

FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

Contents June 30, 2019 and 2018

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Independent Auditor's Report

To the Board of Directors of Prizmah: Center for Jewish Day Schools, Inc.:

Report on the Financial Statements

We have audited the accompanying financial statements of Prizmah: Center for Jewish Day Schools, Inc. (a New York corporation, not for profit), which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and changes in net assets, cash flows and functional expenses 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 Prizmah: Center for Jewish Day Schools, Inc. as of June 30, 2019 and 2018, 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.

Deparder, Closur, Pinning & Co., P.C.
Boston, Massachusetts
December 18, 2019

		2018				
	Without	With		Without	With	
	Donor	Donor		Donor	Donor	
Assets	Restrictions	Restrictions	Total	Restrictions	Restrictions	Total
Current Assets:						
Cash and cash equivalents	\$ 684,195	\$ 29,500	\$ 713,695	\$ -	\$ 70,340	\$ 70,340
Pledges receivable	34,050	150,000	184,050	82,000	276,000	358,000
Accounts and grants receivable	446,545	-	446,545	582,654	-	582,654
Prepaid expenses and other current assets	37,752	-	37,752	19,117	-	19,117
Due to (from)	-	-	-	(14,461)	14,461	-
Total current assets	1,202,542	179,500	1,382,042	669,310	360,801	1,030,111
Security Deposit	109,830	-	109,830	109,830	-	109,830
Property and Equipment, net	174,582		174,582	188,656		188,656
Total assets	\$ 1,486,954	\$ 179,500	\$ 1,666,454	\$ 967,796	\$ 360,801	\$ 1,328,597
Liabilities and Net Assets						
Current Liabilities:						
Accounts payable and accrued expenses	\$ 324,680	\$ -	\$ 324,680	\$ 285,281	\$ -	\$ 285,281
Current portion of accrued rent	18,904	-	18,904	8,129	-	8,129
Deferred revenue	22,366	<u> </u>	22,366	206,405		206,405
Total current liabilities	365,950	-	365,950	499,815	-	499,815
Accrued rent, net of current portion	140,506		140,506	159,410		159,410
Total liabilities	506,456		506,456	659,225		659,225
Net Assets:						
Without donor restrictions:						
Operating	805,916	-	805,916	119,915	-	119,915
Property and equipment	174,582	-	174,582	188,656	-	188,656
Total without donor restrictions	980,498	=	980,498	308,571	-	308,571
With donor restrictions		179,500	179,500		360,801	360,801
Total net assets	980,498	179,500	1,159,998	308,571	360,801	669,372
Total liabilities and net assets	\$ 1,486,954	\$ 179,500	\$ 1,666,454	\$ 967,796	\$ 360,801	\$ 1,328,597

Statements of Activities and Changes in Net Assets For the Years Ended June 30, 2019 and 2018

	2019			2018			
	Without	With		Without	With		
	Donor	Donor		Donor	Donor		
	Restrictions	Restrictions	Total	Restrictions	Restrictions	Total	
Operating Revenue and Support:							
Grants and contributions	\$ 6,478,067	\$ 150,000	\$ 6,628,067	\$ 5,410,151	\$ 186,000	\$ 5,596,151	
Program and service fees	948,935	-	948,935	1,118,641	-	1,118,641	
Conference	592,710	-	592,710	54,094	-	54,094	
Membership	145,808	-	145,808	133,709	-	133,709	
Interest and other income	1,183	-	1,183	1,705	-	1,705	
Net assets released from time restrictions	165,000	(165,000)	-	285,000	(285,000)	-	
Net assets released from purpose restrictions	166,301	(166,301)		53,500	(53,500)		
Total operating revenue and support	8,498,004	(181,301)	8,316,703	7,056,800	(152,500)	6,904,300	
Operating Expenses:							
Program	5,037,896	-	5,037,896	4,918,314	-	4,918,314	
General and administrative	1,892,544	-	1,892,544	1,639,444	-	1,639,444	
Fundraising	895,637		895,637	699,917		699,917	
Total operating expenses	7,826,077		7,826,077	7,257,675		7,257,675	
Changes in net assets	671,927	(181,301)	490,626	(200,875)	(152,500)	(353,375)	
Net Assets:							
Beginning of year	308,571	360,801	669,372	509,446	513,301	1,022,747	
End of year	\$ 980,498	\$ 179,500	\$ 1,159,998	\$ 308,571	\$ 360,801	\$ 669,372	

