

Financial Statements

THE ARC OF LOUDOUN

June 30, 2023

GENERAL ORGANIZATIONAL DATA

ORGANIZATION AND PURPOSE

The Arc of Loudoun (The Arc) was incorporated under the laws of the Commonwealth of Virginia on September 1, 1967, to operate a non-stock, nonprofit organization. The organization changed its name from Loudoun Association for Retarded Citizens to The Arc of Loudoun effective January 31, 2008. The Arc also operates under its registered doing business name as Margaret Paxton Memorial Learning and Resource Campus.

The Arc was organized to advocate for persons with disabilities by promoting individual support and equitable participation with their non-disabled peers in all aspects of community life, including education, residence, vocation and healthcare. Our goal is to secure the full range of human and civil rights for children and adults with disabilities.

The Arc was granted exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code on November 21, 1977.

OFFICERS AND BOARD OF DIRECTORS

OFFICERS

Stacy Cleveland, President
Michael Fischetti, Vice President
Beatriz McNelly, Treasurer
Bobbi Desai, Secretary

BOARD OF DIRECTORS

Jennifer Alves Jeffrey Lubitz
Stacy Cleveland Beatriz McNelly
Malcolm Cooke Tiffany Meehan
Bobbi Desai Stephanie Place
Michael Fischetti Liz Shea
Cortney Heykoop John Stine
Joel Turner

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The Arc of Loudoun
Leesburg, Virginia

Opinion

We have audited the accompanying financial statements of the Arc of Loudoun (a nonprofit organization), which comprise the statement of financial position as of June 30, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Arc of Loudoun as of June 30, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Arc of Loudoun and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. 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 the Arc of Loudoun's ability to continue as a going concern within one year after the date that the financial statements are available to be issued

Auditor's 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 auditor's 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, including omissions, 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 the Arc of Loudoun'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 the Arc of Loudoun'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.

Leesburg, Virginia
October 19, 2023

Mitchell, Burns & Co., P.C.

THE ARC OF LOUDOUN

**STATEMENT OF FINANCIAL POSITION
JUNE 30, 2023**

ASSETS

Cash and cash equivalents	\$ 952,086
Tuition receivable, net of allowance \$83,970	524,368
Prepaid expenses	51,905
Beneficial interest in assets held by others	3,179
Property and equipment, net of accumulated depreciation of \$1,626,161	<u>705,536</u>

Total assets \$ 2,237,074

LIABILITIES AND NET ASSETS

Accounts payable and accrued expenses	77,360
Accrued payroll and vacation	266,968
Payroll liabilities	69,444
Advance from Margaret Paxton Memorial for Convalescent Children	39,446
Prepaid tuition	<u>6,191</u>
Total liabilities	<u>459,409</u>

Net assets

Without donor restriction:	
Undesignated	338,503
Board designated	500,000
Invested in capital assets	705,536
With donor restriction	<u>233,626</u>
Total net assets	<u>1,777,665</u>

Total liabilities and net assets \$ 2,237,074

See Notes to Financial Statements.

