FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2021 AND 2020

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of AAPD Foundation

We have audited the accompanying financial statements of AAPD Foundation (a nonprofit organization), which comprise the statements of financial position as of June 30, 2021 and 2020, and the 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 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 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 AAPD Foundation as of June 30, 2021 and 2020, 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.

Martin & Martin Catter Valelie accountents, Ho

Itasca, Illinois November 12, 2021

STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2021 AND 2020

ASSETS	2021			2020	
Cash and Equivalents Unconditional Promises To Give, Less	\$	494,756	\$	2,018,585	
Allowance of \$226,700 in 2021 and \$226,700 in 2020		822,668		822,548	
Interest & Dividend Receivable		35,892		38,328	
Due From Affiliate		55,825		5,447	
Prepaid Expenses		10,297		15,841	
Investments		21,084,530		16,341,813	
TOTAL ASSETS	\$	22,503,968	\$	19,242,562	
LIABILITIES					
Accrued Expenses	\$	-	\$	783,679	
Due To Affiliate		185,620	•	30,584	
Deferred Revenue		52,288		42,289	
TOTAL LIABILITIES	\$	237,908	\$	856,552	
NET ASSETS					
Without Donor Restrictions	\$	20,889,299	\$	17,009,369	
With Donor Restrictions	·	1,376,761	·	1,376,641	
TOTAL NET ASSETS	\$	22,266,060	\$	18,386,010	
TOTAL LIABILITIES AND NET ASSETS	\$	22,503,968	\$	19,242,562	

STATEMENTS OF ACTIVITIES

JUNE 30, 2021 AND 2020

WITHOUT DONOR RESTRICTIONS NET ASSETS		2021		2020
Without Donor Restrictions Revenues: Contributions Major Gifts and Circle Pledges Affiliate Support Net Investment Income	\$	374,304 215,209 52,338 4,530,805	\$	167,023 1,131,884 135,073 1,062,319
Total Without Donor Restrictions Revenues	\$	5,172,656	\$	2,496,299
Net Assets Released from Restrictions	_	162,691		567,998
Total Without Donor Restrictions Revenues and Releases From Restrictions	\$	5,335,347	\$	3,064,297
Expenses: Program Services Grants and Awards Grant Making Costs	\$	661,930 183,041	\$	1,067,518 227,284
Support Services Marketing Fundraising - Contributions Management and General	_	196,227 114,833 299,386	_	185,085 273,925 1,110,434
Total Expenses	\$	1,455,417	\$	2,864,246
Change in Without Donor Restrictions Net Assets	\$	3,879,930	\$	200,051
Without Donor Restrictions Net Assets at Beginning of Year		17,009,369		16,809,318
TOTAL WITHOUT DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	20,889,299	\$	17,009,369
WITH DONOR RESTRICTIONS NET ASSETS				
Contributions Major Gifts and Circle Pledges Net Assets Released from Restrictions	\$	1,561 161,250 (162,691)	\$	5,767 276,083 (567,998)
Increase (Decrease) in With Donor Restrictions Net Assets	\$	120	\$	(286,148)
With Donor Restrictions Net Assets at Beginning of Year		1,376,641		1,662,789
TOTAL WITH DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	1,376,761	\$	1,376,641
TOTAL NET ASSETS	\$	22,266,060	\$	18,386,010

STATEMENTS OF FUNCTIONAL EXPENSES

JUNE 30, 2021 AND 2020

 2021						
Programs	Ac	dministrative	F	und-Raising		Total
\$ 132,761	\$	102,778	\$	143,994	\$	379,533
27,761		154,644		136,203		318,608
652,083		-		-		652,083
2,505		6,733		2,389		11,627
1,198		311		769		2,278
21,040		16,289		22,821		60,150
 7,623		18,631		4,884		31,138
\$ 844.971	\$	299.386	\$	311.060	\$	1,455,417
	27,761 652,083 2,505 1,198 21,040 7,623	\$ 132,761 \$ 27,761 652,083 2,505 1,198 21,040 7,623	Programs Administrative \$ 132,761 \$ 102,778 27,761 154,644 652,083 - 2,505 6,733 1,198 311 21,040 16,289 7,623 18,631	Programs Administrative Fit \$ 132,761 \$ 102,778 \$ 27,761 154,644 652,083 - 2,505 6,733 11 21,040 16,289 7,623 18,631	Programs Administrative Fund-Raising \$ 132,761 \$ 102,778 \$ 143,994 27,761 154,644 136,203 652,083 - - 2,505 6,733 2,389 1,198 311 769 21,040 16,289 22,821 7,623 18,631 4,884	Programs Administrative Fund-Raising \$ 132,761 \$ 102,778 \$ 143,994 \$ 27,761 154,644 136,203 \$ 652,083 - - - 2,505 6,733 2,389 \$ 1,198 311 769 \$ 21,040 16,289 22,821 \$ 7,623 18,631 4,884 \$

