FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2024 AND 2023

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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, 2024 and 2023, 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, 2024 and 2023, 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 11, 2024

STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2024 AND 2023

ASSETS		2023		
Cash and Equivalents Unconditional Promises To Give, Less	\$	875,456	\$	498,463
Allowance of \$166,800 in 2024 and 2023		482,615		652,496
Interest & Dividend Receivable		26,267		17,939
Due From Affiliate		502,400		274,501
Prepaid Expenses		17,007		8,309
Investments		17,423,801		16,491,674
TOTAL ASSETS	\$	19,327,546	\$	17,943,382
LIABILITIES				
Accounts Payable	\$	28,866	\$	83,166
Due To Affiliate	Ţ	624,797	·	446,063
Deferred Revenue		2,289		2,289
TOTAL LIABILITIES	\$	655,952	\$	531,518
NET ASSETS				
Without Donor Restrictions	\$	17,656,369	\$	16,300,058
With Donor Restrictions	·	1,015,225	·	1,111,806
TOTAL NET ASSETS	\$	18,671,594	\$	17,411,864
TOTAL LIABILITIES AND NET ASSETS	\$	19,327,546	\$	17,943,382

STATEMENTS OF ACTIVITIES

JUNE 30, 2024 AND 2023

WITHOUT DONOR RESTRICTIONS NET ASSETS		2024		2023
Without Donor Restrictions Revenues: Contributions Major Gifts and Pledges CareQuest Grant Affiliate Support Net Investment Income	\$	365,592 22,247 51,700 70,412 3,164,604	\$	343,279 14,167 - 62,664 2,289,556
Total Without Donor Restrictions Revenues	\$	3,674,555	\$	2,709,666
Net Assets Released from Restrictions		348,034		337,618
Total Without Donor Restrictions Revenues and Releases From Restrictions	\$	4,022,589	\$	3,047,284
Expenses: Program Services Grants and Awards Grant Making Costs	\$	1,090,659 287,919	\$	1,200,918 232,213
Support Services Marketing Fundraising - Contributions Management and General	_	364,582 508,118 415,000		731,757 501,258 402,434
Total Expenses	\$	2,666,278	\$	3,068,580
Change in Without Donor Restrictions Net Assets	\$	1,356,311	\$(21,296)
Without Donor Restrictions Net Assets at Beginning of Year		16,300,058		16,321,354
TOTAL WITHOUT DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	17,656,369	\$	16,300,058
WITH DONOR RESTRICTIONS NET ASSETS				
CareQuest Grant Major Gifts and Pledges Net Assets Released from Restrictions	\$	73,300 178,153 (348,034)	\$	- 193,333 (337,618)
Increase (Decrease) in With Donor Restrictions Net Assets	\$	(96,581)	\$	(144,285)
With Donor Restrictions Net Assets at Beginning of Year		1,111,806		1,256,091
TOTAL WITH DONOR RESTRICTIONS NET ASSETS AT END OF YEAR	\$	1,015,225	\$	1,111,806
TOTAL NET ASSETS	\$	18,671,594	\$	17,411,864

STATEMENTS OF FUNCTIONAL EXPENSES

JUNE 30, 2024 AND 2023

		2024						
		Programs	A	dministrative	F	und-Raising		Total
FUNCTIONAL EXPENSES:								
Personnel	\$	252,851	\$	156,384	\$	218,788	\$	628,023
Services		15,872		145,528		459,604		621,004
Grants		1,034,000		-		-		1,034,000
Travel		37,764		80,561		77,294		195,619
Supplies		-		1,541		36,906		38,447
Occupancy		27,371		21,423		29,688		78,482
Other Operating Expenses	_	10,720		9,563		50,420	_	70,703
TOTAL EXPENSES	\$_	1,378,578	\$	415,000	\$	872,700	\$_	2,666,278

	2023							
	-	Programs	Ac	dministrative	F	- und-Raising		Total
FUNCTIONAL EXPENSES:	-				_		_	
Personnel	\$	170,604	\$	133,216	\$	185,041	\$	488,861
Services		18,210		161,517		818,065		997,792
Grants		1,200,918		-		-		1,200,918
Travel		7,777		70,135		141,862		219,774
Supplies		-		2,330		11,010		13,340
Occupancy		30,291		23,542		32,854		86,687
Other Operating Expenses	-	5,331		11,693	_	44,184	_	61,208
TOTAL EXPENSES	\$_	1,433,131	\$	402,433	\$_	1,233,016	\$_	3,068,580

STATEMENTS OF CASH FLOWS

JUNE 30, 2024 AND 2023

CASH FLOWS FROM OPERATING ACTIVITIES		2024		2023
Change in Without Donor Restrictions Net Assets	\$	1,356,311	\$(21,296)
Change in With Donor Restrictions Net Assets	(96,581)	<u>(</u>	144,285)
Change in Net Assets	\$	1,259,730	\$ (165,581)
Adjustments to Reconcile Change in Net Assets to				
Net Cash Provided by (Used in) Operating Activities				
Allowance for Bad Debts		-		-
Realized (Gain) Loss on Sale of Investments	(1,579,468)		256,773
Unrealized (Appreciation) of Investments (Increase) Decrease	(1,385,935)	(2,365,404)
Unconditional Promises to Give		169,881		26,127
Interest and Dividend Receivable	(8,328)	(198)
Prepaid Expenses	(8,698)		4,505
Due from Affiliate	(227,899)		83,486
Increase (Decrease)				
Accounts Payable		(54,300)		83,166
Due to Affiliate		178,734	(435,797)
Net Cash Provided by (Used in) Operating Activities	\$_(1,656,283)	\$ <u>(</u>	2,512,923)
CASH FLOWS FROM INVESTING ACTIVITIES				
Proceeds from Sale of Investments	\$	6,188,921	\$	3,632,999
Purchase of Investments	(4,155,645)	_(1,174,629)
Net Cash Provided by (Used in) Investing Activities	\$	2,033,276	\$	2,458,370
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	\$	376,993	\$(54,553)
Cash and Equivalents at Beginning of Year		498,463		553,016
CASH AND EQUIVALENTS AT END OF YEAR	\$	875,456	\$	498,463

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

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, 2024 AND 2023

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, 2024, the Foundation has \$52,000 of fully depreciated software.

