

ADIRONDACK FOUNDATION

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2020 AND 2019

ADIRONDACK FOUNDATION

	<u>Page</u>
INDEPENDENT AUDITOR'S REPORT	1 - 2
Statements of Financial Position June 30, 2020 and 2019	3
Statement of Activities for the Year Ended June 30, 2020	4
Statement of Activities for the Year Ended June 30, 2019	5
Statement of Functional Expenses for the Year Ended June 30, 2020	6
Statement of Functional Expenses for the Year Ended June 30, 2019	7
Statements of Cash Flows for the Years Ended June 30, 2020 and 2019	8
Notes to Financial Statements	9 - 25



Pinto·Mucenski·Hooper
Van House & Co.
Certified Public Accountants, P.C.

42 Market Street
P.O. Box 109
Potsdam, NY 13676
(315) 265-6080
Fax: (315) 265-3530
www.pmhvcpa.com

INDEPENDENT AUDITOR'S REPORT

Board of Trustees of
Adirondack Foundation
Lake Placid, New York

We have audited the accompanying financial statements of Adirondack Foundation (a nonprofit organization) which comprise the statements of financial position as of June 30, 2020 and 2019, 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.

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 Adirondack Foundation as of June 30, 2020 and 2019, 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.


Certified Public Accountants, P.C.

October 13, 2020

ADIRONDACK FOUNDATION

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2020 AND 2019

	6/30/2020	6/30/2019
ASSETS		
Cash and Cash Equivalents	\$ 1,100,810	\$ 648,000
Investments	65,180,619	62,943,848
Unconditional Promise to Give (Net)	473,511	490,963
Property and Equipment (Net)	260,480	270,171
Other Assets	67,235	65,356
TOTAL	\$ 67,082,655	\$ 64,418,338
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable and Other Current Liabilities	\$ 30,520	\$ 7,112
Grants Payable	109,000	103,250
Funds Held as Organization Endowments	7,062,616	7,477,037
Funds Held for Supporting Organizations	15,661,056	15,877,982
Note Payable	137,500	-
Total Liabilities	23,000,692	23,465,381
NET ASSETS		
Without Donor Restrictions	43,402,572	40,235,333
With Donor Restrictions	679,391	717,624
Total Net Assets	44,081,963	40,952,957
TOTAL	\$ 67,082,655	\$ 64,418,338

The accompanying notes are an integral part of these financial statements.

ADIRONDACK FOUNDATION
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2020

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL 6/30/2020
REVENUES, GAINS, AND OTHER SUPPORT			
Contributions	\$ 8,838,901	\$ -	\$ 8,838,901
Investment Return (Net)	(299,288)	(1,197)	(300,485)
Supporting Fees	123,279	-	123,279
Nonprofit Leadership Tuition and Underwriting	14,607	-	14,607
Contributed Office Space	-	22,548	22,548
Miscellaneous Income	-	-	-
Net Assets Released from Restriction	59,584	(59,584)	-
Total Revenues, Gains, and Other Support	<u>8,737,083</u>	<u>(38,233)</u>	<u>8,698,850</u>
EXPENSES			
Program Services	5,259,909	-	5,259,909
Management and General	143,360	-	143,360
Development	166,575	-	166,575
Total Expenses	<u>5,569,844</u>	<u>-</u>	<u>5,569,844</u>
CHANGE IN NET ASSETS	3,167,239	(38,233)	3,129,006
NET ASSETS - Beginning of Year	40,235,333	717,624	40,952,957
Fund Reclassified as Organization Endowment	<u>-</u>	<u>-</u>	<u>-</u>
NET ASSETS - END OF YEAR	<u>\$ 43,402,572</u>	<u>\$ 679,391</u>	<u>\$ 44,081,963</u>

ADIRONDACK FOUNDATION
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2019

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL 6/30/2019
REVENUES, GAINS, AND OTHER SUPPORT			
Contributions	\$ 3,934,468	\$ -	\$ 3,934,468
Investment Return (Net)	1,103,042	6,025	1,109,067
Supporting Fees	122,286	-	122,286
Nonprofit Leadership Tuition and Underwriting	21,030	-	21,030
Contributed Office Space	-	23,379	23,379
Miscellaneous Income	1,052	-	1,052
Net Assets Released from Restriction	59,858	(59,858)	-
Total Revenues, Gains, and Other Support	<u>5,241,736</u>	<u>(30,454)</u>	<u>5,211,282</u>
EXPENSES			
Program Services	3,567,562	-	3,567,562
Management and General	140,145	-	140,145
Development	99,429	-	99,429
Total Expenses	<u>3,807,136</u>	<u>-</u>	<u>3,807,136</u>
CHANGE IN NET ASSETS	1,434,600	(30,454)	1,404,146
NET ASSETS - Beginning of Year	38,956,718	748,078	39,704,796
Fund Reclassified as Organization Endowment	<u>(155,985)</u>	<u>-</u>	<u>(155,985)</u>
NET ASSETS - END OF YEAR	<u>\$ 40,235,333</u>	<u>\$ 717,624</u>	<u>\$ 40,952,957</u>