THE ARC OF LOUDOUN

**STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2023**

	Without Donor Restriction			With Donor Restriction	Total
	Operations	Capital/ Non-operating	Total		
SUPPORT AND REVENUE					
Public support					
Contributions	\$ 138,232	\$ -	\$ 138,232	\$ 108,283	\$ 246,515
Grants	6,000	-	6,000	419,550	425,550
Fundraising events, net of expenses of \$147,648	(29,945)	-	(29,945)	-	(29,945)
Donated facilities use and services	707,522	-	707,522	-	707,522
Total public support	821,809	-	821,809	527,833	1,349,642
Revenue					
Tuition and fees	4,819,594	-	4,819,594	-	4,819,594
Therapy and related services	1,504,972	-	1,504,972	-	1,504,972
Investment income	35,401	-	35,401	-	35,401
Project horse/equine assisted wellness	25,244	-	25,244	-	25,244
Miscellaneous	3,206	-	3,206	-	3,206
Gain (loss) on disposal of fixed assets	-	(17,246)	(17,246)	-	(17,246)
Total revenue	6,388,417	(17,246)	6,371,171	-	6,371,171
Net assets released from restrictions:					
Satisfaction of usage restrictions	635,802	-	635,802	(635,802)	-
Total support and revenue	7,846,028	(17,246)	7,828,782	(107,969)	7,720,813
EXPENSES					
Program services	7,644,715	487,229	8,131,944	-	8,131,944
Supportive services:					
Management and general	632,942	4,094	637,036	-	637,036
Fundraising	332,507	13,713	346,220	-	346,220
Total expenses	8,610,164	505,036	9,115,200	-	9,115,200
Change in net assets	(764,136)	(522,282)	(1,286,418)	(107,969)	(1,394,387)
Net asset reclassification	(125,193)	125,193	-	-	-
Net assets, beginning of year	\$ 1,727,832	\$ 1,102,625	\$ 2,830,457	\$ 341,595	\$ 3,172,052
Net assets, end of year	\$ 838,503	\$ 705,536	\$ 1,544,039	\$ 233,626	\$ 1,777,665

See Notes to Financial Statements.

THE ARC OF LOUDOUN

**STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2023**

	<u>Supporting Services</u>			Total
	Programs	Management & General	Fundraising	
Salaries	\$ 4,896,029	\$ 331,798	\$ 116,354	\$ 5,344,181
Fringe benefits	446,312	25,881	10,788	482,981
Payroll taxes	359,270	24,682	9,018	392,970
Total salaries and related expenses	5,701,611	382,361	136,160	6,220,132
Advertising (In-kind \$65,159)	608	-	167,797	168,405
Occupancy (In-kind \$591,500)	605,464	11,740	3,096	620,300
Professional fees (In-kind \$50,863)	136,148	212,930	-	349,078
Contract services	8,656	-	-	8,656
Office supplies	36,956	1,093	1,698	39,747
Equipment leasing	24,464	826	526	25,816
Education supplies and software	36,112	-	-	36,112
Scholarships	80,115	-	-	80,115
Family support	137,556	-	-	137,556
Insurance	105,269	4,166	2,652	112,087
Postage and printing	2,216	481	132	2,829
Technology	64,950	3,670	2,336	70,956
Utilities	68,875	1,233	785	70,893
Association memberships	20,668	818	6,482	27,968
Staff training	13,405	1,489	363	15,257
Travel	5,446	62	39	5,547
Maintenance	81,386	8,579	5,462	95,427
Depreciation	487,229	4,094	13,713	505,036
Bank and other fees	11,782	1,799	1,109	14,690
Payroll processing	-	1,649	-	1,649
Insurance adjustments	456,618	-	-	456,618
Bad debt expense	-	-	3,729	3,729
Accreditation	5,034	-	-	5,034
Project horse/equine	31,895	-	-	31,895
Other expenses	9,481	46	141	9,668
	2,430,333	254,675	210,060	2,895,068
Total expenses	\$ 8,131,944	\$ 637,036	\$ 346,220	\$ 9,115,200

See Notes to Financial Statements.

THE ARC OF LOUDOUN

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2023

Cash Flows From Operating Activities

Change in net assets	\$ (1,394,387)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	505,036
Loss on disposal of asset	17,247
(Increase) decrease in assets:	
Tuition receivable	64,313
Grants and other receivables	450
Prepaid expenses	686
Increase (decrease) in liabilities:	
Accounts payable and accrued expenses	17,977
Accrued payroll and vacation	26,451
Prepaid tuition	(3,318)
Payroll liabilities	(9,989)
Net cash (used in) operating activities	<u>(775,534)</u>

Cash Flows From Investing Activities

Purchase of property and equipment	(125,194)
Beneficial interest in assets held by others	7
Net cash (used in) investing activities	<u>(125,187)</u>

Net decrease in cash and equivalents (900,721)

Cash and Cash Equivalents

Beginning of year	1,852,807
End of year	<u>\$ 952,086</u>

See Notes to Financial Statements.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 1. Nature of Activities and Significant Accounting Policies

Nature of Organization

The Arc of Loudoun (The Arc) was organized to advocate for persons with disabilities by promoting individual support and equitable participation with their non-disabled peers in all aspects of community life, including education, residence, vocation and healthcare. Our goal is to secure the full range of human and civil rights for children and adults with disabilities.

