



November 5, 2020

Board of Trustees
The Greater Alliance Foundation, Inc.
Alliance, Ohio

Independent Accountant's Review Report

We have reviewed the accompanying financial statements of The Greater Alliance Foundation, Inc. (a nonprofit corporation), which comprise the statements of financial position as of September 30, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

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.

Accountant's Responsibility

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modification that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountant's Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Hill, Barth & King LLC

Certified Public Accountants

STATEMENTS OF FINANCIAL POSITION

THE GREATER ALLIANCE FOUNDATION, INC.

September 30, 2020 and 2019
(See Accountant's Review Report)

<u>ASSETS</u>	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 662,353	\$ 779,315
Accounts receivable	4,619	6,901
Gift receivable	0	36,347
Marketable securities - NOTE B		
Equities	9,240,714	9,053,612
Bonds	3,750,603	3,424,156
TOTAL MARKETABLE SECURITIES	<u>12,991,317</u>	<u>12,477,768</u>
Lead trusts - NOTE C	49,470	94,735
Investments held in charitable remainder trusts - NOTES D AND E	5,466,466	3,719,032
Beneficial interest in remainder trust	14,119	13,764
Property and equipment:		
Computer equipment	2,194	2,194
Less accumulated depreciation	2,194	2,022
NET PROPERTY AND EQUIPMENT	<u>0</u>	<u>172</u>
TOTAL ASSETS	<u>\$ 19,188,344</u>	<u>\$ 17,128,034</u>
 <u>LIABILITIES AND NET ASSETS</u>		
 <u>LIABILITIES</u>		
Grants payable	\$ 114,264	\$ 123,827
Gift annuities payable - NOTE F	298,693	284,736
Liabilities under charitable remainder trusts - NOTES D AND E	2,445,639	1,655,921
Agency funds	1,728,810	1,603,649
PPP loan	14,700	0
SBA grant	3,000	0
TOTAL LIABILITIES	<u>4,605,106</u>	<u>3,668,133</u>
 <u>NET ASSETS</u>		
Without donor restrictions	8,457,979	8,374,495
With donor restrictions - NOTE G	6,125,259	5,085,406
TOTAL NET ASSETS	<u>14,583,238</u>	<u>13,459,901</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 19,188,344</u>	<u>\$ 17,128,034</u>

See accompanying notes to financial statements

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

THE GREATER ALLIANCE FOUNDATION, INC.

Year ended September 30, 2020
(See Accountant's Review Report)

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
<u>REVENUE</u>			
Gifts received	220,004	1,106,352	1,326,356
Net investment income	807,850	229,670	1,037,520
Change in value of charitable trusts	0	13,706	13,706
Change in value of gift annuities	22,790	(3,890)	18,900
Trustee income	17,925	0	17,925
Rental income - NOTE I	17,000	0	17,000
Net assets released from restrictions	230,797	(230,797)	0
TOTAL REVENUE	1,316,366	1,115,041	2,431,407
<u>GRANTS</u>	1,055,784	0	1,055,784
<u>OPERATING EXPENSES</u>			
Salaries and wages	72,346	0	72,346
Payroll taxes	5,418	0	5,418
Contract labor	30,820	0	30,820
IRA expense	1,422	0	1,422
Marketing	2,230	0	2,230
Professional fees	22,427	0	22,427
Newsletter/ Annual report	13,093	0	13,093
Office expense	3,206	0	3,206
Office rent	4,800	0	4,800
Postage	974	0	974
Membership dues	1,229	0	1,229
Depreciation	172	0	172
State and local taxes	200	0	200
Foreign taxes	946	0	946
Insurance	5,627	0	5,627
Telephone/Internet	1,193	0	1,193
Utilities	1,267	0	1,267
Meals and entertainment	449	0	449
Donor relations/ community activities	646	0	646
Computer expense	3,482	0	3,482
TOTAL OPERATING EXPENSES	171,947	0	171,947

See accompanying notes to financial statements

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS (CONTINUED)

THE GREATER ALLIANCE FOUNDATION, INC.