ADIRONDACK FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2020

	Program Services	Management and General	Development	TOTAL 6/30/2020
Salaries	\$ 498,875	\$ 85,760	\$ 42,880	\$ 627,515
Payroll Related Costs and Employee Benefits	74,573	12,820	6,410	93,803
Grants	4,394,078	-	-	4,394,078
Accounting and Legal	-	14,700	-	14,700
Advertising	38,193	-	12,732	50,925
Nonprofit Leadership Expense (ANN)	2,662	-	-	2,662
Annual Report	11,633	-	3,878	15,511
Bank Fees	-	-	15,456	15,456
Conferences and Travel	9,508	1,463	3,657	14,628
Contract Services	50,910	-	30,042	80,952
Depreciation	7,705	1,324	662	9,691
Dues and Fees	-	8,549	-	8,549
Program Development	34,408	-	-	34,408
Fund Development	1,902	-	-	1,902
Insurance	-	50	-	50
Meeting Expense	5,807	-	1,936	7,743
Newsletter	4,961	-	4,960	9,921
Office Expense	46,970	8,074	4,037	59,081
Postage and Shipping	-	1,812	1,812	3,624
Premiums for Planned Gifts	-	-	17,623	17,623
Professional Development	-	-	-	-
Public Relations	18,959	-	6,320	25,279
Rent	31,800	5,467	2,733	40,000
Special Events	9,479	-	-	9,479
Telephone and Utilities	5,234	900	450	6,584
Adirondack Gives	1,265	-	-	1,265
Website	10,987	2,441	10,987	24,415
	<u>\$ 5,259,909</u>	<u>\$ 143,360</u>	<u>\$ 166,575</u>	<u>\$ 5,569,844</u>

The accompanying notes are an integral part of these financial statements.

ADIRONDACK FOUNDATION

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2019**

	Program Services	Management and General	Development	TOTAL 6/30/2019
Salaries	\$ 441,630	\$ 75,920	\$ 37,960	\$ 555,510
Payroll Related Costs and Employee Benefits	73,934	12,710	6,355	92,999
Grants	2,871,600	-	-	2,871,600
Accounting and Legal	-	14,100	-	14,100
Advertising	26,013	-	8,671	34,684
Nonprofit Leadership Expense (ANN)	2,374	-	-	2,374
Annual Report	9,750	-	3,250	13,000
Bank Fees	-	1,113	4,629	5,742
Conferences and Travel	11,403	1,754	4,386	17,543
Contract Services	28,376	-	-	28,376
Depreciation	9,067	1,559	779	11,405
Dues and Fees	-	11,645	-	11,645
Program Development	(13,408)	-	-	(13,408)
Fund Development	3,568	-	-	3,568
Insurance	-	6,032	-	6,032
Meeting Expense	7,697	-	2,566	10,263
Newsletter	2,375	-	2,375	4,750
Office Expense	35,617	6,123	3,062	44,802
Postage and Shipping	-	2,585	2,585	5,170
Premiums for Planned Gifts	-	-	17,641	17,641
Professional Development	826	127	317	1,270
Public Relations	3,441	-	1,147	4,588
Rent	31,800	5,467	2,733	40,000
Special Events	10,017	-	-	10,017
Telephone and Utilities	5,198	893	447	6,538
Adirondack Gives	5,758	-	-	5,758
Website	526	117	526	1,169
	<u>\$ 3,567,562</u>	<u>\$ 140,145</u>	<u>\$ 99,429</u>	<u>\$ 3,807,136</u>

The accompanying notes are an integral part of these financial statements.

ADIRONDACK FOUNDATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2020 AND 2019

	<u>6/30/2020</u>	<u>6/30/2019</u>
OPERATING ACTIVITIES		
Cash Inflows from Operations		
Contributions	\$ 5,371,849	\$ 3,339,224
Interest and Dividends	783,765	1,095,128
Other Cash Receipts	36,786	45,420
Cash Outflows from Operations		
Payments for Salaries, Benefits, and Payroll Taxes	(721,318)	(648,509)
Payments to Vendors	(464,909)	(352,273)
Payments of Grants	<u>(5,474,460)</u>	<u>(3,679,510)</u>
Net Cash Provided from Operations	<u>(468,287)</u>	<u>(200,520)</u>
INVESTING ACTIVITIES		
Proceeds from Sale of Investments	66,730,759	25,741,374
Purchase of Investments	<u>(65,947,162)</u>	<u>(25,293,727)</u>
Net Investing Activities	<u>783,597</u>	<u>447,647</u>
FINANCING ACTIVITIES		
Proceeds from Long-Term Debt	<u>137,500</u>	<u>-</u>
Change in Cash and Cash Equivalents	452,810	247,127
Cash and Cash Equivalents - Beginning of Year	<u>648,000</u>	<u>400,873</u>
Cash and Cash Equivalents - END OF YEAR	<u>\$ 1,100,810</u>	<u>\$ 648,000</u>
SUPPLEMENTAL DISCLOSURES		
NONCASH OPERATING ACTIVITIES		
Contribution of Securities	\$ 3,609,855	\$ 1,118,486
Contribution of Office Space	\$ 22,548	\$ 23,379

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Nature of Activities

Adirondack Foundation (the Foundation) is a corporation organized under the Not-For-Profit Corporation Law of the State of New York in July 1997. The Foundation was established as a community foundation formed to receive gifts and bequests from the public and to administer them for the broad charitable needs of the Adirondack region. The Foundation was formerly known as Adirondack Community Trust (ACT).