Significant Accounting Policies

The accounting and reporting policies of The Arc conform to generally accepted accounting principles and the reporting practices appropriate for nonprofit and voluntary health and welfare organizations. The nature of business and significant accounting principles are summarized below:

Basis of Accounting: The financial statements of The Arc have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Basis of Presentation: Under ASC Topic 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets:

Net Assets Without Donor Restriction: Net assets not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's board may designate assets without restrictions for specific operational purposes from time to time.

Net Assets With Donor Restriction: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Non-Profit Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity

Cash and Cash Equivalents: For purposes of reporting cash flows, The Arc considers all funds in banks and highly liquid investments with a maturity of three months or less to be cash equivalents.

Tuition Receivable: Tuition receivable is stated at the amount management expects to collect from outstanding balances. Management provides for uncollectible amounts through an allowance for bad debt based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off. Management has recorded an allowance for doubtful accounts at June 30, 2023 of \$83,970. Insurance often pays a lesser amount than the gross billing. Insurance adjustment expense for the year ended June 30, 2023 was \$456,618.

Property, Equipment, and Depreciation: Furniture and equipment is recorded at cost or at estimated fair value at the date of gift. Donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Depreciation is computed on a straight-line basis over the estimated useful lives. Cost of major equipment additions are capitalized while normal repairs and maintenance are expensed as incurred.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Contributions: Contributions, including unconditional promises to give, are recorded as made. All contributions are available for unrestricted use unless specifically restricted by the donor. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Unconditional promises to give due in the next year are recorded at their net realized value.

Income Taxes: The Arc was granted exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code November 21, 1977. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

The Organization has adopted the guidance under ASC Topic 740, *Income Taxes*. Management has evaluated the Organization's tax positions and concluded that the Organization has taken no uncertain tax provisions that would require adjustment to, or disclosure in, the financial statements to comply with the provisions of the guidance. Income tax reporting years open for IRS audit include 2019, 2020, 2021 and 2022.

Estimates: The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Revenue Recognition: In May 2014, the FASB issued ASU 2014-09, Revenue from Contracts with Customers (Topic 606). This guidance outlines a single, comprehensive model for accounting for revenue from contracts with customers. The timing of revenue recognition at The Arc was not affected by the new standard. Program fees and grants are reported as income in the period the service is performed and income is earned. Any fees received in advance are deferred and subsequently recognized as income when the service has been performed.

Donated In-kind Goods and Services: Donated services are recognized as contributions in accordance with FASB ASC, 958-605, *Not-for-Profit Entities*, if the services (a) create or enhance nonfinancial assets, or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the organization.

A substantial number of unpaid volunteers have made significant contributions of their time in Organization's administrative and operating activities. The value of this donated time is not reflected in these financial statements in as much as no objective basis is available to measure the value of such services.

Functional Allocation of Expense: The cost of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The expenses that are allocated include the following:

Description	Method
Personnel costs	Time and effort
Administrative costs	Salaries percentage
Professional fees and other	Direct

Advertising Cost: Advertising costs are expensed as incurred.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Measure of Operations: The statements of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to The Arc's ongoing activities. Non-operating activities are limited to resources that generate return from investments, endowment contributions, financing costs, and other activities considered to be of a more unusual or nonrecurring nature. Income from non-operating activities was \$35,401 in 2023.

Note 2. Cash

At June 30, 2023, bank cash deposits and reported cash deposits consist of the following:

Description	Bank Balance	Reported Cash Balances
TD Bank	\$ 12,103	\$ 10,474
Bank of Charles Town		
Checking	198,446	279,037
Insured cash sweep	623,063	623,063
Project Horse	37,962	37,962
US Bank	500	500
Cash on hand	-	1,050
	<u>\$ 872,074</u>	<u>\$ 952,086</u>

Individual bank combined cash account deposits up to \$250,000 are insured by the Federal Deposit Insurance Corporation (FDIC). Cash balances at the Bank of Charles Town are swept nightly into an insured cash sweep account. At June 30, 2023, all balances were fully covered.

