SCHALL & ASHENFARB Certified Public Accountants, LLC

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NEW YORK NEEDS YOU
d/b/a AMERICA NEEDS YOU

Audited Financial Statements

June 30, 2015

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
New York Needs You d/b/a America Needs You

Report on the Financial Statements

We have audited the accompanying financial statements of New York Needs You d/b/a America Needs You (the "Organization"), which comprise the statement of financial position as of June 30, 2015, and the related statements of activities, functional expenses, and cash flows for the year 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 organization'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 organization'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.

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New York Needs You d/b/a America Needs You as of June 30, 2015, 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.

Report on Summarized Comparative Information

We have previously audited the Organization's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 24, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2014 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Schall + Ashenfarb

Schall & Ashenfarb
Certified Public Accountants, LLC

October 26, 2015

NEW YORK NEEDS YOU d/b/a AMERICA NEEDS YOU
STATEMENT OF FINANCIAL POSITION
AT JUNE 30, 2015
(With comparative totals at June 30, 2014)

	6/30/15	6/30/14
Assets		
Cash and cash equivalents	$212,999	$491,595
Investments (Note 3)	751,870	721,409
Pledges receivable (Note 4)	777,217	397,087
Prepaid expenses and other assets	32,594	56,500
Property and equipment, net (Note 5)	15,985	21,687
Security deposit	86,451	86,322
Total assets	$1,877,116	$1,774,600
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	$73,071	$17,847
Conditional contributions	2,000	10,000
Deferred rent	38,439	46,208
Total liabilities	113,510	74,055
Net assets:		
Unrestricted	1,347,606	1,323,611
Temporarily restricted (Note 6)	416,000	376,934
Total net assets	1,763,606	1,700,545
Total liabilities and net assets	$1,877,116	$1,774,600

The attached notes and auditors' report are an integral part of these financial statements.

NEW YORK NEEDS YOU d/b/a AMERICA NEEDS YOU
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2015
(With comparative totals for the year ended June 30, 2014)

	Unrestricted	Temporarily Restricted	Total 6/30/15	Total 6/30/14
Public support:				
Contributions	$1,454,257	$521,000	$1,975,257	$1,837,990
Special event income (net of direct benefit to donors) (Note 7)	765,288		765,288	1,096,881
Program income	40,547		40,547	0
Interest and dividend income	23,318		23,318	15,801
In-kind donations			0	286,600
Net assets released from restrictions (Note 6)	481,934	(481,934)	0	0
Total public support	2,765,344	39,066	2,804,410	3,237,272
Expenses:				
Program services	2,124,997		2,124,997	2,208,993
Supporting services:				
Management and general	299,642		299,642	376,710
Fundraising	318,632		318,632	250,620
Total supporting services	618,274	0	618,274	627,330
Total expenses	2,743,271	0	2,743,271	2,836,323
Change in net assets from operating activities	22,073	39,066	61,139	400,949
Non-operating activities:				
Realized gain on investments			0	9,076
Unrealized gain on investments	1,922		1,922	44,510
Total non-operating activities	1,922	0	1,922	53,586
Change in net assets	23,995	39,066	63,061	454,535
Net assets - beginning of year	1,323,611	376,934	1,700,545	1,246,010
Net assets - end of year	$1,347,606	$416,000	$1,763,606	$1,700,545

The attached notes and auditors' report are an integral part of these financial statements.

NEW YORK NEEDS YOU d/b/a AMERICA NEEDS YOU
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2015
(With comparative totals for the year ended June 30, 2014)

		Supporting Services				
	Program Services	Management and General	Fundraising	Total Supporting Services	Total 6/30/15	Total 6/30/14
Salaries	$1,059,908	$174,603	$157,592	$332,195	$1,392,103	$1,203,463
Payroll taxes & benefits	157,424	25,933	23,407	49,340	206,764	176,205
Professional fees	23,703	38,042	1,267	39,309	63,012	98,425
Fundraising expenses			82,202	82,202	82,202	78,282
Program expenses	599,075			0	599,075	831,037
Office expenses	55,698	14,814	5,769	20,583	76,281	70,122
Equipment and service contracts	44,294	7,296	6,586	13,882	58,176	31,722
Telephone	21,758	3,585	3,235	6,820	28,578	24,059
Printing & publications	10,452	7,211	2,281	9,492	19,944	15,638
Insurance	6,935	1,142	1,031	2,173	9,108	5,713
Occupancy	141,408	23,295	21,025	44,320	185,728	185,645
Bank fees		3,006	13,592	16,598	16,598	16,142
Depreciation	4,342	715	645	1,360	5,702	7,902
Bad debt expense				0	0	91,968
Total expenses	$2,124,997	$299,642	$318,632	$618,274	$2,743,271	$2,836,323

The attached notes and auditors' report are an integral part of these financial statements.