As an experienced grant maker in the region, the Foundation knows the many and varied needs of local nonprofit organizations and their capacity to deliver quality programs and services to the region. Its mission is to “enhance the lives of people in the Adirondacks through philanthropy” which is accomplished by:

- Building a permanent and flexible endowment that can respond to the most pressing current and future needs of the Adirondack Region;
- Working with donors and their advisors to design named funds that meet the unique and individual charitable objectives of the donor;
- Administering a responsive program of grantmaking to give maximum benefit to charitable needs within the Adirondack Region and carry out the wishes of donors;
- Providing prudent management and faithful stewardship of philanthropic assets; and
- Being a leader and catalyst focusing attention on the needs of the Adirondack Region.

Adirondack Foundation’s vision is that against a backdrop of scenic beauty, our communities are strong, just and inclusive; family wellbeing is supported through quality healthcare, education, and economic opportunity; nature is valued and protected; and arts and culture thrive.

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles.

Estimates

In preparing the financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues, gains, other support, and expenses during the reporting period. Actual results could differ from those estimates.

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of Presentation

The net assets of the Foundation and changes therein are classified and reported as follows:

- **Net Assets Without Donor Restrictions** are resources available to support operations and may consist of both undesignated funds and Board designated funds.

Board-designated donor-advised funds are established by donors who desire to further the purposes of the Foundation. The donor of a donor-advised fund may, after the contribution has been made, recommend agencies to the Foundation to which donor-advised funds should be disbursed.

The Board of Trustees evaluates and considers all donor recommendations. However, the ultimate decision of the distribution of those funds rests solely with the Board of Trustees as required by New York State Law and Adirondack Foundation governing instruments (variance power). Accordingly, the financial statements classify all net assets as without donor restriction, except assets with donor-imposed stipulations where no variance power exists. The portions held as donor-advised or endowment funds are presented as Board-Designated. (See Note M.)

- **Net Assets With Donor Restrictions** are resources that are restricted by a donor for use for a particular purpose or in a particular future period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature; the organization must continue to use the resources in accordance with the donor's instructions.

All donor-restricted support is reported as an increase in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions. These reclassifications are reported in the statements of activities as net assets released from restrictions.

Cash and Cash Equivalents

The Foundation considers all unrestricted highly liquid investments with a maturity of three months or less to be cash equivalents, except for those held by investment managers, which are considered to be investments.

Investments

Publicly traded investments are stated at fair value based on quoted market values. Non-publicly traded investments are stated at values provided by the investment custodians. Investments in cash management funds are stated at cost, which approximates fair value. (See Notes D and E.)

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments (Continued)

The Foundation maintains an investment pool for its charitable funds. Interest, dividends, and realized and unrealized gains and losses from investments are allocated monthly to the individual funds based on the relationship of the market value of each fund to the total market value of all the pooled funds, as adjusted for additions to or deductions from the pool.

A portion of the investment pool has been invested in an indexed portfolio that is only available to qualified donors meeting minimum contribution requirements.

Property and Equipment (Net)

Property and equipment are reported at cost, net of accumulated depreciation. Expenditures for acquisitions, renewals, and betterments are capitalized, whereas maintenance and repair costs are expensed as incurred. When equipment is retired or otherwise disposed of, the appropriate accounts are relieved of costs and accumulated depreciation and any resultant gain or loss is credited or charged to the change in net assets.

Donations of fixed assets are recorded as support at their estimated fair value. Absent donor stipulations regarding the length of time that donated assets must be maintained, the Foundation reports expirations of donor restrictions when the donated or acquired assets are placed in service. Net assets with donor restrictions are reclassified to net assets without donor restrictions as the restrictions expire.

Depreciation is provided over the depreciable assets' estimated useful lives utilizing the straight-line method, as follows:

<u>Asset Class</u>	<u>Years</u>
Leasehold Improvements	20 – 39
Furniture and Fixtures	5 – 7
Software	3

Funds Held as Organization Endowments and for Supporting Organizations

Adirondack Foundation has established organization endowment funds for contributions from donors that are specified to be released to another beneficiary other than the Foundation. Liabilities have been established for the fair value of these funds.

Contributions

Contributions, including unconditional promises to give, are recognized when received. All contributions are reported as increases in net assets without donor restrictions unless use of the contributed assets is specifically restricted by the donor. Amounts received that are restricted by the donor to use in future periods or for specific purposes are reported as increases in net assets with donor restrictions. Conditional promises to give are recognized when the conditions upon which they depend are substantially met. Gifts of publicly traded securities are recorded at their fair value at the date the contribution is received. Publicly traded securities will generally be sold immediately.

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Gifts-In-Kind Contributions

Donated use of facilities is reported as a contribution and as expense at the estimated fair value of similar space for rent under similar conditions. If the use of the space is promised unconditionally for a period greater than one year, the contribution is reported as a contribution and an unconditional promise to give at the date of the gift, and the expense is reported over the term of the use.

