**Financial Report** 

**December 31, 2020** 

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Reaching U, A Foundation for Uruguay

#### **Report on the Financial Statements**

We have audited the accompanying financial statements of Reaching U, A Foundation for Uruguay ("Reaching U"), a not-for-profit organization, which comprise the statements of financial position as of December 31, 2020 and 2019, and 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 audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Reaching U, A Foundation for Uruguay as of December 31, 2020 and 2019, and the changes in its net assets, its functional expenses, and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

New York, NY June 16, 2021

Gula Palestin Roffach Fried PC

**Statements of Financial Position As of December 31, 2020 and 2019** 

	2020	2019
ASSETS  Cash and cash equivalents Grants and contributions receivable  Total assets	\$ 1,424,914 <u>85,000</u> \$ 1,509,914	\$ 1,090,850
LIABILITIES AND NET ASSETS LIABILITIES		
Accounts payable and accrued expenses	\$ 44,779	\$ 28,752
Grants payable	18,104	4,985
Total liabilities	62,883	33,737
NET ASSETS		
Without donor restrictions		
Board designated	460,000	460,000
Undesignated	953,913	606,189
Total without donor restrictions	1,413,913	1,066,189
With donor restrictions	33,118	63,948
Total net assets	1,447,031	1,130,137
Total liabilities and net assets	\$ 1,509,914	\$ 1,163,874

REACHING U, A FOUNDATION FOR URUGUAY Statements of Activities For the Years Ended December 31, 2020 and 2019

	2020					2019						
	Without Donor			th Donor				hout Donor	With Donor			
	Rest	trictions	Re	strictions		Total	R	estrictions	Restrictions			Total
REVENUE AND SUPPORT:												
Grants and contributions	\$	482,971	\$	209,868	\$	692,839	\$	58,010	\$	170,302	\$	228,312
Funraising events (including in-kind goods amounts												
of \$0 in 2020 and \$2,663 in 2019, respectively)		553,809		-		553,809		709,293		-		709,293
Interest and other income		(26)		-		(26)		-		-		-
	1	,036,754		209,868		1,246,622		767,303		170,302		937,605
Net assets released from restrictions				·				·		•		
Satisfication of program restrictions		240,698		(240,698)				137,302		(137,302)		
Total revenue and support	1	,277,452		(30,830)		1,246,622		904,605		33,000		937,605
EXPENSES:												
Program services		678,336		-		678,336		639,678		-		639,678
Management and general		92,781		-		92,781		86,962		-		86,962
Fundraising:												
General		102,442		-		102,442		53,399		-		53,399
Special events		56,169		-		56,169		195,548		-	_	195,548
Total expenses		929,728			_	929,728		975,587				975,587
Change in net assets		347,724		(30,830)		316,894		(70,982)		33,000		(37,982)
Net assets, beginning of year	1	,066,189	_	63,948		1,130,137		1,137,171		30,948		1,168,119
Net assets, end of year	<u>\$ 1</u>	,413,913	\$	33,118	\$	1,447,031	\$	1,066,189	\$	63,948	\$	1,130,137

