



IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

# READ WORKS

**Audited Financial Statements** 

August 31, 2015 and 2014





IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Readworks, Inc.

### Report on the Financial Statements

We have audited the accompanying financial statements of Readworks, Inc. (the "Organization"), which comprise the statements of financial position as of August 31, 2015 and August 31, 2014, and the related statements of activities, and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 organization'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 organization'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 Readworks, Inc. as of August 31, 2015 and August 31, 2014, 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.

### Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on pages 13-14 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied to in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statement as a whole.

Schall & Ashenfarb

Certified Public Accountants, LLC

Schall & ashenfarb

December 4, 2015

## READWORKS, INC. STATEMENT OF FINANCIAL POSITION AS OF AUGUST 31, 2015 AND 2014

	8/31/15	8/31/14
Assets		
Cash and cash equivalents	\$355,790	\$818,447
Investments (Note 3)	343,078	339,855
Pledges receivable (Note 4)	197,000	220,250
Prepaid expenses	8,375	52,480
Security deposits	8,800	8,800
Fixed assets, net (Note 5)	397,330	14,001
Total assets	\$1,310,373	\$1,453,833
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$146,140	\$94,776
Total liabilities	146,140	94,776
Commitments and contingencies (Note 9)		
Net assets:		
Unrestricted (Note 6)	717,528	638,511
Temporarily restricted (Note 7)	246,705	520,546
Permanently restricted (Note 8)	200,000	200,000
Total net assets	1,164,233	1,359,057
Total liabilities and net assets	\$1,310,373	\$1,453,833

## READWORKS, INC. STATEMENT OF ACTIVITIES FOR THE YEARS ENDED AUGUST 31, 2015 AND 2014

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 8/31/15	Total 8/31/14
Public support and revenue:	omestreed	Restricted	Restricted	0/01/10	0/01/11
Contributions	\$877,872	\$320,000		\$1,197,872	\$1,386,441
In-kind legal	70,550	, , , , , , , ,		70,550	32,846
Licensing income	4,500			4,500	0
Investment income (Note 3)	1,699	2,253		3,952	8,178
Miscellaneous income	8,649	,		8,649	5,011
Net assets released from restrictions	596,094	(596,094)		0	0
Total public support and revenue	1,559,364	(273,841)	0	1,285,523	1,432,476
Expenses:					
Program services:					
Curriculum	391,178			391,178	621,782
Teacher training	117,733			117,733	80,552
Online delivery, assessment and					
evaluation	473,547			473,547	371,239
Client development	311,457			311,457	362,912
Total program services	1,293,915	0	0	1,293,915	1,436,485
Supporting services:					
Management and general	124,401			124,401	122,996
Fundraising	62,031			62,031	78,679
Total supporting services	186,432	0	0	186,432	201,675
Total expenses	1,480,347	0	0	1,480,347	1,638,160
Change in net assets	79,017	(273,841)	0	(194,824)	(205,684)
Net assets - beginning of year	638,511	520,546	200,000	1,359,057	1,564,741
Net assets - end of year	\$717,528	\$246,705	\$200,000	\$1,164,233	\$1,359,057

# READWORKS, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED AUGUST 31, 2014

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public support and revenue:				
Contributions	\$1,087,452	\$298,989		\$1,386,441
In-kind legal	32,846			32,846
Investment income (Note 3)	2,842	5,336		8,178
Miscellaneous income	5,011			5,011
Net assets released from restrictions	161,000	(161,000)		0
Total public support and revenue	1,289,151	143,325	0	1,432,476
Expenses:				
Program services:				
Curriculum	621,782			621,782
Teacher training	80,552			80,552
Online delivery, assessment and				
evaluation	371,239			371,239
Client development	362,912			362,912
Total program services	1,436,485	0	0	1,436,485
Supporting services:				
Management and general	122,996			122,996
Fundraising	78,679			78,679
Total supporting services	201,675	0	0	201,675
Total expenses	1,638,160	0	0	1,638,160
Change in net assets	(349,009)	143,325	0	(205,684)
Net assets - beginning of year	987,520	377,221	200,000	1,564,741
Net assets - end of year	\$638,511	\$520,546	\$200,000	\$1,359,057

## READWORKS, INC. STATEMENT OF CASH FLOWS FOR THE YEARS ENDED AUGUST 31, 2015 AND 2014

	8/31/15	8/31/14
Cash flows from operating activities:		
Change in net assets	(\$194,824)	(\$205,684)
Adjustments to reconcile change in net assets to net		
cash used for operating activities:		
Depreciation	4,144	3,127
Realized and unrealized gains on investments	4,159	(1,814)
Donated investments	(120,145)	(221,216)
Changes in assets and liabilities:		
Pledges receivable	23,250	149,750
Accounts receivable	0	850
Prepaid expenses	44,105	(45,641)
Accounts payable and accrued expenses	51,364	73,565
Total adjustments	6,877	(41,379)
Net cash flows used for operating activities	(187,947)	(247,063)
Cash flows from investing activities:		
Purchases of fixed assets	(387,473)	(10,176)
Purchases (dividends re-invested)	(7,382)	(105,820)
Sales of donated investments	120,145	221,216
Net cash flows (used for)/provided by investing activities	(274,710)	105,220
Net decrease in cash and cash equivalents	(462,657)	(141,843)
Cash and cash equivalents - beginning of year	818,447	960,290
Cash and cash equivalents - end of year	\$355,790	\$818,447

No interest or taxes were paid.