NEW YORK NEEDS YOU d/b/a AMERICA NEEDS YOU
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED JUNE 30, 2015
(With comparative totals for the year ended June 30, 2014)

	6/30/15	6/30/14
Cash flows from operating activities:		
Change in net assets	$63,061	$454,535
Adjustments to reconcile change in net assets to net cash (used for)/provided by operating activities:		
Depreciation	5,702	7,902
Net gain on investments	(1,922)	(53,586)
Changes in assets and liabilities:		
Pledges receivable	(380,130)	(6,130)
Prepaid expenses and other assets	23,906	(44,200)
Security deposit	(129)	(140)
Accounts payable and accrued expenses	55,224	(22,929)
Conditional contributions	(8,000)	(192,726)
Deferred rent	(7,769)	(3,258)
Total adjustments	(313,118)	(315,067)
Net cash flows (used for)/provided by operating activities	(250,057)	139,468
Cash flows from investing activities:		
Purchase of investments	(9,306)	(402,716)
Proceeds from sale of investments	0	491,310
Transfers out of cash	(31,318)	(207,823)
Transfers into cash	12,085	157,805
Net cash flows (used for)/provided by investing activities	(28,539)	38,576
Net (decrease)/increase in cash and cash equivalents	(278,596)	178,044
Cash and cash equivalents - beginning of year	491,595	313,551
Cash and cash equivalents - end of year	$212,999	$491,595
Supplemental disclosures:		
Interest and taxes paid	$0	$0

The attached notes and auditors' report are an integral part of these financial statements.

NEW YORK NEEDS YOU d/b/a AMERICA NEEDS YOU
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2015

Note 1. Organization

New York Needs You d/b/a America Needs You (the "Organization") was incorporated on July 7, 2009 in New York State. The Organization fights for economic mobility for ambitious, first-generation college students by providing transformative mentorship and intensive career development.

The Organization is a tax exempt organization under Section 501(c)(3) of the Internal Revenue Code. They have not been designated as a private foundation.

Subsequent to year-end, the Organization officially changed its name to America Needs You.

Note 2. Summary of Significant Accounting Policies

a. Basis of Accounting
The financial statements of the Organization have been prepared on the accrual basis of accounting which is the process of recognizing revenue and expenses when earned or incurred rather than when received or paid.

b. Basis of Presentation
The Organization reports information regarding their financial position and activities according to the following classes of net assets:

- *Unrestricted* – represents all activity without donor imposed restrictions.

- *Temporarily restricted* – accounts for activity based on specific donor restrictions that are expected to be satisfied by passage of time or performance of activities.

c. Revenue Recognition
Contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statement of activities as net assets released from restrictions. If a restricted contribution is satisfied within the same period it has been received, it is recorded as unrestricted. Conditional contributions are recognized when the conditions on which they depend are substantially met.

Program income is recognized when services are performed.

d. Cash and Cash Equivalents
The Organization considers all liquid investments with an initial maturity of three months or less to be cash and cash equivalents (excluding cash held as part of the investment portfolio).

e. Concentration of Credit Risk
Financial instruments which potentially subject the Organization to concentration of credit risk consist of cash, money market accounts and investment securities which have been placed with financial institutions that management deems to be creditworthy. At times, balances may exceed federally insured limits, but at year-end there were no uninsured balances. Management feels they have little risk and has not experienced any losses due to bank failure.

The market value of investments is subject to fluctuation; however, management believes the investment policy is prudent for the long-term welfare of the Organization.

f. Pledges Receivable
Pledges receivable are recognized in the period the promise is considered unconditional in nature. If receipt is expected within one year, it is recorded at net realizable value, but if expected in more than one year, it is recorded at fair value using risk adjusted present value techniques.

g. Allowance for Uncollectible Accounts
The Organization reviews all outstanding receivables for collectability based on the creditworthiness and age of the receivables. Based on this review it has been determined that no allowance for doubtful accounts is necessary as of June 30, 2015 or 2014. Pledges receivable are written off directly to expense when all reasonable collection efforts have been exhausted. During 2014, write-offs totaled $91,968. There were no write-offs during 2015.

h. Investments
Investments are recorded at fair value, which refers to the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Realized and unrealized gains and losses are recognized in the statement of activities.

i. Property and Equipment
Purchases of property and equipment that the Organization retains title to that benefit future periods are capitalized at cost or at fair value at the date received, if donated. Fixed assets are depreciated using the straight-line method over the estimated useful life of the asset.

j. Deferred Rent
The Organization recognizes rent expense on the straight-line method and records deferred rent for the cumulative amount that expenses exceed actual payments. In latter stages of the lease, deferred rent will be reduced as the amount of payments exceeds the expense recorded.

k. Donated Services

Donated services are recognized in circumstances where the service creates or enhances a non-financial asset or where those services require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided in-kind. In-kind professional fees of $2,200 and in-kind program space fees of $284,400 have been recognized during the year ended June 30, 2014. There were no donated services during the year ended June 30, 2015.

