OLD NEWSBOYS' GOODFELLOW FUND
OF DETROIT, MICHIGAN
FINANCIAL STATEMENTS
YEAR ENDED JANUARY 31, 2023 WITH
SUMMARIZED FINANCIAL INFORMATION FOR THE
YEAR ENDED JANUARY 31, 2022
WITH INDEPENDENT AUDITORS' REPORT

## OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN

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## EDWARDS, ELLIS & ASSOCIATES, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

JEFFREY B. ELLIS, CPA, MST ERIC J. BOWREN, CPA DAVID W. ARMSTRONG, CPA, MST, CFP® JEFFREY D. MILLER, CPA, CFE AHMED LAGHRIB, CPA, MSA

RETIRED
RICHARD A. EDWARDS, CPA, MBA

2155 BUTTERFIELD DR., SUITE 305 TROY, MICHIGAN 48084-3450 (248) 643-4545 FAX (248) 643-7392

206 s. FOURTH AVENUE ANN ARBOR, MICHIGAN 48104 (734) 662-0277 FAX (734) 662-5299 SANDRA H. GALLAGHER, CPA MARY J. HALE, CPA, MSF MADHU KALUVA, CPA KAREN L. WELCH, CPA ALEXANDER BEAUMONT, CPA

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Old Newsboys' Goodfellow Fund of Detroit, Michigan

## Opinion

We have audited the accompanying financial statements of Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization), which comprise the statement of financial position as of January 31, 2023, the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization), as of January 31, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization), and to meet our ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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 Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization) ability to continue as a going concern within one year after the date that the financial statements are available to be issued.





## Auditors' Responsibility

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 auditors' 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 aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In preforming 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 that 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 Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization) 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 judgement, there are conditions or events, considered in the aggregate, that raise substantial doubt about Old Newsboys' Goodfellow Fund of Detroit, Michigan (a non-profit organization) ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, amount 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.

## 1. Report on Summarized Comparative Information

We have previously audited the Old Newsboys' Goodfellow Fund of Detroit, Michigan's 2022 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated September 13, 2022. In our opinion, the summarized comparative information presented herein as of and for the year ended January 31, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.

EDWARDS, ELLIS & ASSOCIATES, P.C.

Troy, Michigan

August 25, 2023

# OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN STATEMENTS OF FINANCIAL POSITION

January 31, 2023

(with summarized 2022 information for comparative purposes only)

## **ASSETS**

		Januar	y 31, 2023		January 31, 2022
	With Donor Restrictions Program	Without Donor			
	Fund	Fund	Fund	Total	Total
Current assets:					
Cash and cash equivalents	\$ -	\$ 578,348	\$ 675,243	\$1,253,591	\$ 1,411,100
Marketable securities	-	5,595,883	1,237,003	6,832,886	6,618,784
Interest receivable	=	404.700	99,575	99,575	18,849
Inventory  Total current assets		494,700 6,668,931	2,011,821	494,700	341,500 8,390,233
Total current assets	-	0,008,931	2,011,821	8,680,752	8,390,233
Equipment, at cost net of \$4,324					
accumulated depreciation	-	635	-	635	-
•					
Other assets	-	-	3,126	3,126	3,126
Reciprocal transfer assets, held by Community Foundation for Southeastern Michigan in a component endowment fund	43,377 \$ 43,377	<u>-</u> <u>\$6,669,566</u>	<u>-</u> <u>\$2,014,947</u>	43,377 \$8,727,890	47,318 \$8,440,677
	LIABILITIES AN	ND NET ASSETS	<u>S</u>		
Current liabilities:					
Accounts payable	\$ -	\$ -	\$ 53,850	\$ 53,850	\$ 79,976
Payroll taxes payable	φ -	φ - -	4,574	4,574	2,866
Total current liabilities	<del>-</del>		58,424	58,424	82,842
			,	,	,
Net assets:					
Without donor restrictions	<u>-</u>	6,669,566	1,956,523	8,626,089	8,306,954
With donor restrictions	43,377	-	1.056.522	43,377	50,881
Total net assets	43,377	6,669,566	1,956,523	8,669,466	8,357,835
	<u>\$ 43,377</u>	<u>\$6,669,566</u>	<u>\$2,014,947</u>	<u>\$8,727,890</u>	<u>\$8,440,677</u>

See accompanying notes.

## OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN STATEMENTS OF ACTIVITIES

Year ended January 31, 2023 (with summarized 2022 information for comparative purposes only)

	Vac	r ended January 31,	2022	Year ended January 31, 2022
	Program	Administrative	2023	
	Fund	Fund	Total	Total
Net assets without donor restrictions:	<u>r unu</u>	1 una	10111	10111
Revenues:				
Contributions and newspaper sales	\$ 1,041,134	\$ -	\$ 1,041,134	\$974,075
Legacies and bequests	533,890	-	533,890	18,750
Endowment income	118,310	_	118,310	110,069
Breakfast and other fundraisers, net of	,		,	,
\$47,435 and \$25,188 in expenses				
for 2023 and 2022, respectively	92,222	-	92,222	114,312
Investment income	-	14,436	14,436	865,760
Membership dues	_	14,725	14,725	13,300
Other income	-	921	921	669
Government grant	-	=	-	-
Total revenues	1,785,556	30,082	1,815,638	2,096,935
Net assets released from restrictions:				
Satisfaction of program restrictions	7,693		7,693	782
	7,693	-	7,693	782
Expenses:				
Program services	1,192,690	=	1,192,690	1,052,336
Support services:				
Management and general	-	233,135	233,135	180,669
Fundraising		78,371	78,371	64,790
Total support expenses		311,506	311,506	245,459
Total expenses	1,192,690	311,506	1,504,196	1,297,795
Increase (decrease) in net assets				
without donor restrictions	600,559	(281,424)	319,135	799,922
Net assets with donor restrictions:				
Contributions	4,130	-	4,130	1,500
Change in reciprocal transfer assets	(3,941)	-	(3,941)	1,554
Net assets released from restrictions	(7,693)		(7,693)	(782)
Increase (decrease) in net assets				
with donor restrictions	(7,504)	<del></del>	(7,504)	<u>2,272</u>
Increase (decrease) in net assets	593,055	(281,424)	311,631	802,194
Net assets, beginning of year	6,119,888	2,237,947	8,357,835	7,555,641
Net assets, end of year	\$6,712,943	\$1,956,523	\$8,669,466	\$8,357,835
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# OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN STATEMENTS OF FUNCTIONAL EXPENSES

Year ended January 31, 2023

(with summarized 2022 information for comparative purposes only)

Year ended

		Year ended Jan	uary 31, 2023		January 31, 2022
	Program	Administr	Administrative		
	Fund	Fund		<u>Total</u>	<u>Total</u>
		Management	Fund-		
		and General	Raising		
Christmas gifts and merchandise	\$1,061,939	\$ -	\$ -	\$1,061,939	\$936,726
Shoes	9,450	-	-	9,450	782
Dental program	10,000	-	-	10,000	-
Scholarships	-	-	-	-	20,000
Detroit Public Safety Foundation	-	-	=	-	5,000
Camping program	18,700	_	-	18,700	15,250
Repairs and maintenance	6,536	-	-	6,536	771
Warehouse packaging rent	68,490	-	-	68,490	65,695
Insurance	17,575	13,305	-	30,880	15,720
Salaries, payroll taxes and benefits	- -	133,200	37,849	171,049	137,539
Luncheons, awards and special events	-	7,425	213	7,638	5,457
Office expense	_	21,461	10,078	31,539	27,844
Telephone	-	2,677	1,784	4,461	2,785
Public relations	-	34,303	16,603	50,906	43,626
Depreciation	_	159	_	159	_
Printing and postage	_	12,855	11,844	24,699	13,350
Audit fees		7,750		7,750	7,250
	<u>\$1,192,690</u>	<u>\$233,135</u>	<u>\$78,371</u>	<u>\$1,504,196</u>	\$1,297,795

# OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN STATEMENTS OF CASH FLOWS

Year ended January 31, 2023

(with summarized 2022 information for comparative purposes only)