REACHING U
A FOUNDATION FOR URUGUAY

Statement of Functional Expenses For the Year Ended December 31, 2020

	Programs						Supp	-		
		Zero	Principal				Management	Fundrai	sing	_
	Better	Fee	and Teacher	Early			and	Fundraising	Special	2020
	Learning	<b>Education</b>	<u>Training</u>	Childhood	Others	Total	General	General	Events	Total
EXPENSES:										
Program and charitable grants	\$ 109,035	\$ 56,671	\$ 262,523	\$ 33,795	\$ 122,571	\$ 584,595	\$ -	\$ -	\$ -	\$ 584,595
Salaries and related costs	4,362	8,724	21,807	6,978	45,360	87,231	43,613	87,231	-	218,075
Auction fees and commissions	-	-	-	-	-	-	-	-	20,409	20,409
Accounting and auditing fees	-	-	-	-	-	-	18,611	-	-	18,611
Marketing and promotion	-	-	-	-	-	-	1,760	6,275	3,386	11,421
Space rental	-	-	-	-	142	142	-	112	9,144	9,398
Bank charges and processing fees	-	-	-	-	-	-	7,645	-	-	7,645
Telephone and internet	-	-	-	-	-	-	1,350	4,384	-	5,734
Office expenses	-	-	-	-	-	-	5,109	-	-	5,109
Professional fees	-	-	-	-	-	-	4,956	-	-	4,956
Insurance	29	58	144	46	299	576	2,687	575	-	3,838
Printing and copying	-	-	-	-	-	-	-	1,740	2,015	3,755
Licenses and fees	-	-	-	-	-	-	3,281	-	-	3,281
Postage	-	-	-	-	-	-	1,214	-	-	1,214
Consultants	-	-	-	-	-	-	-	813	-	813
Catering and program	-	-	-	-	24	24	-	-	-	24
Travel, meetings, and conferences	-	-	-	-	-	-	18	-	-	18
Miscellaneous			4,014		1,754	5,768	2,537	1,312	21,215	30,832
Total expenses	\$ 113,426	\$ 65,453	\$ 288,488	\$ 40,819	\$ 170,150	\$ 678,336	\$ 92,781	\$ 102,442	\$ 56,169	\$ 929,728

REACHING U
A FOUNDATION FOR URUGUAY

Statement of Functional Expenses
For the Year Ended December 31, 2019

					Pro	ogr	ams				Supporting Services									
			Zero	F	Principal	,	Social Emotional				Management		gement Fund		draising		_			
	Better		Fee	an	d Teacher		Learning and					and	Fu	ndraising	;	Special	2019			
	<u>Learning</u>	<u>E</u>	ducation	]	<u>Fraining</u>		<u>Tutoring</u>	Others	_	Total	General		General		General		Events		Total	
EXPENSES:																				
Program and charitable grants	\$ 178,926	\$	113,125	\$	101,781	\$	129,814	\$ 17,972	\$	541,618	\$	_	\$	_	\$	-	\$ 541,618			
Salaries and related costs	24,406		21,556		18,596		31,441	1,875		97,874		48,937		48,937		-	195,748			
Catering and program	-		=		_		-	-		-		-		-		85,963	85,963			
Accounting and auditing fees	-		-		-		-	-		-		15,196		-		-	15,196			
Auction fees and commissions	-		-		-		-	-		-		-		-		9,420	9,420			
Space rental	-		-		-		-	-		-		-		-		7,540	7,540			
Travel, meetings, and conferences	-		-		-		-	-		-		4,605		-		1,920	6,525			
Marketing and promotion	-		-		-		-	-		-		-		1,838		4,456	6,294			
Professional fees	-		-		-		-	-		-		5,194		-		-	5,194			
Printing and copying	-		-		-		-	-		-		40		-		3,960	4,000			
Consultants	-		-		-		-	-		-		-		-		3,500	3,500			
Bank charges and processing fees	-		-		-		-	-		-		419		2,531		-	2,950			
Insurance	46		41		35		60	4		186		2,494		93		-	2,773			
Telephone and internet	-		-		-		-	-		-		791		-		-	791			
Licenses and fees	-		-		-		-	-		-		738		-		-	738			
Office expenses	-		-		-		-	-		-		602		-		-	602			
Postage	-		-		-		-	-		-		242		-		-	242			
Miscellaneous		_	_				-		_			7,704			_	78,789	86,493			
Total expenses	\$ 203,378	\$	134,722	\$	120,412	\$	161,315	\$ 19,851	\$	639,678	\$	86,962	\$	53,399	\$	195,548	\$ 975,587			

Statements of Cash Flows For the Years Ended December 31, 2020 and 2019

	 2020		2019
Cash flows from operating activities:			
Change in net assets	\$ 316,894	\$	(37,982)
Adjustments to reconcile increase in net assets to net cash used			
in operating activities:			
Changes in operating assets and liabilities			
(Increase) decrease in grants and contributions receivable	(11,976)		22,626
Decrease in prepaid expenses	-		1,500
Increase (decrease) in accounts payable and accrued expenses	16,027		(4,070)
Increase in grant payable	 13,119		4,985
Net cash provided by (used in) operating activities and net increase			
(decrease) in cash and cash equivalents	334,064		(12,941)
Cash and cash equivalents, beginning of year	 1,090,850		1,103,791
Cash and cash equivalents, end of the year	\$ 1,424,914	\$ ^	1,090,850

