GEORGIA TRANSPLANT FOUNDATION, INC.

FINANCIAL STATEMENTS YEARS ENDED DECEMBER 31, 2018 AND 2017

with INDEPENDENT AUDITORS' REPORT

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INDEPENDENT AUDITORS' REPORT

The Board of Directors Georgia Transplant Foundation, Inc.

We have audited the accompanying financial statements of Georgia Transplant Foundation, Inc. (a nonprofit organization, the "Foundation"), which comprise the statements of financial position as of December 31, 2018 and 2017, 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 ("GAAP"); this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Foundation'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 Foundation'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 Georgia Transplant Foundation, Inc. as of December 31, 2018 and 2017, and the changes in its net assets, and its cash flows for the years then ended in conformity with GAAP.

Smith of Howard

May 28, 2019

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2018 AND 2017

ASSETS

	<u>2018</u>	<u>2017</u>					
Cash and cash equivalents Cash restricted for Access to Care programs	\$ 2,722,525 68,367	\$ 2,976,652 191,297					
Total cash and cash equivalents	2,790,892	3,167,949					
Promises to give Prepaid expenses Investments Property and equipment, net	31,000 61,018 6,592,949 547,882 <u>\$ 10,023,741</u>	39,988 46,250 6,890,744 586,166 <u>\$ 10,731,097</u>					
LIABILITIES AND NET ASSETS							
Accounts payable and accrued expenses Deferred income	\$	\$ 99,823 10,250					
Total liabilities	126,929	110,073					
Net Assets Without donor restrictions With donor restrictions Total net assets	973,549 8,923,263 9,896,812	1,969,911 8,651,113 10,621,024					
	<u>\$ 10,023,741</u>	<u>\$ 10,731,097</u>					

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2018

	-	hout Donor estrictions	-	Donor ictions		<u>Total</u>
Revenue, Gains and Other Support:						
Contributions - special events	\$	528,798	\$	-	\$	528,798
Less: direct costs of benefits provided						
to contributors		(186,496)		-		(186,496)
Other contributions		228,217	:	502,351		730,568
Other income		23,680		-		23,680
Investment loss, net		(423,357)		-		(423,357)
Grants from Carlos and Marguerite Mason Trust		-	,	300,000		2,300,000
Net assets released from donor restrictions		2,530,201	(2,	<u>530,201</u>)		-
		0 701 040		272 150		2 072 402
Total Revenue, Gains and Other Support		2,701,043	4	272,150	_	2,973,193
Expenses:						
Program		3,117,391		-		3,117,391
Management and general		224,580		-		224,580
Fundraising		355,434		-		355,434
Total Expenses		3,697,405		-		3,697,405
Increase (Decrease) in Net Assets		(996,362)		272,150		(724,212)
increase (Decrease) in Net Assets		(990,302)	4	272,150		(724,212)
Net Assets:						
Beginning of Year		1,969,911	8,6	651,113		10,621,024
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End of Year	\$	973,549	<u>\$ 8,9</u>	923,263	\$	9,896,812

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENT OF ACTIVITIES YEAR ENDED DECEMBER 31, 2017

	-	hout Donor <u>estrictions</u>	ith Donor <u>estrictions</u>	<u>Total</u>
Revenue, Gains and Other Support:				
Contributions - special events	\$	520,622	\$ -	\$ 520,622
Less: direct costs of benefits provided				
to contributors		(111,498)	-	(111,498)
Other contributions		260,057	569,793	829,850
Other income		24,483	-	24,483
Investment income, net		889,588	-	889,588
Grants from Carlos and Marguerite Mason Trust		-	2,300,000	2,300,000
Net assets released from donor restrictions		2,613,476	 (2,613,476)	
Total Revenue, Gains and Other Support		4,196,728	 256,317	 4,453,045
Expenses:				
Program		2,977,637	-	2,977,637
Management and general		224,232	-	224,232
Fundraising		377,787	 -	 377,787
Total Expenses		3,579,656	 	 3,579,656
Increase in Net Assets		617,072	256,317	873,389
Net Assets: Beginning of Year		1,352,839	 8,394,796	 9,747,635
End of Year	\$	1,969,911	\$ 8,651,113	\$ 10,621,024