	V	dd I 21	2022	Year ended January 31, 2022
		ended January 31,	2023	
	Program	Administrative	m . 1	m . 1
	<u>Fund</u>	Fund	Total	Total
Cash flows from operating activities: Increase (decrease) in net assets Adjustments to reconcile change in net assets	\$ 593,055	\$ (281,424)	\$ 311,631	\$ 802,194
to cash flows from operating activities: Realized and unrealized gains on marketable securities Change in reciprocal transfer asset value	- 3,941	118,240	118,240 3,941	(772,763) (1,553)
Change in operating assets and liabilities: Fixed Assets	(794)	-	(794)	-
Receivables	=	(52,732)	(52,732)	4,565
Inventory	(153,200)	-	(153,200)	13,773
Payables	<u> </u>	(71,387)	(71,387)	77,310
Total adjustments	(150,053)	(5,879)	(155,932)	<u>(678,668</u> )
Cash provided by (used in) operating activities	443,002	(287,303)	155,699	123,526
Cash flows from investing activities: Purchases of marketable securities	(1,313,904)	(313,206)	(1,627,110)	(1,556,810)
Sales and maturities of marketable securities	878,172	435,730	1,313,902	1,615,423
Cash provided by investing activities	(435,732)	122,524	(313,208)	58,613
Net change in cash and cash equivalents	7,270	(164,779)	(157,509)	182,139
Cash and cash equivalents - beginning of year	571,078	840,022	1,411,100	1,228,961
Cash and cash equivalents - end of year	<u>\$ 578,348</u>	<u>\$ 675,243</u>	<u>\$ 1,253,591</u>	<u>\$ 1,411,100</u>

January 31, 2023 and 2022

## 1. Accounting policies

#### a. Business activity

Old Newsboys' Goodfellow Fund of Detroit, Michigan (the Organization) is a private, non-profit organization located in Detroit, Michigan. The Organization's non-profit purpose is to promote the welfare of underprivileged children primarily from the metropolitan Detroit area. The Organization's major program emphasizes that "no child will go without a Christmas."

## b. Adoption of new accounting pronouncement

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

The Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic 606, Revenue from Contracts with Customers, as amended, supersedes or replaces nearly all GAAP revenue recognition guidance. These standards establish a new contract and control-based revenue recognition model, change the basis for deciding when revenue is recognized over time or at a point in time, and expand disclosures about revenue.

In June 2018, FASB issued ASU 2018-08, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. This standard assists entities in evaluating whether transactions should be accounted for as contributions or exchange transactions and determining whether a contribution is conditional. The Organization has implemented the provisions of ASU 2018-08 applicable to contributions received in the accompanying financial statements under a modified prospective basis. Accordingly, there is no effect on net assets in connection with our implementation of ASU 2018-08.

## c. Financial statement presentation

Financial statement presentation follows Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic *Not-for Profit-Entities*. In accordance with the topic, the Organization is required to report information regarding its financial position and activities according to two classes of net assets. Accordingly, the net assets of the Organization and changes therein are classified and reported below as follows:

Net Assets without Donor Restrictions - Net assets not subject to donor-imposed restrictions or stipulations

Net Assets with Donor Restrictions – Net asset subject to donor-imposed stipulations that may or will be met by either actions of the Organization and/or the passage of time, or that must be maintained permanently by the Organization. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported on the statement of activities as net assets released from restrictions. Contributions received with donor restrictions that are met in the same reporting period are reported as support without donor restrictions and increase net assets without donor restrictions.

Net assets of \$7,693 and \$782 were released from donor restrictions during the years ended January 31, 2023 and 2022, respectively, by incurring expenses for the shoe program as specified by the donor. Additionally, as discussed in Note 3, net assets with donor restrictions include reciprocal transfer assets of \$43,377 and \$47,318 as of January 31, 2023 and 2022, respectively, held by Community Foundation for Southeastern Michigan in a component endowment fund.

January 31, 2023 and 2022

## 1. Accounting policies (continued)

#### c. Financial statement presentation (continued)

To observe the Board of Directors' limitations placed on available resources, accounts are maintained in accordance with the principles of fund accounting as follows:

<u>Program fund</u> – This fund includes the economic resources without restrictions which are available for the purpose of performing the primary program objective of the Organization. It also includes the Organization's net assets with donor restrictions that are expendable only for their donor specified purpose.

<u>Administrative fund</u> – This fund includes the administrative and fundraising activities of the Organization that are supported by membership dues and assessments, special events, and investment earnings without restrictions.

The accompanying financial statements include summarized January 31, 2022 information in total, not broken down by functional categories. This information is presented for comparative purposes only.