Notes to Financial Statements December 31, 2020 and 2019

#### **NOTE 1. ORGANIZATION**

Founded in 2001, Reaching U, A Foundation for Uruguay ("Reaching U") is a Delaware not-for-profit organization, based in Miami, Florida. Reaching U promotes initiatives and strengthens organizations that offer educational opportunities so that all Uruguayans living in poverty can develop their full potential.

COVID-19 didn't have a material effect on the financial position of Reaching U in 2020 because it adapted its fundraising model successfully, revised its portfolio to ensure that programs could be executed albeit virtually, and embarked in a five-year strategic plan, to leverage the transformation that the pandemic has brought to the world of not for profits.

Reaching U is exempt from Federal Income Tax as an organization described in Section 501(c)(3) of the Internal Revenue Code and has been classified as an organization that is not a private foundation under Section 509 (a)(2).

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Presentation

The Organization reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

<u>Net Assets without Donor Restrictions</u>: These net assets generally result from revenues generated by receiving contributions that have no donor restrictions, providing services, and receiving interest from operating investments, less expenses incurred in providing program related services, raising contributions, and performing administrative functions.

<u>Net Assets with Donor Restrictions</u>: These net assets result from gifts of cash and other assets that are received with donor stipulations that limit the use of the donated assets, either temporarily or permanently, until the donor restriction expires, that is until the stipulated time restriction ends or the purpose of the restriction is accomplished, the net assets are restricted.

#### Cash and Cash Equivalents

Reaching U considers all liquid financial instruments with original maturity dates of ninety days or less when acquired to be cash equivalents.

**Notes to Financial Statements December 31, 2020 and 2019** 

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

#### Investment Policy and Objective

Investments in securities with readily determinable fair values are measured at fair value in the accompanying statement of financial position. Realized and unrealized gains or losses are reported in the accompanying statements of activities as increases and decreases in net assets. Reaching U's primary investment objective is to maximize total return with minimal risk. The stated goal is to preserve capital intended for Reaching U's charitable mission while generating cash flows to support current operations.

#### **Grants and Contributions**

Reaching U records contributions and grants, both cash and in-kind, when an unconditional promise to give such assets is received from a donor. Contributions and grants are recorded at the fair market value of the assets received and are classified as either net assets without donor restriction, or net assets with donor restriction, depending on whether the donor has imposed a restriction on the use of such assets.

Contributions received are recorded as increases in net assets without donor restrictions or net asset with donor restrictions depending on the existence and/or nature of any donor restrictions.

When restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributions and grants receivable that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on these amounts are computed using a risk-free interest rate determined in the year in which the contribution originates. Amortization of the discount is included in contribution revenue. Reaching U received no multiyear promises to give during the years ended December 31, 2020 and 2019.

Reaching U periodically evaluates the balances in the various account receivable categories as well as the status of any significant past due accounts to determine if any balances are uncollectible. When management determines that a receivable is uncollectible, the balance is removed from the receivables balance and is charged directly against operations. Subsequent recoveries of amounts previously written off are credited directly to revenue.

Notes to Financial Statements December 31, 2020 and 2019

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

#### In-Kind Contributions

In-kind contributions are reflected as revenue and expense in the accompanying financial statements at estimated fair market value at time of donation.

## Property and Equipment

Reaching U capitalizes property and equipment with an expected useful life of more than one year. Depreciation and amortization of property and equipment are provided on the straight-line method over the expected useful lives of the assets.

#### Functional Expenses Allocation

Reaching U has summarized the costs of providing the various programs and other activities on functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management determined such allocations in accordance with grant provisions and/or other equitable bases.

#### Income Taxes

Reaching U has adopted Accounting Standards Codification ("ASC") 740 "Income Taxes." ASC 740 requires that a tax position be recognized or derecognized based on a "more likely than not" threshold. This applies to positions taken or expected to be taken in a tax return. The adoption of this guidance did not have an impact on Reaching U's financial statements, as management believes that there are no uncertain tax positions within its financial statements.