Functional Allocation of Expenses

The cost of providing programs and services is summarized on a functional basis in the statement of activities and statement of functional expenses. Expenses directly supporting programs run or administered by the organization are allocated directly to program expenses. Costs common to multiple functions have been allocated among various functions benefited using a reasonable allocation method that is consistently applied, as follows:

- Salaries, benefits, and payroll taxes are allocated based on activity reports prepared by key personnel.
- Telephone, internet, office supplies, occupancy, depreciation, and other expenses that cannot be directly identified are allocated based on headcount within each functional area.

Advertising Costs

Advertising costs are charged to expense as incurred. Advertising expense for the years ended June 30, 2020 and 2019 was \$ 50,925 and \$ 34,684, respectively.

Income Taxes

Adirondack Foundation is exempt from federal tax on income under Section 501(c)(3) of the Internal Revenue Code. The Foundation has been classified as a publicly-supported organization that is not a private foundation under Section 509(a)(1) of the Code. Accounting principles generally accepted in the United States of America require the Foundation to evaluate all significant tax positions. As of June 30, 2020 the Foundation does not believe that it has taken any positions that would require the recording of any tax liability, nor does it believe that there are any unrealized tax benefits that should be recorded.

Change in Accounting Principles

The Foundation implemented Accounting Standards Update (ASU) No. 2014-09, *Revenues from Contracts with Customers* and all subsequent amendments to the ASU (collectively known as "ASC 606"), which creates a single framework for recognizing revenue from contracts with customers that fall within the scope. The Foundation's supporting fees and nonprofit leadership and tuition and underwriting income fall within this standard. All performance obligations are determined to be met and revenue is recognized upon receipt as these services are short-term in nature. Analysis of various provisions of this standard resulted in no significant changes in the way the Foundation recognizes revenue, and therefore no changes to the previously issued audited financial statements were required on a retrospective basis.

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Subsequent Events

Management has reviewed and evaluated all events and transactions from July 1, 2020 through October 13, 2020, the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements. On March 12, 2020, the World Health Organization characterized COVID-19 as a pandemic. Subsequently, the Governor of New York issued a pause order in New York State. As of the date of these financial statements, the extent of the economic impact of this crisis is unknown. There were no other events or transactions that existed which would provide additional pertinent information about conditions at the balance sheet date or which were required to be recognized in the accompanying financial statements.

NOTE B - CASH

A summary of cash accounts at June 30, 2020 is as follows:

Operating	\$ 556,731
Safety of Principal Accounts	<u>544,079</u>
	<u>\$ 1,100,810</u>

The Safety of Principal Account is used for contribution/grant pass-through funds. Liquid assets are required because these funds are normally in existence for a short time.

NOTE C - LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure within one year include cash and investment balances available for grant making per the Foundation's spending policy. As of June 30, 2020 and 2019 these available funds are:

	<u>2020</u>	<u>2019</u>
Cash	\$ 1,100,810	\$ 648,000
Investments Available for Grant Making	<u>3,452,611</u>	<u>3,353,218</u>
	<u>\$ 4,553,421</u>	<u>\$ 4,001,218</u>

Based on the fiscal 2021 budget, the Foundation anticipates revenues of \$ 1,652,100 from supporting fees and other operational support within the year.

NOTE D - INVESTMENTS

A summary of all investments at June 30, 2020 is as follows:

	<u>Cost</u>	<u>Unrealized Appreciation (Depreciation)</u>	<u>Market Value</u>
Domestic Equity	\$ 20,178,434	\$ 3,652,418	\$ 23,830,852
International Equity	12,955,263	1,574,457	14,529,720
Fixed Income Domestic			
Short Term	3,000,411	57,781	3,058,192
Intermediate	8,747,191	118,643	8,865,834
Long-Term	1,735,167	27,422	1,762,589
Fixed Income International	2,338,144	23,263	2,361,407
Hedge Funds	7,250,000	918,457	8,168,457
Cash and Cash Equivalents	<u>2,603,568</u>	<u>-</u>	<u>2,603,568</u>
	<u>\$ 58,808,178</u>	<u>\$ 6,372,441</u>	<u>\$ 65,180,619</u>

ADIRONDACK FOUNDATION

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2020

NOTE D - INVESTMENTS (Continued)

The market values were obtained from published market prices at June 30, 2020 or as provided by the investment custodians.

A summary of all investments at June 30, 2019 is as follows:

	<u>Cost</u>	<u>Unrealized Appreciation (Depreciation)</u>	<u>Market Value</u>
Domestic Equity	\$ 16,307,120	\$ 3,769,767	\$ 20,076,887
International Equity	11,902,905	1,861,348	13,764,253
Emerging Markets	4,124,849	675,685	4,800,534
Aggregate Bond	8,679,794	216,753	8,896,547
Fixed Income International	2,393,622	210,948	2,604,570
High Yield	1,450,000	318,656	1,768,656
Hedge Funds	7,150,000	1,290,889	8,440,889
Cash and Cash Equivalents	2,591,512	-	2,591,512
	<u>\$ 54,599,802</u>	<u>\$ 8,344,046</u>	<u>\$ 62,943,848</u>

The market values were obtained from published market prices at June 30, 2019 or as provided by the investment custodians.

During the year ended June 30, 2020, investments were transitioned to a new custodian and reinvested. This resulted in changes to the asset classifications.

