

**Making It Better  
(DBA Literacy Now)**

Financial Statements  
and Independent Auditors' Report  
for the years ended July 31, 2022 and 2021

# Literacy Now

## Table of Contents

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	Page
<b>Independent Auditors' Report</b>	1
<b>Financial Statements:</b>	
Statements of Financial Position as of July 31, 2022 and 2021	3
Statement of Activities for the year ended July 31, 2022	4
Statement of Activities for the year ended July 31, 2021	5
Statements of Functional Expenses for the years ended July 31, 2022 and 2021	6
Statements of Cash Flows for the years ended July 31, 2022 and 2021	7
Notes to Financial Statements for the years ended July 31, 2022 and 2021	8

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## Independent Auditors' Report

To the Board of Directors of  
Literacy Now:

### Report on the Audit of the Financial Statements

#### *Opinion*

We have audited the financial statements of Making It Better (DBA Literacy Now), which comprise the statements of financial position as of July 31, 2022 and 2021, and the related statements of activities, of functional expenses, and of cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Literacy Now as of July 31, 2022 and 2021, 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.

#### *Basis for Opinion*

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Literacy Now and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Responsibilities of Management for the Financial Statements*

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Literacy Now's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

#### *Auditors' Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and

therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Literacy Now's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Literacy Now's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

*Blazek & Vetterling*

December 9, 2022

## Literacy Now

### Statements of Financial Position as of July 31, 2022 and 2021

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	<u>2022</u>	<u>2021</u>
ASSETS		
Cash	\$ 987,598	\$ 684,817
Accounts receivable	17,419	
Contributions receivable ( <i>Note 3</i> )	315,975	2,490
Prepaid expenses and other receivables	40,558	44,837
Investments	<u>204,945</u>	<u>155,487</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 1,566,495</u></b>	<b><u>\$ 887,631</u></b>
LIABILITIES AND NET ASSETS		
Liabilities:		
Accounts payable	\$ 8,381	\$ 27,702
Accrued payroll liabilities	46,352	21,214
Deferred revenue	5,000	15,000
Refundable advance – special event	25,800	20,000
Refundable advance – Paycheck Protection Program ( <i>Note 2</i> )	<u>          </u>	<u>188,743</u>
Total liabilities	<u>85,533</u>	<u>272,659</u>
Net assets:		
Without donor restrictions	1,170,512	612,482
With donor time restrictions	<u>310,450</u>	<u>2,490</u>
Total net assets	<u>1,480,962</u>	<u>614,972</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 1,566,495</u></b>	<b><u>\$ 887,631</u></b>

*See accompanying notes to financial statements.*

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## Literacy Now

Statement of Activities for the year ended July 31, 2022

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	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
REVENUE:			
Contributions:			
Cash and other financial assets	\$ 1,166,444	\$ 440,450	\$ 1,606,894
Government grants (Note 2)		188,743	188,743
Nonfinancial assets (Note 4)	332,655		332,655
Special events:			
Cash and other financial assets	531,656		531,656
Nonfinancial assets	58,872		58,872
Direct donor benefits	(78,788)		(78,788)
Program fees	360,748		360,748
Investment return and other income	4,810		4,810
Total revenue	<u>2,376,397</u>	<u>629,193</u>	<u>3,005,590</u>
Net assets released from restrictions:			
Release of time restrictions	52,490	(52,490)	
Program expenditures	<u>268,743</u>	<u>(268,743)</u>	
Total	<u>2,697,630</u>	<u>307,960</u>	<u>3,005,590</u>
EXPENSES:			
Program services	1,623,503		1,623,503
Management and general	143,244		143,244
Fundraising	<u>372,853</u>		<u>372,853</u>
Total expenses	<u>2,139,600</u>		<u>2,139,600</u>
CHANGES IN NET ASSETS	558,030	307,960	865,990
Net assets, beginning of year	<u>612,482</u>	<u>2,490</u>	<u>614,972</u>
Net assets, end of year	<u>\$ 1,170,512</u>	<u>\$ 310,450</u>	<u>\$ 1,480,962</u>