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2018

		<u>Program</u>	nagement <u>d General</u>	<u>Fu</u>	ndraising		<u>Total</u>
Salaries	\$	395,683	\$ 153,634	\$	218,852	\$	768,169
Fringe benefits		37,576	14,590		20,783		72,949
Payroll taxes		28,851	 11,203		15,957		56,011
Total compensation and benefits		462,110	179,427		255,592		897,129
Communication		833	324		461		1,618
Depreciation		20,351	7,901		11,254		39,506
Direct patient assistance							
Access to Care		338,084	-		-		338,084
Dental		26,363	-		-		26,363
Emergency		521,821	-		-		521,821
Housing		266,067	-		-		266,067
Insurance		188,992	-		-		188,992
Living donor		176,203	-		-		176,203
Medications		869,119	-		-		869,119
Pre-transplant assistance		126,737	-		-		126,737
Equipment maintenance		4,925	1,912		2,723		9,560
Insurance		4,469	1,735		2,472		8,676
Bank charges		1,437	558		2,341		4,336
Meeting and miscellaneous		12,005	7,920		6,642		26,567
Occupancy		10,507	4,080		5,811		20,398
Postage and shipping		6,244	2,425		3,454		12,123
Printing and reproduction		7,327	2,845		4,052		14,224
Professional fees		27,452	10,659		15,184		53,295
Scholarship awards		34,000	-		-		34,000
Special events		-	-		38,621		38,621
Supplies		2,503	972		1,384		4,859
Telephone		7,919	3,075		4,379		15,373
Travel		1,923	 747		1,064	_	3,734
	_						
	\$	3,117,391	\$ 224,580	\$	355,434	\$	3,697,405

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2017

	<u> </u>	Program_	anagement nd General	<u>Fu</u>	ndraising	<u>Total</u>
Salaries	\$	363,677	\$ 141,207	\$	201,149	\$ 706,033
Fringe benefits		36,022	13,987		19,924	69,933
Payroll taxes		28,273	 10,977		15,641	 54,891
		_				
Total compensation and benefits		427,972	166,171		236,714	830,857
Communication.		4 00 4	747		4 005	0.700
Communication		1,924	747		1,065	3,736
Depreciation		20,313	7,887		11,233	39,433
Direct patient assistance Access to Care		272,866				272,866
Dental		31,725	-		-	31,725
Emergency		428,925				428,925
Housing		297,749	-		-	297,749
Insurance		218,292	-		-	218,292
Living donor		143,120	-		-	143,120
Marriage retreat		20,173	-		-	20,173
Medications		829,705	-		-	829,705
Pre-transplant assistance		135,485	-		-	135,485
Equipment maintenance		2,533	983		1,398	4,914
Insurance		4,400	1,708		2,435	8,543
Bank charges		491	191		1,373	2,055
Meeting and miscellaneous		14,582	9,317		8,063	31,962
Occupancy		9,963	3,868		5,511	19,342
Postage and shipping		6,792	2,637		3,756	13,185
Printing and reproduction		7,536	2,926		4,169	14,631
Professional fees		57,583	22,358		31,849	111,790
Scholarship awards		31,500	-		-	31,500
Special events		-	-		62,473	62,473
Supplies		3,156	1,225		1,746	6,127
Telephone		6,651	2,583		3,679	12,913
Travel		4,201	 1,631		2,323	 8,155
	\$	2,977,637	\$ 224,232	\$	377,787	\$ 3,579,656