Statements of Cash Flows For the Years Ended June 30, 2019 and 2018

	2019	2018
Cash Flows from Operating Activities:		
Changes in net assets	\$ 490,626	\$ (353,375)
Adjustments to reconcile changes in net assets to net cash		
provided by (used in) operating activities:		
Depreciation	89,564	66,503
Bad debt	-	804
Changes in operating assets and liabilities:		
Pledges receivable	173,950	157,000
Accounts and grants receivable	136,109	(193,179)
Prepaid expenses and other current assets	(18,635)	31,745
Accounts payable and accrued expenses	39,399	(117,008)
Deferred revenue	(184,039)	(132,201)
Accrued rent	(8,129)	5,738
Net cash provided by (used in) operating activities	718,845	(533,973)
Cash Flows from Investing Activities:		
Acquisition of property and equipment	(75,490)	(76,495)
Cash Flows from Financing Activities:		
Proceeds on short-term debt	250,000	-
Repayment on short-term debt	(250,000)	
Net cash provided by financing activities		
Change in Cash and Cash Equivalents	643,355	(610,468)
Cash and Cash Equivalents:		
Beginning of year	70,340	680,808
End of year	\$ 713,695	\$ 70,340

Statements of Functional Expenses For the Years Ended June 30, 2019 and 2018

	2019			2018				
		General and Adminis-		Total		General and Adminis-		Total
	Program	trative	Fundraising	Expenses	Program	trative	Fundraising	Expenses
Salaries and Related Expenses:								
Salaries	\$ 2,126,588	\$ 1,082,186	\$ 486,979	\$ 3,695,753	\$ 2,387,983	\$ 887,921	\$ 361,846	\$ 3,637,750
Payroll taxes and fringe benefits	354,718	213,620	58,758	627,096	423,302	147,552	43,347	614,201
Total salaries and related expenses	2,481,306	1,295,806	545,737	4,322,849	2,811,285	1,035,473	405,193	4,251,951
Other:								
Conferences, conventions and meetings	1,045,401	59,341	122,941	1,227,683	273,066	8,681	309	282,056
Professional services	195,990	267,191	114,261	577,442	478,658	303,988	241,834	1,024,480
Program consultants	450,787	-	-	450,787	464,043	-	-	464,043
Occupancy	133,158	126,829	18,869	278,856	159,797	118,186	16,395	294,378
Stipends	193,462	-	-	193,462	201,201	-	-	201,201
Travel and meals	107,875	28,088	31,355	167,318	137,240	25,308	18,866	181,414
Program supplies	142,187	-	-	142,187	82,763	-	-	82,763
Miscellaneous	83,947	37,064	10,504	131,515	32,999	52,712	3,821	89,532
Printing and postage	78,442	8,708	24,015	111,165	53,105	4,924	1,073	59,102
Depreciation	51,659	26,101	11,804	89,564	43,868	16,281	6,354	66,503
Information technology	43,239	-	4,540	47,779	25,459	14,033	3,044	42,536
Advertising	11,641	26,098	8,447	46,186	132,702	41,812	82	174,596
Office supplies	18,802	17,318	3,164	39,284	22,128	17,242	2,946	42,316
Bad debt		-				804		804
Total other	2,556,590	596,738	349,900	3,503,228	2,107,029	603,971	294,724	3,005,724
Total expenses	\$ 5,037,896	\$ 1,892,544	\$ 895,637	\$ 7,826,077	\$ 4,918,314	\$ 1,639,444	\$ 699,917	\$ 7,257,675

Notes to Financial Statements June 30, 2019 and 2018

1. OPERATIONS AND NONPROFIT STATUS

Operations

Prizmah: Center for Jewish Day Schools, Inc. (Prizmah) is a nonprofit organization working with Jewish day schools and Yeshivas across North America. Prizmah enhances the ability of schools to excel and thrive. Prizmah is building networks for schools and their supporters to connect, learn and drive impact — deepening talent by investing in professionals and lay leaders, catalyzing resources to generate funding for schools to flourish, and accelerating educational innovation to foster teaching and learning opportunities that empower students to thrive.