Indexed Portfolio

A summary of the indexed portfolio investments at June 30, 2020 is as follows:

	<u>Cost</u>	<u>Unrealized Appreciation (Depreciation)</u>	<u>Market Value</u>
Domestic Equity	\$ 4,600,545	\$ 611,557	\$ 5,212,102
International Equity	3,064,077	497,506	3,561,583
Fixed Income Domestic			
Short Term	762,195	16,249	778,444
Intermediate	2,168,378	45,282	2,213,660
Long-Term	422,982	7,139	430,121
Fixed Income International	477,928	9,317	487,245
	<u>\$ 11,496,105</u>	<u>\$ 1,187,050</u>	<u>\$ 12,683,155</u>

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE D - INVESTMENTS (Continued)

A summary of the indexed portfolio investments at June 30, 2019 is as follows:

	<u>Cost</u>	<u>Unrealized Appreciation (Depreciation)</u>	<u>Market Value</u>
Domestic Equity	\$ 4,438,524	\$ 912,389	\$ 5,350,913
International Equity	830,667	47,324	877,991
Emerging Markets Equity	588,849	45,350	634,199
Aggregate Bond	2,741,570	43,194	2,784,764
	<u>\$ 8,599,610</u>	<u>\$ 1,048,257</u>	<u>\$ 9,647,867</u>

Investment return for June 30, 2020 consists of the following:

	<u>Total</u>	<u>Allocated to Supporting Organizations and Organization Endowments</u>	<u>Investment Return</u>
Interest and Dividends	\$ 783,766	\$ 335,701	\$ 448,065
Unrealized Gain / (Loss)	(1,957,877)	(577,665)	(1,380,212)
Realized Gain / (Loss)	1,368,389	676,910	691,479
Fees	(80,830)	(21,013)	(59,817)
	<u>\$ 113,448</u>	<u>\$ 413,933</u>	<u>\$ (300,485)</u>

Investment return for June 30, 2019 consists of the following:

	<u>Total</u>	<u>Allocated to Supporting Organizations and Organization Endowments</u>	<u>Investment Return</u>
Interest and Dividends	\$ 1,095,154	\$ 428,158	\$ 666,996
Unrealized Gain/(Loss)	(943,525)	1,782	(945,307)
Realized Gain/(Loss)	1,973,121	514,306	1,458,815
Fees	(99,736)	(28,299)	(71,437)
	<u>\$ 2,025,014</u>	<u>\$ 915,947</u>	<u>\$ 1,109,067</u>

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE D - INVESTMENTS (Continued)

Liquidity Restrictions - The following are restrictions on redemption of investments by investment type.

	<u>Amount</u>	<u>Liquidity Date or Other Restrictions</u>
International Equity Funds:		
	\$ 1,645,923	6/30/2023; 90 days written notice
	\$ 1,575,229	Quarterly withdrawals limited to 1/12 of Master Fund's Net Asset Value; 180 days written notice
Hedge Funds:		
	\$ 941,513	Quarterly withdrawals limited to 25% per quarter; 65 days written notice
	\$ 1,696,822	Quarterly withdrawals limited to 25% per quarter; 60-75 days written notice
	\$ 1,247,036	Quarterly withdrawals; 60 days written notice
	\$ 949,491	Quarterly withdrawals; 90 days written notice
	\$ 1,818,572	Semi-annual withdrawals limited to 16.67% per redemption; 6 months written notice
	\$ 1,515,023	10/31/2020; 60 days written notice; quarterly withdrawals limited to 25% per quarter
Large/Mid Cap Equity Fund:		
	\$ 2,192,939	Quarterly withdrawals limited to 25% per quarter; 45 days written notice
Small Cap Equity Fund:		
	\$ 2,289,466	11/30/2020; 90 days written notice

NOTE E - FAIR VALUE MEASUREMENTS

Fair value is an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. The Foundation uses a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1 measurement) and the lowest priority to unobservable inputs (Level 3 measurements). Additionally, assets that are quoted at a Net Asset Value (NAV) of the underlying assets as reported by the fund manager are reported at that NAV. The fair value hierarchy is classified as follows:

- (a) Level 1: Quoted prices in active markets for identical assets and liabilities.
- (b) Level 2: Quoted prices in active markets for similar assets or liabilities, or quoted prices for identical or similar assets or liabilities in markets that are not active, or inputs other than quoted prices that are observable for the asset or liability.

ADIRONDACK FOUNDATION

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2020

NOTE E - FAIR VALUE MEASUREMENTS (Continued)

(c) Level 3: Significant valuation assumptions not readily observable in a market.

The determination of what constitutes “observable” may require significant judgment. The Foundation considers observable data to be market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary, and provided by independent sources that are actively involved in the relevant market. The categorization of an investment within the fair value hierarchy is based upon pricing transparency of the investment and does not necessarily correspond to the quality of that investment or the risks associated with that investment.

Fair values for securities are based on quoted market prices or dealer quotes, where available. When quoted market prices are not available, fair values are based on quoted market prices of comparable instruments.