GEORGIA TRANSPLANT FOUNDATION, INC. STATEMENT OF CASH FLOWS YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
Cash Flows From Operating Activities: Increase (Decrease) in Net Assets Adjustments to reconcile increase (decrease) in net assets to net cash provided (required) by operating activities:	\$ (724,212)\$873,389
Depreciation Net realized and unrealized (gains) losses Decrease in promises to give, net Increase in prepaid expenses	39,506 538,789 8,988 (14,768	(791,260) 24,324
Decrease in accounts payable and accrued expenses Increase (decrease) in deferred income	(14,708 (8,244 25,100) (17,096)
Net Cash Provided (Required) by Operating Activities	(134,841)81,424
Cash Flows From Investing Activities: Purchase of property and equipment Proceeds from the sale of investments Purchases of investments	(1,222 4,648,985 (4,889,979	784,479
Net Cash Required by Investing Activities	(242,216)(361,105)
Net Decrease In Cash and Cash Equivalents	(377,057) (279,681)
Cash and Cash Equivalents at Beginning of Year	3,167,949	3,447,630
Cash and Cash Equivalents at End of Year	<u>\$ 2,790,892</u>	<u>\$ 3,167,949</u>

NOTE 1 – DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Description of Organization

Georgia Transplant Foundation, Inc. (the "Foundation") is a voluntary health and welfare organization serving residents of the state of Georgia. The mission of the Foundation is to help meet the needs of organ transplant candidates, recipients and their families by providing information and education regarding organ transplantation, granting financial assistance and being an advocate for sustaining and enriching lives every day.

Basis of Accounting

The Foundation follows accounting standards set by the Financial Accounting Standards Board ("FASB"). The FASB sets accounting principal guidance in the United States of America ("GAAP").

New Accounting Standard

In August 2016, the FASB issued Accounting Standards Update ("ASU") 2016-14, Presentation of Financial Statements of Not-for-Profit Entities. This guidance is intended to improve the net asset classification requirements and the information presented in the financial statements and notes about a nonprofit's liquidity and availability of resources, expenses and investments returns, and cash flows. The main provisions of this guidance include: (a) presentation of only two classes of net assets now entitled "net assets without donor restrictions" and "net assets with donor restrictions", (b) modifying the presentation of underwater endowment funds and related disclosures, (c) requiring that all nonprofits present an analysis of expenses by function and nature and disclose a summary of the allocation methods used to allocate costs, (d) presenting investment return net of external and direct internal investment expenses, and (e) requiring the disclosure of quantitative and qualitative information regarding liquidity and availability of resources.

The ASU is effective for annual financial statements with fiscal years beginning after December 15, 2017 and for interim periods within fiscal years beginning after December 15, 2018. The Foundation has implemented ASU 2016-14 as of and for the year ended December 31, 2018 with retrospective application for the 2017 financial statements. The Foundation opted to not disclose liquidity and availability information as of December 31, 2017 as permitted under ASU in the year of adoption.

NOTE 1 – DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Financial Statement Presentation

The accompanying financial statements have been prepared using the accrual basis of accounting. Under the accrual basis, revenue is recognized when earned and expenses are recognized when incurred.

Net assets, along with revenues, expenses, gains and losses, are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

- <u>Net Assets Without Donor Restrictions</u> Net assets that are not subject to donorimposed restrictions and may be expended for any purpose in performing the primary objectives of the Foundation.
- <u>Net Assets With Donor Restrictions</u> Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that such resources be maintained in perpetuity.

Contributions

Contributions of donated assets are recorded at their fair market value in the year received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased, if not provided by donation, are recorded at their fair values in the year received. The Foundation records donated services if the fair market value of the donated services is readily available.

Unconditional promises to give are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefit received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Allowance is made for uncollectible contributions based upon management's judgment and analysis of the creditworthiness of the donors, past collection experience and other relevant factors.

NOTE 1 – DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents

Restricted cash consists of amounts restricted by the donor plus amounts designated by the Foundation for use in the Foundation's Access to Care programs, which provide fundraising assistance to transplant candidates. Due to the nature of these programs, this cash may be expended over several years; and, therefore, is not considered to be available to fund current operations.