Note 3. Concentration of Credit Risk

Financial instruments that potentially subject The Arc to concentrations of credit risk consist principally of tuition receivable. Concentrations of credit risk with respect to trade receivables are limited due to the large portion of receivables due from local government entities through contract agreements. As of June 30, 2023, the Organization had no other significant concentrations of credit risk.

Note 4. Property and Equipment

The following is a summary of property and equipment at June 30, 2023:

Description	Amount
Paxton leasehold improvements	\$ 1,853,638
Furniture and equipment	478,059
Less accumulated depreciation	(1,626,161)
	<u>\$ 705,536</u>

During the year ended June 30, 2023, the depreciable life of the leasehold improvements were adjusted to reflect the estimated remaining life of the lease. Total depreciation expense in FY23 amounted to \$505,036 compared to \$385,897 of the prior year. The Arc is continuing to negotiate the lease terms and as such, the remaining useful life is subject to change.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 5. Beneficial Interest in Assets Held by Others

The Arc established an agency beneficial interest endowment fund with Community Foundation for Loudoun and Northern Fauquier Counties (CFLNFC). The Arc provided these funds to CFLNFC to hold, invest and distribute back to The Arc as specific needs arise and disbursement requests are made. All funds held by CFLNFC are dedicated for charitable purposes and directed disbursements are done under the CFLNFC distribution policy. The funds held are subject to the terms and provisions of the articles of incorporation and bylaws of the Foundation including the ability of the Foundation Board of Directors to modify any restriction or condition on the distribution of funds for any specified charitable purpose or to a specified charitable organization if in the sole judgment of the Foundation Board, such restriction or condition becomes unnecessary, incapable of fulfillment, or inconsistent with the charitable needs of the community or area served.

A 2023 summary of beneficial interest assets held by Community Foundation for Loudoun and Northern Fauquier Counties for the benefit of The Arc of Loudoun is as follows:

<u>Summary of Activity</u>	<u>Amount</u>
Fair value July 1, 2022	\$ 3,186
Contributions	-
Net investment return	(7)
Fair value June 30, 2023	<u>\$ 3,179</u>

Note 6. Line of Credit

The Arc has a \$400,000 line of credit with Bank of Charles Town which renews annually. Interest accrues and is payable monthly on the unpaid balance at prime + .50% with a floor rate of 3.75%. There were no outstanding borrowings under the line of credit at June 30, 2023.

Note 7. Accrued Payroll

Accrued payroll at June 30, 2023 consist of the following:

<u>Description</u>	<u>Amount</u>
Accrued payroll and related payroll taxes	\$ 112,316
Accrued vacation leave	154,652
	<u>\$ 266,968</u>

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 8. Net Assets with Donor Restriction

Net assets with donor restriction are available at June 30, 2023 for the following purposes:

Purpose	6/30/2022		Uses	6/30/2023	
	Balance	Additions		Balance	
Aurora School	\$ -	\$ 2,985	\$ (2,985)	\$ -	
Scholarship support	125,570	45,000	(68,641)	101,929	
Advocacy services	24,850	10,500	(16,019)	19,331	
Facility development & improvements	-	250,000	(250,000)	-	
Ability Fitness	-	69,129	(69,129)	-	
Open Door Learning Center	-	2,032	(2,032)	-	
Family Support	9,916	19,000	(21,609)	7,307	
Equipment	5,000	-	-	5,000	
Project Horse	31,918	7,487	(39,405)	-	
Capital reserve	135,220	-	(55,161)	80,059	
Mobile Minis	-	20,000	-	20,000	
Restricted services	-	101,700	(101,700)	-	
Early intervention	9,121	-	(9,121)	-	
	<u>\$ 341,595</u>	<u>\$ 527,833</u>	<u>\$ (635,802)</u>	<u>\$ 233,626</u>	

All net assets with donor restriction were restricted for a specific purpose at June 30, 2023.