## d. Cash and cash equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. The cash balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Organization's cash balances that exceeded the FDIC insured limits totaled \$1,003,975 and \$1,314,695 as of January 31, 2023 and 2022, respectively. Management monitors these balances on a regular basis and believes that they are at an acceptable risk level.

## e. <u>Inventory</u>

Inventory consists principally of Christmas gift items and is valued at cost (first-in, first-out) which approximates market.

## f. Other assets

Other assets consist of a \$3,126 security deposit related to a lease of warehouse space.

#### g. <u>Equipment</u>

The Organization has a policy of capitalizing purchases of equipment over \$1,000. Depreciation is computed based on the straight-line method over five years for equipment.

## h. Income taxes

The Organization is exempt from federal and state income taxes under section 501(c)(3) of the Internal Revenue Code and is not a private foundation.

The Organization files Form 990, Return of Organization Exempt From Income Tax. This return generally remains open for examination by the Internal Revenue Service for a period of three years.

#### i. Revenue Recognition

The Organization receives revenue primarily from unconditional contributions, bequests, solicitations, and special event activities. All contributions received are recorded as net assets with or without donor restrictions depending on the existence and/or nature of any donor restrictions. When a donor restriction expires (that is, when a stipulated time restriction ends, or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Contributions of non-cash assets are reflected at their fair market value at the date of donation.

Revenue from Membership Dues is recognized when the dues are received and is included with revenue without donor restrictions on the statement of activities. The Organization does not have any performance obligations associated with this revenue and the members do not receive any direct benefits. The Organization uses these funds to offset administrative and payroll costs.

January 31, 2023 and 2022

## 1. Accounting policies (continued)

## j. Functional allocation of expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents expenses by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as expenses of those functional areas. Certain categories of expenses, such as salaries, benefits and payroll taxes, are attributable to more than one program or supporting function and have been allocated on the basis of estimates of time and effort.

## k. Donated services and in-kind contributions

The Organization received a significant amount of services from unpaid volunteers who assist in the Organization's activities. No amounts have been recognized in the statement of activities because the criteria for recognition have not been satisfied. The Organization received \$154,000 and \$156,698 of donated merchandise and materials during the years ended January 31, 2023 and 2022, respectively. These amounts have been included in revenue and merchandise expense in the financial statements.

## l. <u>Use of estimates</u>

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

## m. Events occurring after reporting date

The Organization has evaluated events and transactions that occurred between January 31, 2023 and August 25, 2023, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

## 2. Marketable securities

Marketable securities consist of the following:

	January	January 31, 2023		31, 2022
		Fair Market		Fair Market
	Cost	<u>Value</u>	Cost	Value
Equity securities	\$3,101,495	\$4,481,929	\$2,902,120	\$4,328,040
Corporate bonds	2,250,200	2,119,911	1,765,875	1,743,042
Other debt securities	46,396	44,792	147,410	146,165
U.S. government securities	197,792	186,254	397,732	401,537
	<u>\$5,595,883</u>	<u>\$6,832,886</u>	\$5,213,137	<u>\$6,618,784</u>

The Organization's investments are reported at fair value as follows:

		Fair value measurements using:		
		Quoted prices	Significant	Significant
		in active markets	other observable	unobservable
		for identical assets	inputs	inputs
	Fair value	(Level 1)	(Level 2)	(Level 3)
January 31, 2022				
Equity securities	\$4,328,040	\$4,328,040	\$ -	\$ -
Corporate bonds	1,743,042	1,743,042	-	-
Other debt securities	146,165	146,165	-	=
U.S. government securities	401,537	401,537	<u> </u>	
Total	<u>\$6,618,784</u>	<u>\$6,618,784</u>	<u>\$</u>	\$ -

January 31, 2023 and 2022

## 2. Marketable securities (continued)

		Fair value measurements using:		
		Quoted prices	Significant	Significant
		in active markets	other observable	unobservable
		for identical assets	inputs	inputs
	Fair value	(Level 1)	(Level 2)	(Level 3)
January 31, 2023				
Equity securities	\$4,481,929	\$4,481,929	\$ -	\$ -
Corporate bonds	2,119,911	2,119,911	-	=
Other debt securities	44,792	44,792	=	=
U.S. government securities	186,254	<u>186,254</u>		<u> </u>
Total	<u>\$6,832,886</u>	<u>\$6,832,886</u>	<u>\$ - </u>	\$ -

ASC 820, Fair Value Measurements, establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, and Level 3 inputs have the lowest priority. The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Organization measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. There were no investments valued using Level 2 or Level 3 inputs.