Prizmah was created in 2016 to combine the efforts of five previous organizations and programs that served Jewish day schools in North America. Prizmah assumed responsibility for and was tasked to expand and strengthen the combined programs and other initiatives for the day school field previously led by those five organizations: PARDES, Partnership for Excellence in Jewish Education, Inc., Jewish Community Day School Network, Inc. d/b/a Ravsak, Schechter Day School Network, Inc. d/b/a Schechter, and the yeshiva University School Partnership.

Nonprofit Status

Prizmah is exempt from Federal income taxes as an organization (not a private foundation) under Section 501(c)(3) of the Internal Revenue Code (IRC). Prizmah is also exempt from state income taxes. Donors may deduct contributions made to Prizmah within the requirements of the IRC.

2. SIGNIFICANT ACCOUNTING POLICIES

Prizmah prepares its financial statements in accordance with generally accepted accounting standards and principles (U.S. GAAP) established by the Financial Accounting Standards Board (FASB). References to U.S. GAAP in these notes are to the FASB Accounting Standards Codification (ASC).

Recently Adopted Accounting Pronouncement

During fiscal year 2019, Prizmah adopted FASB's Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities. This ASU modified the current guidance over several criteria, of which the following affected Prizmah's financial statements:

- Net assets are to be segregated into two categories, "with donor restrictions" and "without donor restrictions", as opposed to the previous requirement of three classes of net assets (see page 8).
- Qualitative and quantitative information relating to management of liquidity and the availability of financial assets to cover short-term cash needs within one year from the statement of financial position date (see Note 9).
- An explanation of the methods used to allocate costs among program and supporting functions (see page 8).

This ASU has been applied retrospectively to all periods presented. This ASU provides an option to omit the disclosures about liquidity and availability of resources for the fiscal year 2018 financial statements. The adoption of this ASU did not impact Prizmah's net asset balance, change in net assets, or cash flows for the year ended June 30, 2018.

Notes to Financial Statements June 30, 2019 and 2018

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Estimates

The preparation of financial statements in accordance with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and 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.

Cash and Cash Equivalents

For the purpose of the statements of cash flows, Prizmah considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Cash and cash equivalents consist of checking and money market accounts in the accompanying financial statements.

Accounts and Grants Receivable and Allowance for Doubtful Accounts

Accounts and grants receivable are recorded at the invoiced amount and do not bear interest. The allowance for doubtful accounts, if any, is based on management's best estimate of the amount of probable credit losses in accounts and grants receivable, specific identification of probable losses, and an estimate of additional losses based on historical write-off experience. There was no allowance at June 30, 2019 and 2018.

Pledges Receivable and Reserve for Uncollectible Pledges

Pledges are recorded at their net present value when unconditionally committed. The reserve for uncollectible pledges is based on past collection experience together with a review of the current status of the existing pledges. Account balances are charged off against the reserve when it is probable the pledge will not be recovered. There was no reserve for uncollectible pledges at June 30, 2019 and 2018.

Property and Equipment and Depreciation

Purchased property and equipment are recorded at cost. Donated property and equipment are recorded at fair value at the time of donation. Renewals and betterments are capitalized, while repairs and maintenance are expensed as incurred.

Depreciation of property and equipment (see Note 4) is computed using the straight-line method over the following estimated useful lives:

Computer and office equipment3 - 5 yearsOffice furnishings7 yearsLeasehold improvementsLife of lease

Deferred Revenue

Deferred revenue includes grant funds received in advance of being earned as they are contingent upon Prizmah attaining certain program goals or performing certain services (see Note 7). Deferred revenue also includes program and service fees received in advance of programs occurring or services being performed.

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net Assets

Without Donor Restrictions are those net resources that bear no external restrictions and are generally available for use by Prizmah. Prizmah has grouped its net assets without donor restrictions into the following categories:

Operating represents funds available to carry on the operations of Prizmah.

Property and equipment reflect the net book value of Prizmah's property and equipment.

