608,089	\$	3,282,541

#### 1. STATEMENT OF PURPOSE

The Art of Problem Solving Initiative, Inc. (the Organization), formerly known as "The Art of Problem Solving Foundation," is a nonprofit organization with a mission dedicated to promoting and providing opportunities to explore and experience mathematical problem solving among middle and high school students in the United States. The Organization was formed in 2004. The Organization focuses its efforts on two main programs: Bridge to Enter Advanced Mathematics ("BEAM", formerly Summer Program in Mathematical Problem Solving), a summer program for underserved New York City and California middle school students with talent in mathematics; and USA Mathematical Talent Search ("USAMTS"), a math contest for US Citizens and Residents that emphasizes research and in-depth thinking.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation –**

The financial statements of the Organization have been prepared on the accrual basis of accounting. Accordingly, assets are recorded when the Organization obtains the rights of ownership or is entitled to claim receipt, and liabilities are recorded when the obligation is incurred.

#### 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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

## Date of Management's Review -

Subsequent events have been evaluated by management through December 17, 2019, the date the financial statements were available to be issued.

# Cash Equivalents -

The Organization considers all highly liquid investments with original maturities of three months or less to be cash equivalents.

#### Contributions Receivable -

Unconditional contributions receivable that are expected to be collected within one year are recorded at net realizable value. Unconditional contributions receivable expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities. The allowance for uncollectable contributions receivable is based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Contributions receivable are written off when deemed uncollectable. Management believes that all contributions receivable are fully collectible; therefore, no allowance for uncollectible contributions has been recorded.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Property and Equipment -

Property and equipment are recorded at cost if purchased or fair value if contributed. The Organization has a policy of capitalizing assets with a cost basis of \$1,000 or more. The Organization provides for depreciation of property and equipment using the straight-line method over the estimated useful lives of the related assets, which is three years.

#### Net Assets -

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

The Organization reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

## Contributions, Grants, and Revenue Recognition -

Contributions are recognized when cash, securities or other assets, an unconditional contribution receivable, or notification of a beneficial interest is received. Grant revenue on cost-reimbursement grants or contracts is recognized when the Organization requests reimbursement from granting agencies after the program expenditures have been incurred. As such, the Organization recognizes revenue and records a receivable for the reimbursement amount from the granting agency.

#### Non-Cash Donations -

The Organization's non-cash donations consist primarily of donated books and rental space. Donations of materials or rent are recorded at fair market value based on the price of comparable items at the date of donation. The Organization received non-cash donations totaling \$184,075 and \$113,883 for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018, respectively.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

# Non-Cash Donations (Continued) -

When significant, donations of professional services are recorded at their estimated fair market value based on the current fee schedule of the donor at the date of receipt and are reflected as both a contribution and expense in the statement of activities. There were no donations of professional services for the for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018, respectively.

#### **Functional Expenses** –

The Organization allocates expenses on a functional basis among its programs and supporting services. Supporting services are those related to operating and managing the Organization and its programs on a day-to-day basis and are composed of the following:

Management and general – includes all activities related to the Organization's internal management and accounting for program services.

Fundraising – includes activities related to maintaining contributor information, writing grant proposals, distribution of materials and other similar projects related to the procurement of funds for the Organization's programs.

Expenses that can be identified with a specific program or supporting service are allocated directly to those classifications. The financial statements report certain categories of expenses that are attributable to one or more programs or supporting functions of the Organization. The allocation of these expenses between program services and management and general expenses are based on actual asset usage and estimates of time and effort. Allocations of functional expenses are based on management's discretion and estimates. These variables may change from year to year. As a result, there may be fluctuations in the comparative presentation of data from year to year.

### Income Taxes -

The Organization is organized and operated exclusively for charitable and educational purposes. Income related to these purposes is exempt from federal and state income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code. Unrelated business income would be taxable according to applicable Internal Revenue Code sections.

The Organization regularly reviews and evaluates its tax positions taken in its filed returns and recognizes the benefit from a tax position only if it is more likely than not that the position would be sustained upon audit based solely on the technical merits of the tax position. The Organization accrues interest and penalties on uncertain tax positions as a component of the provision for income taxes.

The Organization files federal, California and New York tax returns. The statute of limitations for these jurisdictions is generally three years. The Organization had no returns under examination as of May 31, 2019.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Advertising Expense -

The Organization's policy is to expense advertising costs as incurred. Advertising expenses totaled \$14,941 and \$1,701 for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018, respectively.

### Change in Fiscal Year -

During 2018 the Organization changed its fiscal year from one ending on December 31 to one ending on May 31. Accordingly, the prior period includes activity from January 1, 2018 to May 31, 2018.

