FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2022 AND 2021

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of AAPD Foundation

Opinion

We have audited the accompanying financial statements of AAPD Foundation (a nonprofit organization), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years 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 AAPD Foundation as of June 30, 2022 and 2021, 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.

Basis for Opinion

We conducted our audits 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 AAPD Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. 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 AAPD Foundation'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 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 AAPD Foundation'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 AAPD Foundation'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.

Martin & Martin Catter Valelie accountents, Ho

Itasca, Illinois November 12, 2022

STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2022 AND 2021

ASSETS		2022		2021
Cash and Equivalents Unconditional Promises To Give, Less	\$	553,016	\$	494,756
Allowance of \$166,800 in 2022 and \$226,700 in 2021		678,623		822,668
Interest & Dividend Receivable		17,741		35,892
Due From Affiliate		357,987		55,825
Prepaid Expenses		12,814		10,297
Investments		16,841,413		21,084,530
TOTAL ASSETS	\$	18,461,594	\$	22,503,968
LIABILITIES_				
Due To Affiliate	\$	881,860	\$	185,620
Deferred Revenue	Ŷ	2,289	Ŧ	52,288
		· · · · ·		
TOTAL LIABILITIES	\$	884,149	\$	237,908
NET ASSETS				
Without Donor Restrictions	\$	16,321,354	\$	20,889,299
With Donor Restrictions		1,256,091		1,376,761
TOTAL NET ASSETS	\$	17,577,445	\$	22,266,060
TOTAL LIABILITIES AND NET ASSETS	\$	18,461,594	\$	22,503,968

STATEMENTS OF ACTIVITIES

JUNE 30, 2022 AND 2021

WITHOUT DONOR RESTRICTIONS NET ASSETS		2022	 2021
Without Donor Restrictions Revenues: Contributions Major Gifts and Pledges Affiliate Support Net Investment Income (Loss)	\$	475,771 54,421 45,896 (3,387,869)	\$ 374,304 215,209 52,338 4,530,805
Total Without Donor Restrictions Revenues	\$	(2,811,781)	\$ 5,172,656
Net Assets Released from Restrictions		166,840	 162,691
Total Without Donor Restrictions Revenues and Releases From Restrictions	\$	(2,644,941)	\$ 5,335,347
Expenses: Program Services Grants and Awards Grant Making Costs	\$	695,314 164,980	\$ 661,930 183,041
Support Services Marketing Fundraising - Contributions Management and General		500,485 207,812 354,413	 196,227 114,833 299,386
Total Expenses	\$	1,923,004	\$ 1,455,417
Change in Without Donor Restrictions Net Assets	\$ (4,567,945)	\$ 3,879,930
Without Donor Restrictions Net Assets at Beginning of Year		20,889,299	 17,009,369
TOTAL WITHOUT DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	16,321,354	\$ 20,889,299
WITH DONOR RESTRICTIONS NET ASSETS			
Contributions Expansion Grants Major Gifts and Pledges Net Assets Released from Restrictions	\$	2,795 23,375 20,000 (166,840)	\$ 1,561 - 161,250 (162,691)
Increase (Decrease) in With Donor Restrictions Net Assets	\$	(120,670)	\$ 120
With Donor Restrictions Net Assets at Beginning of Year		1,376,761	 1,376,641
TOTAL WITH DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	1,256,091	\$ 1,376,761
TOTAL NET ASSETS	\$	17,577,445	\$ 22,266,060

STATEMENTS OF FUNCTIONAL EXPENSES

JUNE 30, 2022 AND 2021

	 2022						
	Programs	Ac	ministrative	F	und-Raising		Total
FUNCTIONAL EXPENSES:							
Personnel	\$ 127,373	\$	99,162	\$	138,151	\$	364,686
Services	14,330		157,217		320,902		492,449
Grants	693,282		-		-		693,282
Travel	2,308		61,977		51,748		116,033
Supplies	12		1,119		108,917		110,048
Occupancy	17,108		13,244		19,339		49,691
Other Operating Expenses	 5,881		21,694	_	69,240	_	96,815
TOTAL EXPENSES	\$ 860,294	\$	354,413	\$	708,297	\$_	1,923,004

		2021						
	_	Programs	Ac	dministrative	F	und-Raising		Total
FUNCTIONAL EXPENSES:								
Personnel	\$	132,761	\$	102,778	\$	143,994	\$	379,533
Services		27,761		154,644		136,203		318,608
Grants		652,083		-		-		652,083
Travel		2,505		6,733		2,389		11,627
Supplies		1,198		311		769		2,278
Occupancy		21,040		16,289		22,821		60,150
Other Operating Expenses	_	7,623		18,631		4,884	_	31,138
TOTAL EXPENSES	\$_	844,971	\$	299,386	\$	311,060	\$_	1,455,417