The following presents the investments at June 30, 2020 and 2019 that are measured at fair value on a recurring basis. Investments are classified in their entirety based on the lowest level of input that is significant to the fair value measurements:

	Total 2020	Level 1
Domestic Equity	\$ 19,348,447	\$ 19,348,447
International Equity	11,308,568	11,308,568
Fixed Income Domestic		
Short Term	3,058,192	3,058,192
Intermediate	8,865,834	8,865,834
Long-Term	1,762,589	1,762,589
Fixed Income International	2,361,407	2,361,407
Cash and Cash Equivalents	<u>2,603,568</u>	<u>2,603,568</u>
	49,308,605	<u>\$ 49,308,605</u>
Measured Using NAV	<u>15,872,014</u>	
Total Investments	<u>\$ 65,180,619</u>	
	Total 2019	Level 1
Domestic Equity	\$ 13,880,169	\$ 13,880,169
International Equity	10,118,220	10,118,220
Emerging Markets Equity	634,199	634,199
Aggregate Bonds	8,896,547	8,896,547
Cash and Cash Equivalents	<u>2,591,512</u>	<u>2,591,512</u>
	36,120,647	<u>\$ 36,120,647</u>
Measured Using NAV	<u>26,823,201</u>	
Total Investments	<u>\$ 62,943,848</u>	

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE E - FAIR VALUE MEASUREMENTS (Continued)

The investments measured using Net Asset Value (NAV) are used as a diversification strategy to reduce the volatility in the investment portfolio. They include limited partnerships, hedge funds, and funds of managed funds. These investments are not listed on national exchanges or over-the-counter markets, and quoted market prices are not available. The fair values of these investments are based on a review of information provided by fund managers. It is reasonably possible that the estimated fair values of these investments may change materially in the near term.

NOTE F - UNCONDITIONAL PROMISE TO GIVE

The Foundation has entered into a multi-year lease agreement for its office space with a term from July 1, 2017 through June 30, 2037. The parties have agreed to an annual gift-in-kind value of \$ 40,000. A 5% discount rate is used to arrive at the present fair value. As of June 30, 2020, the value of this unconditional promise to give and rents to be recorded in future years is as follows:

Gross Amount of Gift-In-Kind	\$ 720,000
Less discount at 5%	<u>(206,489)</u>
Fair Value of Gift-In-Kind	513,511
Less Current Year Fair Value of Donated Office Space	<u>(40,000)</u>
Remaining Fair Value of Donated Office Space	<u>\$ 473,511</u>

Amounts to be recorded as rent in future years are as follows:

Less than One Year	\$ 40,000
One to Five Years	200,000
Thereafter	<u>440,000</u>
Unconditional Promise to Give	680,000
Less Discount to Present Value	<u>(206,489)</u>
Net Unconditional Promise to Give	<u>\$ 473,511</u>

NOTE G - PROPERTY AND EQUIPMENT (NET)

Property and Equipment (Net) consists of the following:

	<u>2020</u>	<u>2019</u>
Furniture and Fixtures	\$ 12,000	\$ 12,000
Leasehold Improvements	<u>307,964</u>	<u>307,964</u>
	319,964	319,964
Less Accumulated Depreciation	<u>59,484</u>	<u>49,793</u>
Property and Equipment (Net)	<u>\$ 260,480</u>	<u>\$ 270,171</u>

Depreciation charged to operations for the years ended June 30, 2020 and 2019 was \$ 9,691 and \$ 11,405, respectively.

ADIRONDACK FOUNDATION

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2020

NOTE H - OTHER ASSETS

Adirondack Foundation is the sole owner and beneficiary of a life insurance policy which insures the life of the donor for \$ 400,000. The cash surrender value of this policy at June 30, 2020 and 2019 was \$ 44,227 and \$ 50,382, respectively, and is included in Other Assets. The annual premium paid by the Foundation is \$ 11,468. The net premium expense for the years ended June 30, 2020 and 2019 was \$ 17,623 and \$ 17,641, respectively.

NOTE I - FUNDS HELD AS ORGANIZATION ENDOWMENTS

When a Not-for-Profit Organization (NPO) establishes a fund at a community foundation with its own funds and specifies itself as the beneficiary of that fund, the community foundation must account for the transfer of such assets as a liability. The Foundation refers to such funds as organization endowments.

The Foundation maintains variance power and legal ownership of organization endowment funds and, as such, continues to report the funds as assets of the Foundation. A liability is established for the fair value of the funds.

At June 30, 2020, the Foundation held 58 organization endowment funds with a combined value of \$ 7,062,616. The following table summarizes activity in such funds during the year then ended:

Organization Endowment Fund Balances,	
July 1, 2019	\$ 7,477,037
Gifts Received	138,791
Investment Earnings	77,116
Realized Investment Gain/(Loss)	113,120
Unrealized Investment Gain/(Loss)	(223,927)
Fees and Expenses	(97,623)
Grants	<u>(421,897)</u>
Organization Endowment Fund Balances,	
June 30, 2020	<u>\$ 7,062,616</u>

NOTE J - SUPPORTING ORGANIZATIONS

Private Foundations, with approval from the IRS, can terminate their private foundation status and become a Supporting Organization of a publicly-supported organization that is not a private foundation. Both entities are strengthened by the relationship. By "supporting" the charitable purposes of a public foundation, such as Adirondack Foundation, the Organization is exempt from certain taxes and its donors are eligible for greater tax deductions. By divesting itself of the burdens of investment management and administration, the Organization can focus on its mission and impact.

On July 1, 2007, Bruce L. Crary Foundation (Crary Foundation) became a Supporting Organization of Adirondack Foundation. The current contract between the two organizations is for five years beginning July 1, 2017, and may be extended for successive five year terms upon agreement by both parties.