Year ended September 30, 2020
(See Accountant's Review Report)

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
<u>ALLIANCE COMMUNITY CENTER EXPENSES</u>			
Building rent	48,000	0	48,000
Real estate taxes	741	0	741
Repairs and maintenance	1,066	0	1,066
Insurance	5617	0	5617
Miscellaneous	352	0	352
TOTAL ALLIANCE COMMUNITY CENTER EXPENSES	55,776	0	55,776
<u>COMMUNITY EVENT EXPENSES</u>			
Veterans banner expense	24,563	0	24,563
TOTAL EXPENSES	1,308,070	0	1,308,070
CHANGES IN NET ASSETS	8,296	1,115,041	1,123,337
<u>NET ASSETS</u>			
Beginning of year	8,374,495	5,085,406	13,459,901
Transfers	75,188	(75,188)	0
End of year	\$ 8,457,979	\$ 6,125,259	\$ 14,583,238

See accompanying notes to financial statements

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS (CONTINUED)

THE GREATER ALLIANCE FOUNDATION, INC.

Year ended September 30, 2019
(See Accountant's Review Report)

	<u>WITHOUT DONOR RESTRICTIONS</u>	<u>WITH DONOR RESTRICTIONS</u>	<u>TOTAL</u>
<u>REVENUE</u>			
Gifts received	\$ 912,778	\$ 692,252	\$ 1,605,030
Net investment income	454,617	108,337	562,954
Change in value of charitable trusts	0	14,001	14,001
Change in value of gift annuities	(48,280)	125	(48,155)
Trustee income	18,349	0	18,349
Rental income - NOTE I	17,000	0	17,000
Net assets released from restrictions	627,132	(627,132)	0
TOTAL REVENUE	<u>1,981,596</u>	<u>187,583</u>	<u>2,169,179</u>
<u>GRANTS</u>	774,945	0	774,945
<u>OPERATING EXPENSES</u>			
Salaries and wages	68,945	0	68,945
Payroll taxes	5,276	0	5,276
Contract labor	30,360	0	30,360
IRA expense	1,429	0	1,429
Marketing	4,320	0	4,320
Professional fees	11,379	0	11,379
Newsletter	13,461	0	13,461
Supplies	1,367	0	1,367
Office rent	4,400	0	4,400
Postage	1,067	0	1,067
Dues and subscriptions	3,422	0	3,422
Depreciation	347	0	347
State and local taxes	332	0	332
Foreign taxes	675	0	675
Insurance	4,342	0	4,342
Telephone	1,154	0	1,154
Utilities	1,242	0	1,242
Meals and entertainment	816	0	816
Printing	299	0	299
Donor relations	195	0	195
Computer services	5,176	0	5,176
Miscellaneous	338	0	338
Beautification	309	0	309
20th anniversary gala	4,126	0	4,126
TOTAL OPERATING EXPENSES	<u>164,777</u>	<u>0</u>	<u>164,777</u>

See accompanying notes to financial statements

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS (CONTINUED)

THE GREATER ALLIANCE FOUNDATION, INC.

Year ended September 30, 2019
(See Accountant's Review Report)

	<u>WITHOUT DONOR RESTRICTIONS</u>	<u>WITH DONOR RESTRICTIONS</u>	<u>TOTAL</u>
<u>ALLIANCE COMMUNITY CENTER EXPENSES</u>			
Building rent	48,000	0	48,000
Real estate taxes	13,512	0	13,512
Repairs and maintenance	395	0	395
Insurance	5,827	0	5,827
Miscellaneous	1,793	0	1,793
TOTAL ALLIANCE COMMUNITY CENTER EXPENSES	<u>69,527</u>	<u>0</u>	<u>69,527</u>
<u>COMMUNITY EVENT EXPENSES</u>			
Independence day fireworks	7,133	0	7,133
Veterans expense	1,869	0	1,869
TOTAL COMMUNITY EVENT EXPENSES	<u>9,002</u>	<u>0</u>	<u>9,002</u>
TOTAL EXPENSES	<u>1,018,251</u>	<u>0</u>	<u>1,018,251</u>
CHANGES IN NET ASSETS	963,345	187,583	1,150,928
<u>NET ASSETS</u>			
Beginning of year	7,369,221	4,939,752	12,308,973
Transfers	41,929	(41,929)	0
End of year	<u>\$ 8,374,495</u>	<u>\$ 5,085,406</u>	<u>\$ 13,459,901</u>

See accompanying notes to financial statements

STATEMENTS OF FUNCTIONAL EXPENSES

THE GREATER ALLIANCE FOUNDATION, INC.