# Recently Adopted Accounting Pronouncement -

On August 18, 2016, FASB issued Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Organization has implemented ASU 2016-14 during the year ended May 31, 2019 and adjusted the presentation in these financial statements accordingly. The ASU has been applied retrospectively to all periods presented which resulted in no change in net assets.

#### Reclassifications -

Certain amounts in the prior year's financial statements have been reclassified for comparative purposes to conform to the presentation in the current year's financial statements. These reclassifications have no effect on previously reported change in net assets.

#### 3. CONCENTRATION OF CREDIT RISK

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents. The Organization maintains its cash in several bank and money market accounts. The bank balances at times may exceed the federally insured limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risks on cash and cash equivalents.

### 4. LIQUIDITY AND AVAILABILITY

The following table reflects the Organization's financial assets as of May 31, 2019, reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year or because the donor has set aside the funds for a specific time period or purpose.

Financial assets:	
Cash and cash equivalents	\$ 3,608,089
Contributions receivable	577,223
Financial assets, at year end	4,185,312
Less those unavailable for general expenditure within one year, due to:  Net assets restricted for time or purpose	100,000
Financial assets available to meet cash needs for general expenditures within one year	\$ 4,085,312

The Organization receives significant contributions without donor restrictions and considers contributions restricted for programs which are ongoing, major, and central to its annual operations to be available to meet cash needs for general expenditures. The Organization manages its liquidity and reserves following three guiding principles: Operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. The Organization has a liquidity policy to maintain current financial assets less current liabilities at a minimum of 180 days operating expenses. To achieve these targets, the entity forecasts its future cash flows and monitors its liquidity quarterly and monitors its reserves annually. During the year ended May 31, 2019 and the period from January 1, 2018 to May 31, 2018, the level of liquidity and reserves was managed within the policy requirements.

#### 5. CONTRIBUTIONS RECEIVABLE

Contributions receivable are due to be collected as follows:

		May	31,		
		2019	2018		
Amounts due in:	Ф	477 222	ф	00.000	
Less than one year One to five years	\$	477,223 100,000	\$	90,000	
	\$	577,223	\$	90,000	

# 5. CONTRIBUTIONS RECEIVABLE (Continued)

Management determined that a discount on contributions receivable expected to be collected in future years was not material to the financial statements. As a result no discount was recorded as of May 31, 2019 and May 31, 2018.

# 6. PROPERTY AND EQUIPMENT, NET

Property and equipment, net is summarized as follows:

	 May 31,				
	 2019		2018		
Furniture and fixtures Less: Accumulated depreciation	\$ 15,443 6,211	\$	7,383 1,800		
	\$ 9,232	\$	5,583		

#### 7. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were available for the following purposes:

	May 31,				
		2019		2018	
Subject to expenditure for specified purpose:					
Bridge to Enter Advanced Mathematics	\$	1,451,522	\$	1,536,254	
USA Mathematical Talent Search		-		618	
Contributions receivable, the proceeds from which					
have been restricted by donors for:					
Bridge to Enter Advanced Mathematics		577,223		90,000	
	\$	2,028,745	\$	1,626,872	

There were no net assets restricted in perpetuity as of May 31, 2019 and May 31, 2018.

### 7. NET ASSETS WITH DONOR RESTRICTIONS (Continued)

Certain net assets with donor restrictions were released from donor restrictions by incurring costs satisfying the restricted purposes or by the occurrence of other events or the passage of time specified by the donors and were reclassified as net assets without donor restrictions as follows:

	For the Year Ended May 31, 2019	For the Period from January 1, 2018 to May 31, 2018
Bridge to Enter Advanced Mathematics USA Mathematical Talent Search	\$ 2,144,460 57,842	\$ 70,157 8,695
	\$ 2,202,302	\$ 78,852

#### 8. MAJOR CONTRIBUTORS

During the year ended May 31, 2019, the Organization received contributions and grants totaling \$500,000 from one funder. This amount represents approximately 14% of total contributions and grants received during the year. As of May 31, 2019, \$250,000 of this grant had not been received and is recorded as a current contribution receivable.

During the period from January 1, 2018 to May 31, 2018, the Organization received contributions and grants totaling \$250,000 from one funder. This amount represents approximately 55% of total contributions and grants received during the year. As of May 31, 2018, the entire balance of \$250,000 was collected.

### 9. LEASES

The Organization rents facilities and office space, under short-term leases, for conducting program activities and for general administration purposes. In addition, certain programs are conducted in facilities where space is donated to the Organization. Rent expense totaled \$341,501 and \$112,836 for the year ended May 31, 2019 and for the period from January 1, 2018 to May 31, 2018, respectively.

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