Crary Foundation offers scholarships to full-time undergraduate students who are residents of Clinton, Essex, Franklin, Hamilton, and Warren Counties located in New York State. Crary Foundation continues to be based at The Hand House in Elizabethtown, New York with its existing staff.

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE J - SUPPORTING ORGANIZATIONS (Continued)

On July 1, 2014, Lake Placid Education Foundation (LPEF) became a Supporting Organization of Adirondack Foundation. LPEF offers grants to schools, libraries, and other institutions, especially in Lake Placid, New York, for the purpose of advancing public welfare through education. The original contract with the Foundation was for five years beginning July 1, 2014. The contract was extended for five years by agreement dated September 30, 2019.

The net asset balance of supporting organization funds at Adirondack Foundation was \$ 15,661,056 as of June 30, 2020. The following table summarizes the activity during the year ended June 30, 2020:

Supporting Organization Fund Balance, July 1, 2019	\$ 15,877,982
Gifts Received	26,560
Investment Earnings	258,586
Realized Investment Gain/(Loss)	563,790
Unrealized Investment Gain/(Loss)	(353,738)
Fees and Expenses	(47,889)
Grants	<u>(664,235)</u>
 Supporting Organization Fund Balance, June 30, 2020	 <u>\$ 15,661,056</u>

The balance is carried as a liability in the accompanying statement of financial position.

NOTE K - LONG-TERM DEBT

The Foundation received a loan through the Paycheck Protection Program as provided under the U.S. Coronavirus Aid, Relief, and Economic Security (CARES) Act. The U.S. Small Business Administration has issued a 100% guarantee of the loan. The loan may be forgiven if the Foundation uses the funds to pay for payroll, rent and utilities. As of the date of these financial statements, the Foundation has applied for loan forgiveness.

As of June 30, 2020 the terms of the loan are as follows:

Adirondack Regional Federal Credit Union - Note dated May 1, 2020 for \$ 137,500; Interest at 1%; 24 monthly payments of \$ 5,813; matures September 28, 2022	\$ 137,500
Less Current Portion	<u>50,873</u>
Long Term Debt – Net of Current Portion	<u>\$ 86,627</u>

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE K - LONG-TERM DEBT (Continued)

Future principal payments on the note are as follows:

For the Year Ending June 30,	
2021	\$ 50,873
2022	69,203
2023	<u>17,424</u>
	<u>\$ 137,500</u>

NOTE L - NET ASSETS

Without Donor Restrictions

Net assets without donor restrictions at June 30, 2020 and 2019 are summarized as follows:

	<u>2020</u>	<u>2019</u>
Board Designated for Scholarships and Grants:		
Field of Interest Funds	\$ 8,760,916	\$ 7,938,097
Donor-Advised	14,113,895	12,322,477
Designated Funds	13,955,982	14,436,271
Scholarship Funds	2,546,231	2,646,730
Unrestricted Funds	3,621,069	2,641,386
Sponsoring Agency	<u>31,635</u>	<u>44,508</u>
Total Board Designated	43,029,728	40,029,469
Operating Funds (Undesignated)	<u>372,844</u>	<u>205,864</u>
	<u>\$ 43,402,572</u>	<u>\$ 40,235,333</u>

With Donor Restrictions

The gift agreement between the Estate of Alberta P. Moody and Adirondack Foundation created two restricted funds, the Alberta P. Moody Higher Education Fund and the Alberta P. Moody Library Fund. The gift agreement does not grant the Foundation variance power and, therefore, the Funds are reported as temporarily restricted net assets.

Annual fund distributions are required based on the Funds' average market value at the end of the three most recent annual periods. The distribution rates are 8% for the Higher Education Fund and 7% for the Library Fund. Distributions may be made from the Funds' principal or income, at the discretion of the Board of Trustees.

The Foundation has entered into a multi-year lease agreement for its office space, which has been recognized as a gift-in-kind contribution for the fair market value of the lease. (See Note F.) Lease expense will be released from restriction each year over the life of the lease.

Net assets with donor restrictions are available for the following purposes June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Gift-In-Kind Donation of Facility Use	\$ 473,511	\$ 490,963
Moody Library Fund	129,655	141,680
Moody Higher Education Fund	<u>76,225</u>	<u>84,981</u>
	<u>\$ 679,391</u>	<u>\$ 717,624</u>

ADIRONDACK FOUNDATION

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2020

NOTE M - ENDOWMENTS

Net Asset Classifications

The Foundation is governed by its Governing Documents. The Board of Trustees, on the advice of legal counsel, has determined that the majority of contributions are subject to the terms of its Governing Documents. Certain contributions are received subject to other gift instruments, or are subject to specific agreements with the Foundation.

Under the terms of the Governing Documents, the Board of Trustees has the ability to distribute so much of the corpus of any separate gift, bequest or fund as the Board in its sole discretion shall determine. As a result of the ability to distribute corpus, all contributions not classified as donor restricted are classified as net assets without donor restrictions for financial statement purposes.

Interpretation of Relevant Law

The Foundation operates under the New York Prudent Management of Institutional Funds Act (NYPMIFA). This is New York State's version of the Uniform Prudent Management of Institutional Funds Act and governs the management and investment of funds held by not-for-profit corporations and other institutions.