*See accompanying notes to financial statements.*

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## Literacy Now

Statement of Activities for the year ended July 31, 2021

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	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
REVENUE:			
Contributions:			
Cash and other financial assets	\$ 834,119	\$ 145,890	\$ 980,009
Government grants ( <i>Note 2</i> )		160,450	160,450
Nonfinancial assets ( <i>Note 4</i> )	157,708		157,708
Special events:			
Cash and other financial assets	270,049		270,049
Nonfinancial assets	36,987		36,987
Direct donor benefits	(27,067)		(27,067)
Program fees	163,000		163,000
Investment return and other income	1,976		1,976
Total revenue	1,436,772	306,340	1,743,112
Net assets released from restrictions:			
Release of time restrictions	63,500	(63,500)	
Program expenditures	310,850	(310,850)	
Total	1,811,122	(68,010)	1,743,112
EXPENSES:			
Program services	1,048,145		1,048,145
Management and general	149,683		149,683
Fundraising	243,307		243,307
Total expenses	1,441,135		1,441,135
CHANGES IN NET ASSETS	369,987	(68,010)	301,977
Net assets, beginning of year	242,495	70,500	312,995
Net assets, end of year	\$ 612,482	\$ 2,490	\$ 614,972

*See accompanying notes to financial statements.*

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## Literacy Now

### Statements of Functional Expenses for the years ended July 31, 2022 and 2021

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	<u>PROGRAM SERVICES</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>2022 TOTAL</u>
Salaries, taxes, and benefits	\$ 1,179,109	\$ 101,501	\$ 188,483	\$ 1,469,093
Classroom space rental	225,050			225,050
Professional fees	56,440	30,731	121,112	208,283
Supplies and office expenses	105,519	6,015	46,716	158,250
Professional development and travel	43,905	1,058	2,467	47,430
Insurance	8,897	1,709		10,606
Subscriptions and dues			8,276	8,276
Other	<u>4,583</u>	<u>2,230</u>	<u>5,799</u>	<u>12,612</u>
Total expenses	<u>\$ 1,623,503</u>	<u>\$ 143,244</u>	<u>\$ 372,853</u>	2,139,600
Direct donor benefits				<u>78,788</u>
Total				<u>\$ 2,218,388</u>

	<u>PROGRAM SERVICES</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>2021 TOTAL</u>
Salaries, taxes, and benefits	\$ 811,636	\$ 104,607	\$ 181,017	\$ 1,097,260
Classroom space rental	123,400			123,400
Professional fees	17,904	38,112	17,563	73,579
Supplies and office expenses	84,204	3,725	34,167	122,096
Professional development and travel	4,197	857	1,504	6,558
Insurance	6,735	1,709		8,444
Subscriptions and dues			5,007	5,007
Other	<u>69</u>	<u>673</u>	<u>4,049</u>	<u>4,791</u>
Total expenses	<u>\$ 1,048,145</u>	<u>\$ 149,683</u>	<u>\$ 243,307</u>	1,441,135
Direct donor benefits				<u>27,067</u>
Total				<u>\$ 1,468,202</u>

*See accompanying notes to financial statements.*

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## Literacy Now

### Statements of Cash Flows for the years ended July 31, 2022 and 2021

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	<u>2022</u>	<u>2021</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Changes in net assets	\$ 865,990	\$ 301,977
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Unrealized gain on investments	(1,502)	
Donated marketable securities	(47,716)	
Changes in operating assets and liabilities:		
Accounts receivable	(17,419)	
Contributions receivable	(313,485)	61,010
Prepaid expenses and other receivables	4,279	(9,406)
Accounts payable	(19,321)	8,238
Accrued payroll liabilities	25,138	377
Deferred revenue	(10,000)	15,000
Refundable advance	<u>(182,943)</u>	<u>48,293</u>
Net cash provided by operating activities	<u>303,021</u>	<u>425,489</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Net purchase of certificate of deposit	<u>(240)</u>	<u>(485)</u>
<b>NET CHANGE IN CASH</b>	<b>302,781</b>	<b>425,004</b>
Cash, beginning of year	<u>684,817</u>	<u>259,813</u>
Cash, end of year	<u>\$ 987,598</u>	<u>\$ 684,817</u>

*See accompanying notes to financial statements.*

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## Literacy Now

Notes to Financial Statements for the years ended July 31, 2022 and 2021

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### NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Organization – Making It Better (DBA Literacy Now) is a non-profit corporation incorporated in 2006 under the laws of the State of Texas for the purpose of transforming communities by empowering children and families through literacy, leadership, and life skills. Literacy Now operates in 10 Houston Independent School District (HISD) campuses and multiple community sites.