The Foundation considers all highly liquid investments with a maturity of three months or less to be cash equivalents. The Foundation places its temporary cash investments with high-credit quality financial institutions. At various times throughout the year, the Foundation maintained deposits in excess of Federal Deposit Insurance Corporation ("FDIC") coverage limits. If liquidity issues arise in the global credit and capital markets, it is at least reasonably possible that these changes in risks could materially affect the amounts reported in the accompanying financial statements.

Investments

Investments are stated at fair value based on quoted market prices. Increases and decreases in market value are reported as gains or losses in the accompanying statements of activities.

Property and Equipment

Property and equipment are recorded at cost if purchased. Donated property and equipment are recorded at the approximate fair value at the date of donation. Depreciation is computed over the estimated useful lives of the assets using the straight-line method. Estimated useful lives of the assets range from 3 to 30 years. Depreciation expense was \$39,506 and \$39,433 for the years ended December 31, 2018 and 2017, respectively.

Use of Estimates

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

NOTE 1 – DESCRIPTION OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying statements of activities. Accordingly, expenses and support services that can be identified with a specific program are allocated directly according to their natural classification. Other costs that are common to several programs have been allocated among the programs and supporting services based on personnel's time and estimate usage of materials and supplies as determined, and periodically updated, by management.

Income Taxes

The Foundation is recognized as an organization exempt from federal income tax under Internal Revenue Code Section 501(c)(3).

The Foundation annually evaluates all federal and state income tax positions. This process includes an analysis of whether these income tax positions the Foundation takes meet the definition of an uncertain tax position under the Income Taxes Topic of the Financial Accounting Standards Codification.

In the normal course of business, the Foundation is subject to examination by federal and state taxing authorities. The Foundation believes it is no longer subject to tax examinations for tax years ending before December 31, 2015.

Subsequent Events

Management has evaluated subsequent events through the date of this report, which is the date the financial statements were available to be issued.

NOTE 2 – FAIR VALUE MEASUREMENTS

GAAP establishes 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 measurement) and the lowest priority to unobservable inputs in which little or no market data exists (Level 3 measurements).

NOTE 2 – FAIR VALUE MEASUREMENTS (Continued)

The three levels of the fair value hierarchy are described below:

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.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

The tables below represent fair value measurement hierarchy of the assets at fair value as of December 31, 2018 and 2017, respectively:

		<u>20</u>	<u>)18</u>				
	Fair Value	Level 1	Level 2	Level 3			
Mutual funds – fixed income Mutual funds – equities Mutual funds – real asset	\$ 1,664,778 4,882,368 45,803 \$ 6,592,949	\$ 1,664,778 4,751,721 45,803 \$ 6,462,302	\$ - 130,647 - <u>\$ 130,647</u>	\$ - - - <u>\$</u>			
<u>2017</u>							
	<u>Fair Value</u>	<u>20</u> Level 1	<u>)17</u> Level 2	Level 3			
Mutual funds – fixed income Mutual funds – equities Mutual funds – real asset	Fair Value \$ 1,271,208 5,441,418 178,118			<u>Level 3</u> \$ - -			

NOTE 2 – FAIR VALUE MEASUREMENTS (Continued)

The following schedule summarizes net investment returns for the years ended December 31:

	<u>2018</u>	<u>2017</u>
Interest and dividend income		
Marketable securities	\$ 103,918	\$ 94,895
Bank money market accounts	47,820	33,910
Realized/unrealized gain (loss) on investments	(538,789)	791,260
Investment management fees	 (36,306)	 (30,477)
-	\$ (423,357)	\$ 889,588

All investments are primarily held for long-term purposes as a result of donor restrictions. Investment securities are exposed to various risks, such as interest rate risk, market risk and credit risk. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is at least reasonably possible that changes in risks in the near term would affect the amounts reported in the accompanying financial statements.