		2020							
	_	Programs	A	dministrative	F	und-Raising		Total	
FUNCTIONAL EXPENSES:	_						_		
Personnel	\$	150,105	\$	116,205	\$	162,808	\$	429,118	
Services		46,981		139,874		130,960		317,815	
Grants		1,066,917		-		-		1,066,917	
Travel		6,386		39,514		61,386		107,286	
Supplies		417		2,270		3,086		5,773	
Occupancy		23,323		18,998		25,297		67,618	
Other Operating Expenses	_	673	_	793,573		75,473	_	869,719	
TOTAL EXPENSES	\$_	1,294,802	\$	1,110,434	\$	459,010	\$_	2,864,246	

STATEMENTS OF CASH FLOWS

JUNE 30, 2021 AND 2020

CASH FLOWS FROM OPERATING ACTIVITIES		2021		2020
Change in Without Donor Restrictions Net Assets Change in With Donor Restrictions Net Assets	\$	3,879,930 120	\$ (200,051 286,148)
Change in Net Assets Adjustments to Reconcile Change in Net Assets to	\$	3,880,050	\$ (86,097)
Net Cash Provided by (Used in) Operating Activities Bad Debt Expense		-		67,800
Realized (Gain) Loss on Sale of Investments Unrealized (Appreciation) of Investments	(1,881,493) 2,505,800)	(2,066,584) 1,214,343
(Increase) Decrease Unconditional Promises to Give	(120)		118,348
Interest and Dividend Receivable Prepaid Expenses	(2,436 5,544	(11,559) 197,379
Due from Affiliate Increase (Decrease)	(50,378)		37,189
Accounts Payable Due to Affiliate	(783,679) 155,036	1	777,509
Deferred Revenue		9,999	(77,798) 40,000
Net Cash Provided by (Used in) Operating Activities	\$_(1,168,405)	\$	210,530
CASH FLOWS FROM INVESTING ACTIVITIES				
Proceeds from Sale of Investments Purchase of Investments	\$(9,237,811 9,593,235)	\$ _(17,391,470 16,148,509)
Net Cash Provided by (Used in) Investing Activities	\$ <u>(</u>	355,424)	\$	1,242,961
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	\$ (1,523,829)	\$	1,453,491
Cash and Equivalents at Beginning of Year		2,018,585		565,094
CASH AND EQUIVALENTS AT END OF YEAR	\$	494,756	\$	2,018,585

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

NATURE OF ORGANIZATION

AAPD Foundation (the Foundation) is a not-for-profit charitable corporation organized to advance the oral health of infants and children, through adolescence, including those with special health care needs. To achieve this the Foundation, through a variety of fund raising mechanisms, shall raise and disburse funds to support service, education, research and related initiatives utilizing the expertise of pediatric dentists.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements are prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

The financial statements of the Foundation have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Foundation to report information regarding its financial position and activities according to the following net asset classifications:

Net Assets Without Donor Restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Foundation's management and board of directors.

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

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

Contributions are recognized when the donor makes a promise to give to the Foundation that is, in substance, unconditional. All contributions are considered available for unrestricted use unless specifically restricted by the donor. Contributions that are restricted by the donor are reported as increases in with donor restrictions net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in with donor restriction expires, with donor restrictions net assets. When a restriction expires, with donor restrictions net assets are released to without donor restrictions net assets. Receipts and expenditures relating to the silent auction and continuing education courses are reported in the period the event takes place. Expenses are recorded when incurred.

The Foundation uses the allowance method to account for uncollectible unconditional promises to give. The allowance is based on prior years' experience and management's analysis of specific promises.

The carrying amounts for cash and equivalents in the statement of financial position approximate fair value because of the short maturities of those investments. For purposes of the statement of cash flows, cash equivalents include all temporary investments purchased with a maturity of three months or less.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The Foundation maintains their cash and equivalents either in a local financial institution or in nationally known mutual fund money market. The balances in the financial institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The FDIC does not cover the balances in the mutual fund money markets.

The investments of the Foundation are reported at fair value. The fair value of a financial instrument is the amount that would be received to sell that asset (or paid to transfer a liability) in an orderly transaction between market participants at the measurement date (the exit price).

Purchases and sales of the investments are reflected on a trade-date basis.

Dividend income is recorded on the ex-dividend date. Interest income is recorded on an accrual basis.

The Foundation receives corporate sponsorships in which revenue is recognized when earned.