With Donor Restrictions are those amounts received with donor restrictions which have not yet been expended for their designated purpose. Net assets with donor restrictions consist of the following as of June 30:

	2019	2018
Time restricted	\$ 150,000	\$ 165,000
Purpose restricted: Community-based model - Metro Detroit Other	29,500 	114,896 80,905
Total purpose restricted	29,500	195,801
Total net assets with donor restrictions	<u>\$ 179,500</u>	\$ 360,801

Revenue Recognition

Prizmah records grants and contributions without donor restrictions as revenue when received or unconditionally pledged. Restricted grants and contributions are recorded as revenues and net assets with donor restrictions when received or unconditionally pledged. Transfers are made to net assets without donor restrictions as costs are incurred or time restrictions or program restrictions have lapsed. Donor restricted grants received and satisfied in the same period are included in net assets without donor restrictions.

Program and service fees are recognized as the programs occur or services are performed. Conference income is recorded in the year the conference occurs. Membership income is recorded in the time period the membership covers. All other revenue is recognized when earned.

Expense Allocation

Expenses related directly to a function are distributed to that function, while other expenses are allocated based upon management's estimate of the percentage attributable to each function.

Direct costs associated with specific programs or functions are recorded as direct expenses to the program or function. The expenses that are allocated are salaries and related costs, which are allocated on the basis of estimates of time and effort. Indirect costs related to the New York City office staff only, such as rent, repairs and maintenance, office supplies, and telephone are recorded based on a percentage of total salaries by program or function based on estimates of time and effort. Other indirect costs such as strategic planning, computer tech support, audit and accounting fees, insurance, and depreciation are recorded based on total salaries by program or function, also based on estimates of time and effort.

Notes to Financial Statements June 30, 2019 and 2018

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Advertising Expenses

Advertising costs are expensed as incurred.

Fair Value Measurements

Prizmah follows the accounting and disclosure standards pertaining to ASC Topic, *Fair Value Measurements*, for qualifying assets and liabilities. Fair value is defined as the price that Prizmah would receive upon selling an asset or pay to settle a liability in an orderly transaction between market participants.

Prizmah uses a framework for measuring fair value that includes a hierarchy that categorizes and prioritizes the sources used to measure and disclose fair value. This hierarchy is broken down into three levels based on inputs that market participants would use in valuing the financial instruments based on market data obtained from sources independent of Prizmah. Inputs refer broadly to the assumptions that market participants would use in pricing the financial instrument, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the financial instrument developed based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset developed based on the best information available.

The three-tier hierarchy of inputs is summarized in the three broad levels as follows:

- Level 1 Inputs that reflect unadjusted quoted prices in active markets for identical assets at the measurement date.
- Level 2 Inputs other than quoted prices that are observable for the asset either directly or indirectly, including inputs in markets that are not considered to be active.
- Level 3 Inputs that are unobservable and which require significant judgment or estimation.

An asset or liability's level within the framework is based upon the lowest level of any input that is significant to the fair value measurement. All qualifying assets and liabilities are valued using Level 1 inputs.

Income Taxes

Prizmah accounts for uncertainty in income taxes in accordance with ASC Topic, *Income Taxes*. This standard clarifies the accounting for uncertainty in tax positions and prescribes a recognition threshold and measurement attribute for the financial statements regarding a tax position taken or expected to be taken in a tax return. Prizmah has determined that there are no uncertain tax positions which qualify for either recognition or disclosure in the financial statements at June 30, 2019 and 2018. Prizmah's information returns are subject to examination by the Federal and state jurisdictions.

Subsequent Events

Subsequent events have been evaluated through December 18, 2019, which is the date the financial statements were available to be issued. There were no events that met the criteria for recognition or disclosure in the financial statements.

Notes to Financial Statements June 30, 2019 and 2018

3. PLEDGES RECEIVABLE

Pledges receivable represent unconditional promises to give in the form of pledges from various donors. Pledges receivable were current and were \$184,050 and \$358,000 as of June 30, 2019 and 2018, respectively.

4. PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30:

		2018
Computer and office equipment	\$ 302,441	\$ 226,951
Office furnishings	36,194	36,194
Leasehold improvements	21,873	21,873
	360,508	285,018
Less - accumulated depreciation	<u> 185,926</u>	96,362
	\$ 174,582	\$ 188,656

5. LEASE AGREEMENTS

Prizmah has an operating lease for office space which expires in March 2024. In accordance with the ASC Topic, *Leases*, Prizmah is recording rent expense for the operating lease on a straight-line basis over the term of the lease. Prizmah has recognized \$234,252 of rent expense under this agreement for the years ended June 30, 2019 and 2018, which is included in occupancy in the accompanying statements of functional expenses. Prizmah has accrued rent payable of \$159,410 and \$167,539 under this agreement as of June 30, 2019 and 2018, respectively, which is reflected as accrued rent in the accompanying statements of financial position. Prizmah has a security deposit totaling \$109,830 at June 30, 2019 and 2018, relating to this lease agreement.

Future minimum cash lease payments are as follows for the next five years ending June 30:

2020	\$ 253,156
2021	\$ 260,750
2022	\$ 268,573
2023	\$ 276,630
2024	\$ 212,998
Total	\$ 1.272.107

In addition to the lease described above, Prizmah also leases certain space under tenant-at-will agreements. Costs incurred under these tenant-at-will agreements totaled approximately \$1,000 and \$23,500 for the years ended June 30, 2019 and 2018, respectively, which are included in occupancy expense in the accompanying statements of functional expenses.

6. EMPLOYMENT BENEFIT PLAN

Prizmah participates in a 401(k) Retirement Plan (the Plan). Under the Plan, Prizmah matches 100% of an employee's elective deferral to the Plan up to 4% of eligible employee wages. Employees are fully vested in the match once received. Pension expense was \$88,473 and \$87,788 for the years ended June 30, 2019 and 2018, respectively, and is included in payroll taxes and fringe benefits in the accompanying statements of functional expenses.

7. CONDITIONAL GRANTS

Prizmah has been awarded a number of conditional grants from different funders that are contingent upon certain factors as specified in the grant agreements, including achieving agreed upon performance benchmarks and incurring certain costs. Accordingly, the revenue recognized from these grants is recorded when it is earned and any amounts received in advance are recorded as deferred revenue. Conditional grants consist of the following at June 30:

	2019	2018
Beginning balance	\$ 1,041,002	\$ 2,669,065
New grants Grants recognized Expired grants	2,323,488 (1,505,853) (764,213)	1,561,242 (2,520,911) (668,394)
Ending balance	<u>\$ 1,094,424</u>	\$ 1,041,002

Since the remaining balances of these grants are conditional, they are not reflected in the accompanying financial statements.

8. CONCENTRATIONS

During fiscal years 2019 and 2018, Prizmah received grants from foundations that are represented by a Board member of Prizmah and accounted for approximately 41% and 42%, respectively, of Prizmah's operating revenue and support and 77% and 80% of total accounts and grants receivable, respectively.

At June 30, 2018, approximately 17% of pledges receivable is from one Board member. Additionally, as of June 30, 2019 and 2018, 95% and 73% of pledges receivable were from two and three other donors, respectively.

At June 30, 2019 and 2018, 14% and 17%, respectively, of operating revenue and support was contributed by one other donor.

Prizmah maintains its cash balances in a bank in New York. The Federal Deposit Insurance Corporation (FDIC) insures balances at the bank up to certain limits. At certain times during the year, cash balances exceeded the insured amounts. Prizmah has not experienced any losses in such accounts. Prizmah believes it is not exposed to any significant credit risk on cash and cash equivalents.

9. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

Prizmah's financial assets available within one year from the statement of financial position date for general operating expenses as of June 30, 2019, are as follows:

Cash and cash equivalents Pledges receivable Accounts and grants receivable	\$ 713,695 184,050 446,545
Total financial assets Less - net assets subject to purpose restrictions	1,344,290 (29,500)
Total financial assets available within one year	\$ 1,314,790

Notes to Financial Statements June 30, 2019 and 2018

9. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS (Continued)

The Agency's financial assets are available for use to cover its obligations as they become due. As of June 30, 2019, the Agency has financial assets equal to approximately two months of operating expenses.