The following is a summary of investment return without restrictions:

	January 31,	
	2023	2022
Interest & dividends	\$ 204,758	\$ 149,594
Investment fees	(72,082)	(56,597)
Realized & unrealized loss	(118,240)	772,763
	<u>\$ 14,436</u>	<u>\$ 865,760</u>

Investment securities, in general, are exposed to various risks, such as interest rate risk, credit risk, business risk, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities could occur in the near-term and that such changes could materially affect the amounts reported in the financial statements.

## 3. <u>Liquidity and availability of resources</u>

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

Cash and cash equivalents	\$1,253,591
Marketable securities	6,832,886
Interest receivable	99,575
	8,186,052
Less amounts unavailable for general expenditures within	
one year- restricted by donors with purpose restrictions	
Total financial assets available within one year	\$8,186,052

# OLD NEWSBOYS' GOODFELLOW FUND OF DETROIT, MICHIGAN NOTES TO FINANCIAL STATEMENTS January 31, 2023 and 2022

## 3. Liquidity and availability of resources (continued)

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization invests cash in excess of weekly requirements in various short-term investments.

## 4. Reciprocal transfer asset and endowment fund held in perpetual trust

In September 1995, the Organization entered into an agreement with the Community Foundation for Southeastern Michigan (the "Foundation") to create the Goodfellow Endowment Fund. In December 2004, the Organization entered into an additional agreement with the Foundation to create the Old Newsboys' Goodfellow Fund of Detroit Memorial Fund (collectively, the "Funds"). The purpose of these Funds is to provide support in furtherance of the general program and charitable purposes of the Organization. Under the agreements, the Foundation will hold and administer all contributions made to the Funds. The Foundation may distribute the earnings and principal of the Funds as it deems appropriate and in accordance with investment policies adopted by the Foundation to support the programs and stated charitable purpose of the Organization. The Foundation may also commingle the assets of the Funds with any other funds it may hold and administer, provided that the separate identity of the Funds and the distributions made are maintained.

During the years ended January 31, 2023 and 2022, the Funds received contributions of \$6,495 and \$10,945, respectively. Total contributions of \$2,231,661 have been made to the Funds from their inception to January 31, 2023. The fair market value of the Funds is \$2,686,566 as of January 31, 2023. The Foundation distributed \$118,580 and \$110,069, respectively to the Organization during the years ended January 31, 2023 and 2022, and these distributions were reflected as endowment income without restrictions in the financial statements.

In accordance with the reporting requirements of ASC 958, a reciprocal transfer asset of \$43,377 and \$47,318 is reflected in the financial statements at January 31, 2023 and 2022, respectively. It represents fair market value of the Organization's donations to the Funds. It is restricted as the Foundation holds legal title to the assets and has discretionary control over its disposition.

## 5. Commitments

The Organization had a lease agreement with a warehouse facility for approximately \$5,500 per month, plus \$100 per month for utilities, which expired March 2022. The lease was extended for five years which expires on March 31, 2027. The lease agreement requires monthly rental payments of \$5,500 for the periods of April 1, 2022 through March 31, 2024 plus utilities and monthly rental payments of \$6,000 for the period of April 1, 2024 through March 31, 2027 plus utilities.

Future minimum payments under this lease are as follows:

Year ending	
January 31,	
2024	\$ 66,000
2025	71,000
2026	72,000
2027	72,000
2028	12,000
	\$ 293,000

Subsequent to January 31, 2023, the Organization executed purchase orders through August 25, 2023, for \$834,544 related to their Christmas 2023 program.

January 31, 2023 and 2022

## 6. Related party transactions

The Organization had an extension to the agreement with a related party for packaging services during the year that extended services through January 31, 2025. The Organization paid \$166,631 and \$158,820 for packaging services for the years ended January 31, 2023 and 2022, respectively. This related party was also paid \$3,686 and \$10,291 for additional expenses related to packaging for the years ended January 31, 2023 and 2022, respectively.

The Organization received advertising services from a company owned in part by a board member. Amounts paid to this company approximated \$33,872 and \$30,554 for the years ended January 31, 2023 and 2022, respectively.