Years ended September 30, 2020 and 2019
(See Accountant's Review Report)

	Program Services		Management and General		Fundraising		Total	
	2020	2019	2020	2019	2020	2019	2020	2019
Employee Compensation:								
Salaries and wages	\$ 43,408	\$ 41,367	\$ 14,469	\$ 13,789	\$ 14,469	\$ 13,789	\$ 72,346	\$ 68,945
Contract labor	9,246	9,108	18,492	18,216	3,082	3,036	30,820	30,360
Employee benefits	854	857	284	286	284	286	1,422	1,429
Payroll taxes	3,250	3,166	1,084	1,055	1,084	1,055	5,418	5,276
	56,758	54,498	34,329	33,346	18,919	18,166	110,006	106,010
Other Expenses:								
Grants	1,055,784	774,945	0	0	0	0	1,055,784	774,945
Marketing	1,115	2,160	0	0	1,115	2,160	2,230	4,320
Professional fees	0	0	22,427	11,379	0	0	22,427	11,379
Newsletter/ Annual report	3,273	3,365	0	0	9,820	10,096	13,093	13,461
Office expense	1,924	1,093	1,282	274	0	0	3,206	1,367
Office rent	2,880	2,640	960	880	960	880	4,800	4,400
Postage	779	533	0	0	195	534	974	1,067
Membership dues	1,000	1,822	0	0	229	1,600	1,229	3,422
Depreciation	0	0	172	347	0	0	172	347
State and local taxes	0	0	200	332	0	0	200	332
Foreign taxes	0	0	946	675	0	0	946	675
Insurance	4,220	3,257	1,407	0	0	1,085	5,627	4,342
Telephone/Internet	716	865	119	0	358	289	1,193	1,154
Utilities	760	932	127	0	380	310	1,267	1,242
Meals and entertainment	359	653	90	0	0	163	449	816
Printing	0	75	0	0	0	224	0	299
Miscellaneous	0	0	0	211	0	127	0	338
Donor relations/community activities	0	10,343	0	0	646	3,289	646	13,632
Computer expense	1,393	2,070	696	1,036	1,393	2,070	3,482	5,176
Building rent - ACC	48,000	48,000	0	0	0	0	48,000	48,000
Real estate taxes - ACC	741	13,512	0	0	0	0	741	13,512
Repairs and maintenance - ACC	1,066	395	0	0	0	0	1,066	395
Insurance - ACC	5,617	5,827	0	0	0	0	5,617	5,827
Miscellaneous - ACC	352	1,793	0	0	0	0	352	1,793
Veterans banner expense	24,563	0	0	0	0	0	24,563	0
	1,154,542	874,280	28,426	15,134	15,096	22,827	1,198,064	912,241
TOTAL OTHER EXPENSES	\$ 1,211,300	\$ 928,778	\$ 62,755	\$ 48,480	\$ 34,015	\$ 40,993	\$ 1,308,070	\$ 1,018,251

See accompanying notes to financial statements

STATEMENTS OF CASH FLOWS

THE GREATER ALLIANCE FOUNDATION, INC.

Years ended September 30, 2020 and 2019

(See Accountant's Review Report)

	2020	2019
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>		
Changes in net assets	\$ 1,123,337	\$ 1,150,928
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation	172	347
Noncash gifts received	(99,996)	(679,618)
Realized and unrealized appreciation in fair value of investments	(797,612)	(307,554)
Change in value of charitable trusts	(13,706)	(14,001)
Change in value of gift annuities	(18,900)	48,155
(Increase) decrease in accounts receivable	2,282	(2,244)
(Increase) decrease in pledge receivable	36,347	(36,347)
Decrease in IRA payable	0	(202)
Decrease in grants payable	(9,563)	(149,387)
Increase in agency funds	34,702	27,532
NET CASH PROVIDED BY OPERATING ACTIVITIES	257,063	37,609
<u>CASH FLOWS FROM INVESTING ACTIVITIES</u>		
Purchase of investments	(7,808,991)	(8,004,731)
Proceeds from the sale of investments	8,283,509	8,229,259
Cash received from charitable trust	0	10,192
(Increase) decrease in charitable trusts	(899,100)	45,265
Increase (decrease) in gift annuities payable	32,857	(51,633)
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES	(391,725)	228,352
<u>CASH FLOWS FROM FINANCING ACTIVITIES</u>		
Proceeds from loans	17,700	0
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(116,962)	265,961
<u>CASH AND CASH EQUIVALENTS</u>		
Beginning of year	779,315	513,354
End of year	\$ 662,353	\$ 779,315

See accompanying notes to financial statements