Certain accounts in the 2023 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 11, 2024, which is the date the financial statements were available to be issued.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

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, 2024 and 2023, 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:

		2024		2023
Unconditional Promises to Give	\$	769,220	\$	908,962
Less: Allowance for Doubtful Accounts	(166,800)	(166,800)
Unamortized Discount	(119,805)	(89,666)
Total Unconditional Promises to Give	\$	482,615	\$	652,496
Amounts due in:				
Less than One Year		316,964		376,046
One to Five Years		450,931		529,066
More than Five Years		1,325		3,850
Total Unconditional Promises to Give	\$	769,220	\$	908,962

Discount rates ranged from 3.10 percent to 8.50 percent for 2024 and 2023.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

INVESTMENTS

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

<u>June 30, 2024</u>	_	Cost	 Fair Value	Д	Cumulative Unrealized opreciation Depreciation)
Fixed Income Securities Equity Securities	\$	3,634,431 8,111,096	\$ 3,596,284 13,827,517	\$(38,147) 5,716,421
Total	\$	11,745,527	\$ 17,423,801	\$	5,678,274
<u>June 30, 2023</u>					
Fixed Income Securities Equity Securities	\$	2,786,558 9,412,777	\$ 2,664,951 13,826,723	\$(121,607) 4,413,946
Total	\$	12,199,335	\$ 16,491,674	\$	4,292,339

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended June 30, 2024 and 2023, respectively:

		Without Donor Restrictions						
		2024		2023				
Investment Income	\$	275,428	\$	255,805				
Realized Gain (Loss) on Sale of Investments		1,579,468	(256,773)				
Unrealized Gain on Investments		1,385,935		2,365,404				
Investment Expenses	(76,227)	(74,880)				
Net Investment Income	\$	3,164,604	\$	2,289,556				

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

WITH DONOR RESTRICTIONS NET ASSETS

With donor restrictions net assets at June 30, 2024 and 2023 are as follows:

	 2024	 2023	
Time Restricted	\$ 482,615	\$ 652,496	
Purpose Restricted:			
Head Start Program	174,238	174,238	
CareQuest Grant	73,300	-	
Advanced Leadership	 285,072	 285,072	
Total With Donor Restrictions Net Assets	\$ 1,015,225	\$ 1,111,806	

During the year ended June 30, 2024, \$348,034 of with donor restrictions net assets was released from restriction of which \$348,034 was time restricted. During the year ended June 30, 2023, \$337,618 of with donor restrictions net assets was released from restriction of which \$166,840 was time restricted and \$118,158 was purpose 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, 2024 of \$70,412 and \$62,664 in 2023. 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:	2024	2023
Cash and Equivalents	\$ 875,456	\$ 498,463
Unconditional Promises to Give, Net	482,615	652,496
Interest and Dividends Receivable	26,267	17,939
Investments	17,423,801	16,491,674
Total Financial Assets	18,808,139	17,660,572
Less Amounts Not Available to be Used Within One Year:		
Donor Advised Investments	393,756	331,084
Unconditional Promises Collected Not Within One Year	452,256	532,916
Total Not Available to be Used Within One Year	846,012	864,000
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	\$ 17,962,127	\$ 16,796,572

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

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, 2024 and 2023. 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, 2024 and 2023.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

			Fair Value Measurements at 6/30/24 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	\$ 3,214,804	\$	3,214,804	\$	-	\$	-		
Exchange Traded Funds	653,833		653,833		-		-		
Fixed Income	2,890,618		2,890,618	_	-		-		
Total Mutual Funds	6,759,255		6,759,255	-	-		-		
Common Stock	9,617,323		9,617,323		-		-		
Real Estate Investment Trust	341,554		341,554		-		-		
U.S. Government Obligation	185,057		185,057		-		-		
Corporate Fixed Income	520,612	_		_	520,612				
Total	\$ 17,423,801	\$	16,903,189	\$	520,612	\$			

Fair Value Measurements at 6/30/23 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	\$	3,222,393	\$	3,222,393	\$	-	\$ -
Exchange Traded Funds		679,461		679,461		-	-
Fixed Income	-	1,749,664		1,749,664	-	-	-
Total Mutual Funds		5,651,518		5,651,518		-	-
Common Stock		9,617,926		9,617,926		-	-
Real Estate Investment Trust		306,944		306,944		-	-
U.S. Government Obligation		473,803		473,803		-	-
Corporate Fixed Income	-	441,483	-		-	441,483	
Total	\$	16,491,674	\$	16,050,191	\$	441,483	\$

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2024 AND 2023

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 \$520,612 and \$441,483 at June 30, 2024 and 2023, respectively. For the years ended June 30, 2024 and 2023, these bonds had a weighted-average coupon rate of 2.925% and 3.072% and weighted-average maturity of 4.50 and 3.89 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,		
2025	\$	805,000
2026		600,000
2027	_	60,000
Total	\$_	1,465,000