Note 9. Designated Net Assets

The Board of Directors has designated net assets and related cash balances for specific future uses summarized as follows:

Purpose	Balance		Undesignated	Balance	
	6/30/2022	Additions		6/30/2023	
Capital reserve	\$ 500,000	\$ -	\$ (250,000)	\$ 250,000	
Operating reserve	1,000,000	-	(750,000)	250,000	
	<u>\$ 1,500,000</u>	<u>\$ -</u>	<u>\$ (1,000,000)</u>	<u>\$ 500,000</u>	

Operating reserve: intended to provide an internal source of funds to cover annual organizational losses that occur in the future because of a loss of income or unbudgeted expenses.

Capital reserve: intended to provide a ready source of funds for repair or acquisition of buildings, leaseholds, furniture, fixtures, and equipment necessary for the effective operation of the organization and programs.

Note 10. Employee Benefit Plans

The Arc has a contributory 401(k) profit sharing plan covering employees who qualify as to age and length of service requirements. Each participant may contribute to the plan through pretax contributions part of their annual compensation up to the federal maximum 401(k) limit. The Arc may make discretionary matching contributions up to a maximum of 4%. The company made matching contributions during fiscal year ended June 30, 2023 totaling \$29,222.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 11. Operating Leases

Paxton Property Lease: The Arc entered into a property lease for the Paxton facility located in Leesburg, Virginia including the building facilities and specific designated grounds. The Arc operates the Aurora School and administrative offices from this facility. The lease commenced on December 1, 2009 upon obtaining occupancy use permits and is for ten years with additional renewal options totaling an additional ten years. The lease terms states no monthly rent is due; however, The Arc is responsible for property renovations and continued maintenance and upkeep. Major renovations to the facility are substantially complete. Property renovations will be amortized over the projected lease period. Other than the facility renovations, maintenance and upkeep, there is no monthly rental lease obligation. The donated in-kind value of the facility use of the Paxton Property for the year ended June 30, 2023 is estimated to be \$591,500.

Operating Equipment Lease: The Arc leases office equipment under multiple operating equipment leases. All leases are short-term or not material to the financial statements.

Because all leases held at June 30, 2023 were in-kind or short-term in nature, there is no effect of implementation of ASC 842.

Note 12. Fair Value of Instruments

The Arc's financial instruments are cash and cash equivalents, accounts receivable, and accounts payable, the recorded values of which approximate their fair values based on their short-term nature.

Note 13. In-Kind Donations

The fair value of in-kind donations included as contributions in the financial statements and the corresponding expenses or fixed assets additions. A summary of in-kind donations for the year ended June 30, 2023 are as follows:

Type	Fundraising	Capital and Operating	Total
Occupancy	\$ -	\$ 591,500	\$ 591,500
Advertising	-	65,159	65,159
Legal	-	50,863	50,863
	<u>\$ -</u>	<u>\$ 707,522</u>	<u>\$ 707,522</u>

Occupancy: The organizations lease states no monthly rent is due. The amounts are estimated based on fair market value of the square footage used. The amounts are allocated between program and supportive services based on estimated square footage used.

Services: The organizations receives free advertising and pro bono legal services. Amounts recorded approximate the cost to pay for the services.

THE ARC OF LOUDOUN

NOTES TO FINANCIAL STATEMENTS

Note 14. Liquidity

The Organization's financial assets available within one year of the balance sheet date for general expenditure are as follows:

Description	Amount
Cash and cash equivalents	\$ 952,086
Tuition receivable	524,368
Less: Amounts restricted for specific purpose	(233,626)
Less: Designated by the governing board	(500,000)
	<u>\$ 742,828</u>

Note 15. Subsequent Events

The Arc has evaluated subsequent events from June 30, 2023 through October 19, 2023, the date these financial statements were available to be issued, and determined that there were no material subsequent events requiring adjustment to, or disclosure in, the financial statements for the year ended June 30, 2023.