Fee-for-service revenue consists of tuition for the Advanced Leadership Institute deemed to be in exchange for the benefits of the services provided by the Foundation and is recorded as revenue in the period the services are provided. Tuition fees received in advance of the period of services provided are recorded as deferred revenue.

Deferred revenue consists primarily of funds provided from the Academy in advance of services performed related to a grant agreement. The Foundation also receives fees from individuals prior to attendance at Advanced Leadership Institute sessions. Such amounts are recorded as revenues when the related services are performed.

The presentation of financial statements in conformity with generally accepted accounting principles 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.

Functional allocation of expenses – The costs of providing programs and other activities have been summarized on a functional basis in the statement of functional expenses. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated and consistently applied include personnel, services, travel, supplies, occupancy and other expenses, which are allocated based on employee hours for specific individuals. The remaining expenses are direct costs of the program and other activities.

The Foundation follows the practice of capitalizing, at cost, all expenditure for property and equipment. Depreciation is computed on a straight-line method over the useful life of the asset. At June 30, 2021, the Foundation has \$52,000 of fully depreciated software.

Certain accounts in the 2020 financial statements have been reclassified for comparative purposes to conform to the presentation in the current year financial statements.

SUBSEQUENT EVENTS

Subsequent events were evaluated through November 12, 2021, which is the date the financial statements were available to be issued.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

FEDERAL INCOME TAX

The Foundation is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and is not a private foundation but is an organization described in Section 509(a)(1) and Section 170(b)(1)(A)(vi). During the years ended June 30, 2021 and 2020, the Foundation did not have any unrelated business income or any uncertain tax positions that are material to the financial statements. The Foundation files Form 990, *Return of Organizations Exempt from Tax*, with the Internal Revenue Service (IRS). The Foundation's returns are subject to examination until the applicable statute of limitations expires.

UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give consist of the following:

			2020	
Unconditional Promises to Give	\$	1,086,323	\$	1,091,993
Less: Allowance for Doubtful Accounts	(226,700)	(226,700)
Unamortized Discount	(36,955)	(42,745)
Total Unconditional Promises to Give	\$	822,668	\$	822,548
Amounts due in:				
Less than One Year		520,941		528,818
One to Five Years		560,532		555,175
More than Five Years		4,850		8,000
Total Unconditional Promises to Give	\$	1,086,323	\$	1,091,993

Discount rates ranged from 0.29 percent to 2.74 percent for 2021 and 2020.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

INVESTMENTS

Investments are stated at fair value and are comprised of the following:

<u>June 30, 2021</u>	_	Cost	 Fair Value	Cumulative Unrealized Appreciation Depreciation)
Fixed Income Securities Equity Securities	\$	5,505,294 9,585,620	\$ 5,631,655 15,452,875	\$ 126,361 5,867,255
Total	\$	15,090,914	\$ 21,084,530	\$ 5,993,616
<u>June 30, 2020</u>				
Fixed Income Securities Equity Securities	\$	5,506,512 7,347,484	\$ 5,617,545 10,724,268	\$ 111,033 3,376,784
Total	\$	12,853,996	\$ 16,341,813	\$ 3,487,817

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended June 30, 2021 and 2020, respectively:

		strictions			
		2021		2020	
Investment Income	\$	230,894	\$	301,774	
Realized Gain on Sale of Investments		1,881,493		2,066,584	
Unrealized Gain (Loss) on Investments		2,505,800	(1,214,343)	
Investment Expenses	(87,382)	(91,696)	
Net Investment Income	\$	4,530,805	\$	1,062,319	

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

WITH DONOR RESTRICTIONS NET ASSETS

With donor restrictions net assets at June 30, 2021 and 2020 are as follows:

	 2021	 2020	
Time Restricted	\$ 822,668	\$ 822,548	
Purpose Restricted:			
Head Start Program	174,238	174,238	
Advanced Leadership	 379,855	 379,855	
Total With Donor Restrictions Net Assets	\$ 1,376,761	\$ 1,376,641	

During the year ended June 30, 2021, \$162,691 of with donor restrictions net assets was released from restriction of which \$162,691 was time restricted. During the year ended June 30, 2020, \$567,998 of with donor restrictions net assets was released from restriction of which \$100,000 was purpose restricted and \$467,998 was time restricted.

RELATED PARTY TRANSACTIONS

The American Academy of Pediatric Dentistry (the "Academy") and the AAPD Foundation (the "Foundation") is related through common management. The Academy provided in-kind office space and staff to the Foundation for the year ended June 30, 2021 of \$52,338 and \$135,073 in 2020. Employees of the Academy make contributions to the Foundation.