Reaching U has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; determine its filing and tax obligations in jurisdictions for which it was nexus; and to review other matters that may be considered tax positions.

Reaching U's Form 990, *Return of Organization Exempt from Income Tax*, for the years ending December 31, 2017, 2018 and 2019 are subject to examination by the IRS, generally for three years after they were filed.

#### Liquidity and Availability of Financial Resources

Reaching U regularly monitors liquidity to meet its cash flow requirements and operating needs. The availability of financial assets is primarily affected by management designation, the nature of the underlying assets, external limitations exposed by donors or contracts with others.

Notes to Financial Statements December 31, 2020 and 2019

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#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

#### Concentration of Credit Risk

Financial instruments that potentially subject Reaching U to concentrations of credit risk consist primarily of cash and cash equivalents. Reaching U maintains cash and cash equivalent balances in various bank accounts that, at times, may exceed federally insured limits. Reaching U's cash accounts were placed with high credit quality financial institutions. Reaching U has not experienced, nor does it anticipate, any losses in such accounts. At December 31, 2020 and 2019, Reaching U had uninsured cash balance of \$1,021,611 and \$836,875, respectively.

### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform to current year presentation.

### FASB ASC 606 New Accounting Guidance Implementation

Reaching U adopted the provisions of the FASB's ASC Topic 606, *Revenue from Contracts with Customers* (Topic 606), with an initial date of application of December 31, 2018, and a deferred implementation adoption date for the year end December 31, 2020, applying the modified retrospective method. Adoption of Topic 606 did not have a material impact on the financial statements and therefore did not result in a prior period adjustment.

#### New Authoritative Pronouncements

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*. The new ASU establishes a right-of-use ("ROU") model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Due to the COVID-19 outbreak in the United States, on April 8, 2020, the FASB voted to delay implementation of ASU No. 2016-02. On June 3, 2020, the FASB updated the guidance to delay implementation of ASU No. 2016-02, Leases (Topic 842) for one year. The standard delays the effective date for non-public entities to fiscal years beginning after December 15, 2021, and interim reporting periods within fiscal years beginning after December 15, 2022. Reaching U is

Notes to Financial Statements December 31, 2020 and 2019

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

evaluating the impact of the new standard on the organization's financial statements.

Due to the global impact of COVID-19, the Auditing Standards Board (ASB) of the American Institute of Certified Public Accountants (AICPA) delayed the effective date of SAS Nos.134 through 140, which primarily revised the layout and content of the auditor's report to more closely align the AICPA auditing standards with both public company and international auditing standards and also introduce optional reporting on Key Audit Matters (KAMs).

SAS No. 141 Delays the effective date of SAS Nos. 134 through 140 until periods ending on or after December 15, 2021. Early adoption is permitted.

#### NOTE 3. GRANTS AND CONTRIBUTIONS RECEIVABLE

Grants and contributions receivable consist of amounts to be received during the following years:

	 2020	 2019
Receivable in less than one year	\$ 85,000	\$ 73,024

#### **NOTE 4. IN-KIND CONTRIBUTIONS**

Substantial amounts of services and space are donated by volunteers in carrying out the mission of Reaching U. No amounts have been reflected in the financial statements for those services either because the amounts cannot be quantified, or the volunteers' time does not meet the criteria for recognition under ASC 958.

Food and beverage costs amounting to \$0 and \$2,663 were donated by fund-raising event vendors during 2020 and 2019 and have been included in the statements of activities for that year under special events, as both revenues and event costs.

#### **NOTE 5. FUNDRAISING EVENT ACTIVITIES**

Total artwork and other items donated for auction for the fundraising events during 2020 and 2019 are included in fundraising events revenue on the statement of activities and amounted to \$152,613 and \$198,670, respectively.

Notes to Financial Statements December 31, 2020 and 2019

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#### NOTE 5. FUNDRAISING EVENT ACTIVITIES – continued

The proceeds from works of art and other items donated to Reaching U at auctions and other fundraising events are used for related programs of Reaching U in accordance with IRS's requirements. Reaching U's fair market value of works of art may differ from allowable contributions deduction for tax purposes of donors, purchases of the work of art, or artists who are subject to specific IRS regulations.