Under NYPMIFA, institutions are allowed to spend endowment funds below their original historic dollar value without government approval or attorney general review if the institution's Board concludes that such spending is prudent.

NYPMIFA provides that each person responsible for management and investing an institution's fund does so in good faith and with the care that an ordinarily prudent person would exercise under similar circumstances. NYPMIFA sets forth basic requirements for establishing the standard of prudence, including a requirement that an institution make a reasonable effort to verify facts relevant to the management and investment of the fund.

The Foundation's endowment consists of 140 board-designated and funds with donor restrictions designated to function as endowments.

Endowment type net assets by type of fund consist of the following at June 30, 2020:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Funds	\$ -	\$ 205,880	\$ 205,880
Board-Designated Funds	<u>34,331,880</u>	<u>-</u>	<u>34,331,880</u>
	<u>\$ 34,331,880</u>	<u>\$ 205,880</u>	<u>\$ 34,537,760</u>

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE M - ENDOWMENTS (Continued)

Changes in endowment type net assets for the fiscal year ended June 30, 2020:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Net Assets, Beginning of Year	\$ 32,772,375	\$ 226,662	\$ 32,999,037
Investment Return	(223,593)	(1,197)	(224,790)
Contributions	3,792,646	-	3,792,646
Reclassifications	(251,954)	-	(251,954)
Appropriation for Expenditure	<u>(1,757,594)</u>	<u>(19,585)</u>	<u>(1,777,179)</u>
Endowment Net Assets, End of Year	<u>\$ 34,331,880</u>	<u>\$ 205,880</u>	<u>\$ 34,537,760</u>

Endowment type net assets by type of fund consist of the following at June 30, 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Funds	\$ -	\$ 226,662	\$ 226,662
Board-Designated Funds	<u>32,772,375</u>	<u>-</u>	<u>32,772,375</u>
	<u>\$ 32,772,375</u>	<u>\$ 226,662</u>	<u>\$ 32,999,037</u>

Changes in endowment type net assets for the fiscal year ended June 30, 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Net Assets, Beginning of Year	\$ 31,846,856	\$ 240,495	\$ 32,087,351
Investment Return	891,054	6,025	897,079
Contributions	1,932,926	-	1,932,926
Reclassifications	(259,100)	-	(259,100)
Appropriation for Expenditure	<u>(1,639,361)</u>	<u>(19,858)</u>	<u>(1,659,219)</u>
Endowment Net Assets, End of Year	<u>\$ 32,772,375</u>	<u>\$ 226,662</u>	<u>\$ 32,999,037</u>

Return Objectives and Risk Parameters

The Foundation has established investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by those endowments while seeking to maintain the purchasing power of the endowment assets.

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE M - ENDOWMENTS (Continued)

Strategies Employed for Achieving Objectives

To satisfy its long-term rate of return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that places an emphasis on equity-based investments to achieve its long-term return objectives within prudent risk restraints.

The spending policy for endowment funds is set by the Board at 5% per annum of the average market value of assets at the end of the trailing twelve calendar quarters including income, realized gains and losses, unrealized appreciation and depreciation, and in some cases, principal. This rate may be adjusted from time to time depending on investment performance or other factors. For certain endowment funds the Board may approve a different rate, depending on donor objectives. This policy is designed to maintain the purchasing power of the endowment assets, as well as provide additional real growth through new gifts and investment return.

NOTE N - RELATED PARTY AND SIGNIFICANT DONORS

During the year ended June 30, 2020, 14 Board members donated \$ 497,033 to the Foundation. Also during the year ended June 30, 2020, 53% of contributions came from 14 donors.

NOTE O - RETIREMENT PLAN

The Foundation offers a Savings Incentive Match Plan for Employees (SIMPLE) IRA to its eligible employees. The Foundation provides an annual 3% contribution to this plan for all employees who are at least 21 years old and have performed services for the Foundation for at least 30 days. The Foundation's contribution to this plan for the years ended June 30, 2020 and 2019 was \$ 13,882 and \$ 11,487, respectively.

NOTE P - COMMITMENTS AND CONTINGENCIES

1. Operating Lease

The Foundation has entered into a multi-year operating lease for its office space with a term from July 1, 2017 through June 30, 2037. The lease calls for no monthly payments of rent for the term of the lease. The statements of activities reflect the fair value of the lease at \$ 40,000 for the years ended June 30, 2020 and 2019. (See Note F.)

ADIRONDACK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2020

NOTE P - COMMITMENTS AND CONTINGENCIES (Continued)

2. Concentrations of Credit Risk – Cash

The Foundation maintains operating cash balances at three financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to certain limits. At times during the year, bank deposits may be in excess of amounts insured by the FDIC. At June 30, 2020, the carrying amount of cash deposits was \$ 1,251,984. The bank balances were \$ 1,470,963 categorized as follows:

Amount Insured by FDIC	\$ 567,500
Uninsured	<u>903,463</u>
Total Bank Balances	<u>\$ 1,470,963</u>

3. Risks and Uncertainties

The Foundation has investments in a combination of cash, fixed income and equity securities, mutual funds, limited partnerships and hedge funds. Investments are exposed to various risks such as interest rate, market, and credit. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the net assets of the Foundation.