AVAILABILITY AND LIQUIDITY

Liquidity expected to be available to meet cash needs for general expenditures within one year, without contractual or donor restrictions consists of the following:

Financial Assets at Year End: Cash and Equivalents Unconditional Promises to Give, Net Interest and Dividends Receivable Investments Total Financial Assets	\$ 2021 494,756 822,668 35,892 21,084,530 22,437,846	\$ 2020 2,018,585 822,548 38,328 16,341,813 19,221,274
Less Amounts Not Available to be Used Within One Year: Donor Advised Investments Unconditional Promises Collected Not Within One Year	5,755,160 565,382	4,285,982 563,175
Total Not Available to be Used Within One Year	6,320,542	4,849,157
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	\$ 16,117,304	\$ 14,372,117

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

FAIR VALUE MEASUREMENTS

The *Fair Value Measurements and Disclosures* Topic of the FASB Accounting Standards Codification established a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described below:

Basis of Fair Value Measurement

- Level 1 Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities
- Level 2 Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly
- Level 3 Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable

The methods used to measure fair value may produce an amount that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level within the fair value hierarchy the Foundation's investment assets at fair value as of June 30, 2021 and 2020. As required, assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. The Foundation had no investment assets at fair value classified within Level 3 at June 30, 2021 and 2020.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

		Fair Value Measurements at 6/30/21 Using					
	Total	-	Quoted Prices In Active Markets for Identical Assets (Level 1)		Significant Other Observable Inputs (Level 2)		Significant Unobservable Inputs (Level 3)
Mutual Funds							
Equity Funds	\$ 4,773,334	\$	4,773,334	\$	-	\$	-
Exchange Traded Funds	57,472		57,472		-		-
Fixed Income	3,726,560		3,726,560		-		-
Total Mutual Funds	8,557,366		8,557,366		-		-
Common Stock	9,870,857		9,870,857		-		-
Real Estate Investment Trust	751,209		751,209		-		-
U.S. Government Obligation	881,127		881,127		-		-
Corporate Fixed Income	1,023,971		-		1,023,971		-
Total	\$ 21,084,530	\$	20,060,559	\$	1,023,971	\$	

Fair Value Measurements at 6/30/20 Using

		Total	-	Quoted Prices In Active Markets for Identical Assets (Level 1)	-	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual Funds							
Equity Funds	\$	2,246,510	\$	2,246,510	\$	-	\$ -
Exchange Traded Funds		67,797		67,797		-	-
Fixed Income	_	3,389,936		3,389,936	_	-	-
Total Mutual Funds		5,704,243		5,704,243		-	-
Common Stock		8,010,050		8,010,050		-	-
Real Estate Investment Trust		399,912		399,912		-	-
U.S. Government Obligation		953,964		953,964		-	-
Corporate Fixed Income	-	1,273,644	_		_	1,273,644	
Total	\$	16,341,813	\$	15,068,169	\$	1,273,644	\$ -

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2021 AND 2020

FAIR VALUE MEASUREMENTS (CONTINUED)

Level 1 Measurements

Common stock and most U.S. Government obligations are traded in active markets on national and international securities exchanges and are valued at closing prices on the last business day of each period presented.

The fair value of the mutual funds is determined by reference to the funds' underlying assets, which are principally marketable equity and fixed income securities. Shares held in mutual funds are traded on national securities exchanges and are valued at the net asset value as of the last business day of each year.

Level 2 Measurements

Corporate fixed income securities are generally valued by benchmarking model-derived prices to quoted market prices and trade data for identical or comparable securities. To the extent that quoted prices are not available, fair value is determined based on a valuation model that includes inputs such as interest rate yield curves and credit spreads. Securities traded in markets that are not considered active are valued based on quoted market prices, broker or dealer quotations, or alternative pricing sources with reasonable levels of price transparency. Securities that trade infrequently and therefore have little or no price transparency are valued using the investment manager's best estimates.

The fair value of the Organization's investments in corporate fixed income bonds was \$1,023,971 and \$1,273,644 at June 30, 2021 and 2020, respectively. For the years ended June 30, 2021 and 2020, these bonds had a weighted-average coupon rate of 3.251% and 3.140% and weighted-average maturity of 3.60 and 4.26, years, respectively.

COMMITMENTS

The Foundation has entered into contracts for services and accommodations for future seminars. These contracts may include penalty clauses which would require the payment of certain amounts if events were to be canceled or guarantees for room blocks are not fulfilled.

The Foundation enters into agreements with organizations to help children receive the proper dental care they need. These agreements are conditional on completion of future events and requirements, and represents future disbursements. The Foundation is committed to the following disbursements provided future conditions are met:

Year ending June 30,	
2022	42,000
2023	68,000
	<u>\$110,000</u>