#### **NOTE 6. BOARD-DESIGNATED ENDOWMENT**

The board of directors has set aside certain unrestricted net assets for endowment purposes. Since these amounts are not restricted by the donor but restricted only by board policy, the amounts have been classified as unrestricted net assets. The board of directors may designate additional amounts from time to time to be added to the endowment fund.

	2020	2019
Endowment net assets, beginning of year	\$ 460,000	\$ 460,000
Increase by:		
Contributions		
Endowment net assets, end of year	<u>\$ 460,000</u>	\$ 460,000

## NOTE 7. NET ASSETS WITH DONOR RESTRICTIONS

Reaching U's net assets with donor restrictions are subject to the following purpose restrictions:

	2020	2019
Restricted for a specified purpose		
For Liceo Espigas School	\$ 25,711	\$ 25,711
For School Library	237	237
Don Bosco Program	5,000	5,000
National Teachers Prize	2,170	3,000
For Educate Cerro Largo	-	5,000
Fundacion Sophia	-	10,000
For postgraduate scholarships for principals of public and		
private Uruguayan schools		15,000
Total net assets	\$ 33,118	\$ 63,948

Notes to Financial Statements December 31, 2020 and 2019

### NOTE 7. NET ASSETS WITH DONOR RESTRICTIONS - continued

Assets released from donor restrictions for the years ended December 31, 2020 and 2019 are reflected below:

	2020		 2019
Released for purposes			
Los Pinos After School Support and Employment Training			
Programs	\$	5,900	\$ 3,800
Development of Rural Schools		1,000	22,000
United by Reading Program		-	13,000
Don Bosco Program		15,000	15,000
Fundacion Sophia		10,000	-
To support the Aula Escuela+ program in Uruguay		23,750	-
For postgraduate scholarships for principals of public and			
private Uruguayan schools		40,000	-
To support Teacher Training for Education's "New Normal"		42,208	-
For UNESCO		59,000	-
Construction of Substainable Classroom		-	14,377
For Educate Cerro Largo		15,000	10,000
Principals of Excellence Program		-	25,000
Innovation in Teaching for the Academic Improvement of			
Adolescents		-	24,125
National Teachers Prize		8,330	10,000
Escuela Chimont		6,650	-
For Alianza Cultural Uruguay		5,000	-
#Compuencasa		1,875	-
Fundación Manuel Pérez (Institut Pasteur)		4,890	-
Fundación Magis de Gabelli		2,095	 
Total	\$	240,698	\$ 137,302

Notes to Financial Statements December 31, 2020 and 2019

#### **NOTE 8. LIQUIDITY AND AVAILABILITY**

The below reflects Reaching U's financial assets as of the statement of financial position date, reduced by amounts that are not available for general use due to contractual or donor-imposed restrictions within one year of the statement of financial position date.

	2020	2019
Financial assets, at year-end		
Cash and cash equivalents	\$ 1,424,914	\$ 1,090,850
Grants and contributions receivable	85,000	73,024
	1,509,914	1,163,874
Less those unavailable for general expenditures within one year, due to:		
Contractual or donor-imposed restrictions:		
Restricted by donor with purpose restrictions	(33,118)	(63,948)
Board designated endowment	(460,000)	(460,000)
	(493,118)	(523,948)
Financial assets available to meet cash needs for general		
expenditures within one year	\$ 1,016,796	\$ 639,926

In total, Reaching U has financial assets on hand at December 31, 2020 to cover approximated seventeen months of operating expenses based on the 2021 monthly budged run rate for all program and support services expenses.

#### **NOTE 9. SUBSEQUENT EVENTS**

The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closings of businesses. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of the closings. Therefore, Reaching U expects this matter to negatively impact its operating results. However, the related financial impact and duration cannot be reasonably estimated at this time.

Reaching U evaluated its December 31, 2020 financial statements for subsequent events through June 16, 2021, the date the financial statements were available to be issued. Reaching U is not aware of any subsequent events which would require recognition or disclosure in the financial statements.