Federal income tax status – Literacy Now is exempt from federal income tax under §501(c)(3) of the Internal Revenue Code and is classified as a public charity under §509(a)(1) and §170(b)(1)(A)(vi).

Contributions receivable that are expected to be collected within one year are reported at net realizable value. Amounts that are expected to be collected in future years are discounted to estimate the present value of future cash flows, if material. Discounts are computed using risk free interest rates applicable to the years in which the promises are received. Amortization of discounts is included in contribution revenue. An allowance for uncollectible contributions receivable is estimated based on management's periodic evaluation of past loss experience, and known adverse situations that may affect the donor's ability to pay.

Investments include marketable equity securities which are reported at fair value and a one-year non-negotiable certificate of deposit valued at face value plus accrued interest, which approximates fair value. Net investment return consists of interest and dividends, realized and unrealized gains and losses, net of external and direct internal investment expenses.

Net asset classification – Net assets, revenue, gains, and losses are classified based on the existence or absence of donor-imposed restrictions, as follows:

- *Net assets without donor restrictions* are not subject to donor-imposed restrictions even though their use may be limited in other respects such as by contract or board designation.
- *Net assets with donor restrictions* are subject to donor-imposed restrictions. Restrictions may be temporary in nature, such as those that will be met by the passage of time or use for a purpose specified by the donor, or may be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Net assets are released from restrictions when the stipulated time has elapsed, or purpose has been fulfilled, or both.

Contributions and government grants are recognized as revenue at fair value when an unconditional commitment is received from the donor. Contributions and government grants received with donor stipulations that limit their use are classified as *with donor restrictions*. Conditional contributions and government grants are subject to one or more barriers that must be overcome before Literacy Now is entitled to receive or retain funding. Conditional contributions and government grants are recognized in the same manner when the conditions have been met. Funding received before conditions are met is reported as a refundable advance.

Nonfinancial asset contributions – Donated materials and use of facilities are recognized as contributions at estimated fair value when an unconditional commitment is received from the donor. The related expense is recognized as the item is used. Contributions of services are recognized when services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Special events revenue is the total amount paid by sponsors and attendees of an event and includes elements of both contributions and exchange transactions. Special events revenue is recognized when the events occur. Amounts received in advance are reported as a refundable advance. Direct donor benefits represent the cost of goods and services provided to attendees of special events.

Program fees and accounts receivable are primarily derived from contract services for literacy programs with HISD and community organizations. Program fees are recognized over time as services are provided. All performance obligations related to program fees are satisfied within the fiscal year. Program fees are due in accordance with the scheduled payments outlined in each contract. Program fees collected in advance of the period of services are deferred until performance obligations are met. Deferred revenue totaled \$5,000 and \$15,000 at July 31, 2022 and 2021, respectively. There was no deferred revenue at July 31, 2020. Accounts receivable related to program fees at July 31, 2022 and 2020 are \$17,419 and \$2,400, respectively. There were no accounts receivable related to program fees at July 31, 2021.

Functional allocation of expenses – Expenses are reported by their functional classification. Program services are the direct conduct or supervision of activities that fulfill the purposes for which the organization exists. Fundraising activities include the solicitation of contributions of money, securities, materials, facilities, other assets, and time. Management and general activities are not directly identifiable with specific program or fundraising activities. Expenses that are attributable to more than one activity are allocated among the activities benefitted. Salaries and related costs are allocated on the basis of estimated time and effort expended. Information technology and communications, occupancy and insurance are allocated based on payroll costs.

Estimates – Management must make estimates and assumptions to prepare financial statements in accordance with generally accepted accounting principles. These estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, the amounts reported as revenue and expenses, and the allocation of expenses among various functions. Actual results could vary from the estimates that were used.

Adoption of accounting standard – Accounting Standards Update (ASU) 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, required contributed nonfinancial assets to be presented as a separate line item in the statement of activities, apart from contributions of cash and other financial assets and required disclosure about the measurement and use of types of contributed nonfinancial assets. The ASU was retroactively adopted as of August 1, 2020 and had not impact on changes in net assets, but resulted in additional disclosures.