STATEMENTS OF CASH FLOWS

JUNE 30, 2022 AND 2021

CASH FLOWS FROM OPERATING ACTIVITIES		2022	2021		
Change in Without Donor Restrictions Net Assets Change in With Donor Restrictions Net Assets	\$ (4,567,945) 120,670)	\$	3,879,930 120	
Change in Net Assets Adjustments to Reconcile Change in Net Assets to	\$(4,688,615)	\$	3,880,050	
Net Cash Provided by (Used in) Operating Activities Allowance for Bad Debts Realized (Gain) Loss on Sale of Investments Unrealized (Appreciation) of Investments	(59,900) 566,548) 4,083,993	((- 1,881,493) 2,505,800)	
(Increase) Decrease Unconditional Promises to Give Interest and Dividend Receivable Prepaid Expenses Due from Affiliate	(203,945 18,151 2,517) 302,162)	(120) 2,436 5,544 50,378)	
Increase (Decrease) Accounts Payable Due to Affiliate Deferred Revenue	(- 696,240 49,999)	(783,679) 155,036 <u>9,999</u>	
Net Cash Provided by (Used in) Operating Activities	\$_(667,412)	\$ <u>(</u>	1,168,405)	
CASH FLOWS FROM INVESTING ACTIVITIES					
Proceeds from Sale of Investments Purchase of Investments	\$ _(11,181,561 10,455,889)	\$ _(9,237,811 9,593,235)	
Net Cash Provided by (Used in) Investing Activities	\$	725,672	\$ <u>(</u>	355,424)	
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	\$	58,260	\$ (1,523,829)	
Cash and Equivalents at Beginning of Year		494,756		2,018,585	
CASH AND EQUIVALENTS AT END OF YEAR	\$	553,016	\$	494,756	

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

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 restrictions 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, 2022 AND 2021

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, 2022, the Foundation has \$52,000 of fully depreciated software.

Certain accounts in the 2021 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, 2022, which is the date the financial statements were available to be issued.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

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, 2022 and 2021, 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:

		2022		2021	
Unconditional Promises to Give	\$	882,588	\$	1,086,323	
Less: Allowance for Doubtful Accounts	(166,800)	(226,700)	
Unamortized Discount	(37,165)	(36,955)	
Total Unconditional Promises to Give	\$	678,623	\$	822,668	
Amounts due in:					
Less than One Year		380,595		520,941	
One to Five Years		498,143		560,532	
More than Five Years		3,850		4,850	
Total Unconditional Promises to Give	\$	882,588	\$	1,086,323	

Discount rates ranged from 0.29 percent to 3.09 percent for 2022 and 2021.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

INVESTMENTS

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

<u>June 30, 2022</u>	_	Cost	 Fair Value	Δ	Cumulative Unrealized Appreciation Depreciation)
Fixed Income Securities Equity Securities	\$	4,437,779 10,476,699	\$ 4,316,747 12,524,666	\$(121,032) 2,047,967
Total	\$	14,914,478	\$ 16,841,413	\$	1,926,935
<u>June 30, 2021</u>					
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

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended June 30, 2022 and 2021, respectively:

years ended Julie 30, 2022 and 2021, respectively.		Without Dor	nor Res	strictions
		2022		2021
Investment Income	\$	222,234	\$	230,894
Realized Gain on Sale of Investments		566,548		1,881,493
Unrealized Gain (Loss) on Investments	(4,083,993)		2,505,800
Investment Expenses	(92,658)	(87,382)
Net Investment Income (Loss)	\$ <u>(</u>	3,387,869)	\$	4,530,805

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

WITH DONOR RESTRICTIONS NET ASSETS

With donor restrictions net assets at June 30, 2022 and 2021 are as follows:

		2022		2021	
Time Restricted	\$	678,623	\$	822,668	
Purpose Restricted:					
Head Start Program		174,238		174,238	
Expansion Grants		23,375		-	
Advanced Leadership		379,855		379,855	
Total With Donor Restrictions Net Assets	\$	1.256.091	\$	1,376,761	
TOTAL WITH DOTION RESTICTIONS NET ASSETS	. ወ 	1,200,091	Ψ	1,570,701	

During the year ended June 30, 2022, \$166,840 of with donor restrictions net assets was released from restriction of which \$166,840 was time restricted. 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.

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, 2022 of \$45,896 and \$52,338 in 2021. 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:	2022	2021
Cash and Equivalents	\$ 553,016	\$ 494,756
Unconditional Promises to Give, Net	678,623	822,668
Interest and Dividends Receivable	17,741	35,892
Investments	16,841,413	21,084,530
Total Financial Assets	18,090,793	22,437,846
Less Amounts Not Available to be Used Within One Year:		
Donor Advised Investments	4,699,014	5,755,160
Unconditional Promises Collected Not Within One Year	501,993	565,382
Total Not Available to be Used Within One Year	5,201,007	6,320,542
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	\$ 12,889,786	\$ 16,117,304

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

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, 2022 and 2021. 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, 2022 and 2021.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

			Fair Value Measurements at 6/30/22 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	\$ 3,287,286	\$	3,287,286	\$	-	\$	-		
Exchange Traded Funds	790,026		790,026		-		-		
Fixed Income	2,999,647		2,999,647	_	-		-		
Total Mutual Funds	7,076,959		7,076,959	-	-		-		
Common Stock	8,116,886		8,116,886		-		-		
Real Estate Investment Trust	329,838		329,838		-		-		
U.S. Government Obligation	606,515		606,515		-		-		
Corporate Fixed Income	711,215	_		_	711,215				
Total	\$ 16,841,413	\$	16,130,198	\$	711,215	\$			

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	\$ -

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2022 AND 2021

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 \$711,215 and \$1,023,971 at June 30, 2022 and 2021, respectively. For the years ended June 30, 2022 and 2021, these bonds had a weighted-average coupon rate of 3.132% and 3.251% and weighted-average maturity of 4.13 and 3.60, 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,	
2023	\$334,000
2024	225,000
2025	225,000
	\$784.000