NOTE 3 – PROPERTY AND EQUIPMENT

Property and equipment consist of the following at December 31:

	<u>2018</u>	<u>2017</u>
Buildings and improvements Furniture and fixtures Office equipment and software Software development in progress	\$ 534,906 16,063 21,847 87,056	\$ 533,771 16,063 20,906 87,056
Less accumulated depreciation	\$ 659,872 (111,990) 547,882	\$ 657,796 (71,630) 586,166

NOTE 4 – DEFERRED INCOME

Deferred income at December 31, 2018 and 2017 amounted to \$35,350 and \$10,250, respectively, which consists of amounts received in advance for the following year's fundraising events and other activities.

NOTE 5 – NET ASSETS WITH DONOR RESTRICTION

Net assets with donor restriction at December 31 are restricted for the following purposes:

	<u>2018</u>	<u>2017</u>
Access to Care	\$ 5,568,125	\$ 5,573,200
Financial Assistance Program	3,064,438	2,870,399
Building Fund	190,700	204,297
Robert W. Woodruff Foundation	100,000	-
Meg Jeffrey Scholarship	 -	 3,217
	\$ 8,923,263	\$ 8,651,113

Net assets released from donor restriction for the years ended December 31 are as follows:

	<u>2018</u>	<u>2017</u>
Access to Care	\$ 407,426	\$ 2,158,996
Financial Assistance Program	2,105,961	352,544
Building Fund	13,597	23,936
Healthcare Georgia Foundation	-	50,000
Robert W. Woodruff Foundation	-	25,000
Meg Jeffrey Scholarship	3,217	 3,000
	\$ 2,530,201	\$ 2,613,476

NOTE 6 – RETIREMENT PLAN

The Foundation sponsors a defined contribution retirement plan covering substantially all employees who have completed one year of service. The Foundation provided discretionary contributions to the plan of \$25,000 and \$21,000, respectively, for the years ended December 31, 2018 and 2017.

NOTE 7 – EFFECT OF CURRENT ECONOMIC CONDITIONS AND CONTRIBUTIONS

The Foundation depends heavily on contributions and grants for its revenue. The ability of certain of the Foundation's contributors and grantors to continue giving amounts comparable with prior years may be dependent upon current and future overall economic conditions. While the Foundation's Board of Directors believes that the Foundation has the resources to continue its programs, its ability to do so and the extent to which it continues may be dependent on the above factors.

NOTE 8 – CONCENTRATION

During the years ended December 31, 2018 and 2017, approximately 64% and 65%, respectively, of the Foundation's contributions were from the Carlos and Marguerite Mason Trust.

NOTE 9 – COMMITMENTS AND CONTINGENCIES

Grants often require the fulfillment of certain conditions set forth in the related instruments. Failure to fulfill the conditions could result in the return of funds to the grantors. Although the return of the funds is a possibility, the Board of Directors deems the contingency unlikely, since upon accepting the grants, the Foundation has agreed to comply with the provisions thereof.

NOTE 10 – IN-KIND CONTRIBUTIONS

For the years ended December 31, 2018 and 2017, in-kind contributions were approximately \$39,000 and \$62,000, respectively, which related to materials and services for special events and legal fees.

NOTE 11 – LIQUIDITY AND AVAILABILITY OF RESOURCES

For purposes of analyzing resources available to meet general expenditures for 2019, the Foundation considers financial assets that will be collected and available for 2019 programs that are ongoing to the Foundation. Financial assets available for general expenditures, within one year at December 31, 2019 are as follows:

Cash and cash equivalents	\$ 2,790,892
Promises to give	31,000
Investments	6,592,949
Total Financial Assets	9,414,841
Less those unavailable for general expenditures within one year, due to:	
Donor-imposed restrictions	(8,923,263)
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 491,578</u>

The Foundation is substantially supported by contributions and program service fees. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Foundation must maintain sufficient resources to meet those responsibilities to donors. Therefore, certain financial assets may not be available for general expenditures within one year. As part of the Foundation'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.