## NOTE 2 – LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use within one year of July 31 comprise the following:

	<u>2022</u>	<u>2021</u>
Financial assets:		
Cash	\$ 987,598	\$ 684,817
Accounts receivable	17,419	
Contributions receivable	315,975	2,490
Investments	<u>204,945</u>	<u>155,487</u>
Total financial assets available for general expenditure	<u>\$ 1,525,937</u>	<u>\$ 842,794</u>

For purposes of analyzing resources available to meet general expenditures over a 12-month period, Literacy Now considers all expenditures related to its ongoing activities of providing literacy programs, as well as the conduct of services undertaken to support those activities, to be general expenditures.

As a result of COVID-19, Literacy Now had to provide services remotely as school campuses and community sites were closed. To mitigate the financial impact, Literacy Now applied for a Paycheck Protection Program (PPP) loan of \$160,450 in April 2020 and a Second Draw PPP loan of \$188,743 in February 2021. The PPP loans could be forgiven, in whole or in part, if funds were used within a specified period for allowable expenses. Literacy Now received notice of forgiveness on the first loan during February 2021 and recognized it as government grant revenue in fiscal year 2021. Notice of forgiveness of the Second Draw PPP Loan was received in January 2022 and it was recognized as government grant revenue in fiscal year 2022.

### NOTE 3 – CONTRIBUTIONS RECEIVABLE

Contributions receivable at July 31, 2022 are expected to be collected as follows:

2023	\$ 240,975
2024	25,000
2025	25,000
2026	<u>25,000</u>
Total contributions receivable	<u>\$ 315,975</u>

At July 31, 2022, contributions from two donors accounted for 75% of contributions receivable.

### NOTE 4 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

Generally accepted accounting principles require that certain assets and liabilities be reported at fair value and establish a hierarchy that prioritizes inputs used to measure fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The three levels of the fair value hierarchy are as follows:

- *Level 1* – Inputs are unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the reporting date.
- *Level 2* – Inputs are other than quoted prices included in Level 1, which are either directly observable or can be derived from or corroborated by observable market data at the reporting date.
- *Level 3* – Inputs are not observable and are based on the reporting entity’s assumptions about the inputs market participants would use in pricing the asset or liability.

Investments are comprised of the following:

	<u>2022</u>	<u>2021</u>
Certificate of deposit	\$ 155,717	\$ 155,487
Common stock	<u>49,228</u>	<u>          </u>
Total financial assets available for general expenditure	<u>\$ 204,945</u>	<u>\$ 155,487</u>

Valuation methods used for assets measured at fair value are as follows:

- *Common stock* is valued at the closing price reported on the active market on which the individual securities are traded and is classified in the Level 1 fair value hierarchy.
- *Certificate of deposit* is valued at cost plus accrued interest which approximates fair value and is classified in the Level 2 fair value hierarchy.

#### NOTE 5 – CONTRIBUTED NONFINANCIAL ASSETS

Contributed nonfinancial assets, none of which had donor restrictions, were recognized during the year ended July 31, 2022 as follows:

<u>CONTRIBUTED NONFINANCIAL ASSETS</u>	<u>MONETIZED OR UTILIZED IN PROGRAMS/ACTIVITIES</u>	<u>VALUATION TECHNIQUES AND INPUTS</u>	<u>FISCAL YEAR 2022</u>	<u>FISCAL YEAR 2021</u>
Donated space	Program	Rent charged for comparable space	\$ 225,050	\$ 123,400
Auction items for special events	Fundraising	Actual amount contributed by donors at auction	58,872	36,987
Use of bus	Program	Average fee charged for charter bus rental	25,650	
Professional services	\$9,735 program; \$15,765 fundraising	Comparable vendor rates	25,500	2,200
Fundraising consultant	Fundraising	Amount paid by donor on behalf of organization	21,875	
Books	Program	Average price of comparable books	15,062	12,136
Legal services	Program	Actual hours provided times average rate	12,543	19,000
Binder and color copies for program manuals	Program	Based on actual costs of similar items	6,975	547
Professional development	Program	Comparable vendor rates	<u>          </u>	<u>125</u>
Total			<u>\$ 391,527</u>	<u>\$ 194,395</u>

## **NOTE 6 – SUBSEQUENT EVENTS**

Management has evaluated subsequent events through December 9, 2022, which is the date that the financial statements were available for issuance. As a result of this evaluation, no events were identified that are required to be disclosed or would have a material impact on reported net assets or changes in net assets.

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