Board members and other individuals volunteer their time and perform a variety of tasks that assist the Organization. These services do not meet the criteria outlined above and have not been recorded in the financial statements.

l. Management Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

m. Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the financial statements. Certain costs have been allocated among the programs and supporting services benefited. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

n. Accounting for Uncertainty of Income Taxes

The Organization does not believe its financial statements include any material, uncertain tax positions. Tax filings for periods ending June 30, 2012 and later are subject to examination by applicable taxing authorities.

o. Prior-Year Comparative Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2014, from which the summarized information was derived.

p. Subsequent Events

Management has evaluated for potential recognition and disclosure events subsequent to the date of the statement of financial position through October 26, 2015 the date the financial statements were available to be issued. No events have occurred subsequent to the statement of financial position date through our evaluation date that would require adjustment to or disclosure in the financial statements.

Note 3 - Investments

Accounting standards establish a fair value hierarchy that gives the highest priority to quoted market prices in active markets and the lowest priority to unobservable data. All investments were measured using Level 1 inputs, which are the quoted prices in active markets for identical assets.

The following summarizes the composition of investments:

	6/30/15	6/30/14
Money market fund and other cash	$57,233	$38,615
Exchange traded & closed ended funds	296,982	288,804
Mutual funds – equities	121,938	124,315
Mutual funds – fixed income	275,717	269,675
Total	$751,870	$721,409

Level 1 investments are valued at the closing price reported on the active market that they are traded on.

Note 4 - Pledges Receivable

Pledges receivable are due in the following periods:

Year ended:	June 30, 2016	$586,217
	June 30, 2017	150,000
	June 30, 2018	50,000
		786,217
Less: present value discount		(9,000)
Total		$777,217

Note 5 - Fixed Assets

Fixed assets consist of the following:

	6/30/15	6/30/14
Furniture and equipment *(3 to 7 years)*	$52,799	$52,799
Less: accumulated depreciation	(36,814)	(31,112)
Total fixed assets	$15,985	$21,687

Note 6 - Temporarily Restricted Net Assets

The following schedule summarizes temporarily restricted net assets:

	June 30, 2015			
	Balance 7/1/14	Contributions	Released From Restrictions	Balance 6/30/15
Fellows Program	$150,000	$300,000	($400,000)	$50,000
College Connection	32,934	0	(32,934)	0
New York Operations	194,000	0	(49,000)	145,000
Chicago Program	0	196,000	0	196,000
Time Restricted	0	25,000	0	25,000
Total	$376,934	$521,000	($481,934)	$416,000

	June 30, 2014			
	Balance 7/1/13	Contributions	Released From Restrictions	Balance 6/30/14
Curriculum & Community Leadership Development	$97,274	$0	($97,274)	$0
Fellows Support Coordinator Position	26,596	0	(26,596)	0
Fellows Program	0	150,000	0	150,000
College Connection	0	77,250	(44,316)	32,934
New York Operations	0	244,000	(50,000)	194,000
Total	$123,870	$471,250	($218,186)	$376,934

Note 7 - Fundraising Events

The Organization hosts multiple fundraising events throughout the year. The special event proceeds are summarized as follows:

	June 30, 2015			
	Gala	YLB Events	Other	Total
Gross revenue	$789,715	$106,573	$41,654	$937,942
Less: direct benefit to donors	(143,325)	(7,754)	(21,575)	(172,654)
Net	646,390	98,819	20,079	765,288
Less: indirect expenses	(52,413)	(8,744)	(21,045)	(82,202)
Total	$593,977	$90,075	($966)	$683,086

	June 30, 2014			
	Gala	YLB Events	Other	Total
Gross revenue	$1,067,820	$85,741	$93,772	$1,247,333
Less: direct benefit to donors	(121,800)	(16,100)	(12,552)	(150,452)
Net	946,020	69,641	81,220	1,096,881
Less: indirect expenses	(65,215)	(6,522)	(6,545)	(78,282)
Total	$880,805	$63,119	$74,675	$1,018,599

Note 8 - Commitments

The Organization has a lease for office space which expires June 30, 2018. Future minimum payments are as follows:

Year ending:	June 30, 2016	$189,408
	June 30, 2017	170,460
	June 30, 2018	209,664
Total		$569,532

Note 9 - Employee Benefit Plan

Effective November 1, 2013, the Organization set up a tax deferred annuity plan in accordance with the Internal Revenue Service Code Section 403(b). The plan allows employees to voluntarily contribute a portion of their salary (limited by statutory rates) to the plan to be used for retirement. The Organization may, on an annual basis, provide a match to employees. There were no employer contributions made to the plan for the year ended June 30, 2015 or 2014.