### READWORKS, INC. NOTES TO FINANCIAL STATEMENTS AUGUST 31, 2015 AND 2014

### **Note 1 - Nature of Entity**

Readworks, Inc. (the "Organization") was formally introduced in November 2010. The mission of the Organization is to enable teachers to improve their effectiveness and the academic achievement of their students in reading comprehension, solving the reading comprehension crisis and closing the achievement gap through research-based instructional practices and curricula.

There is a crisis in reading comprehension. Only 17% of low-income 4th grade students in the U.S. are proficient readers. Despite the existing research-proven knowledge of how to teach reading comprehension, the majority of elementary school teachers in the United States have not been trained to teach reading comprehension effectively. Additionally, many commonly used reading curricula are ineffective.

Therefore, the Organization focuses on the teacher – the single most important factor in boosting student achievement – by providing research-based reading comprehension curriculum and teacher training. The Organization is provided directly to K-6 educators, online, at no cost to teachers or their schools, to be shared broadly and freely. The Organization also engages in targeted in-person training and research and development in a limited number of schools.

The primary sources of revenue for the Organization are contributions and in-person teacher training revenue.

The Organization was organized as a New York corporation on May 1, 1990 under the name "The Family School, Inc." The name was subsequently changed to "The Friends of the Family Academy, Inc." On December 4, 2003, the Organization changed its name to "Urban Education Exchange, Inc." In May 2012, the Organization officially changed its name to "Readworks, Inc."

### **Note 2 - Summary of Significant Accounting Policies**

### a. Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting which is the process of recognizing revenue and expenses when earned or incurred rather than when received or paid.

### b. Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets:

- ➤ *Unrestricted* represents all activity without donor imposed restrictions.
- > Temporarily restricted accounts for activity based on specific donor restrictions that are expected to be satisfied by passage of time or performance of activities.

> Permanently restricted – accounts for activity restricted by donors that must remain intact in perpetuity.

### c. Revenue Recognition

Contributions are recorded upon the receipt of cash or at the time a pledge is considered unconditional. Contributions received with specific donor restrictions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction. However, contributions received with restrictions that expire within the same reporting period are reported as unrestricted.

### d. Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers all liquid investments with an initial maturity of three months or less to be cash and cash equivalents.

### e. Concentration of Credit

Financial instruments that potentially subject the Organization to concentration of credit risk consist of cash, money market accounts and investment securities, which are placed with financial institutions that management deems to be creditworthy. At times, balances may exceed federally insured limits. A significant portion of the funds is not insured, however, the Organization has not experienced any losses from these accounts.

The market value of investments is subject to fluctuation, however management believes the investment policy is prudent for the long-term welfare of the Organization.

### f. Investments

Investments are stated at fair value, which is defined as the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Realized and unrealized gains and losses are reflected in the statement of activities.

### g. Pledges and Accounts Receivable

Pledges that are due in more than one year are recorded at fair value, using a risk adjusted discount rate of return, when deemed material. Pledges due within one year are reported at their net realizable value. Conditional pledges are recognized when the conditions on which they depend are substantially met. Based on a review of specific accounts and recent history, no allowance for uncollectible amounts has been deemed necessary.

### h. Fixed Assets

Fixed assets to which the Organization retains title to and capital items purchased which benefit future periods are capitalized at cost, or if donated, at the estimated fair value at the time of donation.

Fixed assets consist of furniture, equipment, computers, computer software and website costs, which are carried at cost and depreciated over their estimated useful lives using the straight-line method.

### i. In-Kind Contributions

Organizations are required to recognize contributions of services that create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by contributions. Donated legal services have been recognized based on fair value.

### j. Expense Allocation

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

### k. Management Estimates

The costs of providing various programs and other activities have been summarized on a functional basis in the financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

### l. Income Tax Status

The Organization is a not-for-profit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and has not been determined to be a private foundation as defined in Section 509(a).

### m. Accounting for Uncertainty of Income Taxes

The Organization does not believe its financial statements include any material, uncertain tax positions. Tax filings for periods ending August 31, 2012 and later are subject to examination by applicable taxing authorities.

### n. <u>Subsequent Events</u>

Management has evaluated for potential recognition and disclosure events subsequent to the date of the statement of financial position through December 4, 2015, the date the financial statements were available to be issued. No events have occurred subsequent to the statement of financial position date through our evaluation date that would require adjustment to or disclosure in the financial statements.

### Note 3 - Investments

Accounting standards have established a fair value hierarchy giving the highest priority to quoted market prices in active markets and the lowest priority to unobservable data.

Investments consisted of a fixed income securities mutual fund which was measured using Level 1 inputs, which are the quoted prices in active markets for identical assets.

Investment income consists of the following:

	<u>8/31/15</u>	<u>8/31/14</u>
Interest and dividend income – investments	\$7,382	\$5,820
Interest income – money market	729	544
Unrealized (losses)/gains on investments	<u>(4,159)</u>	<u> 1,814</u>
Total	<u>\$3,952</u>	<u>\$8,178</u>

### Note 4 - Pledges Receivable

At August 31, 2015, grants receivable are all due within one year.

Approximately \$100,000 (51%) and \$198,000 (90%) was outstanding from one donor as of August 31, 2015 and 2014, respectively.

### Note 5 - Fixed Assets

Fixed assets consist of the following:

			Estimated
	8/31/15	<u>8/31/14</u>	<u>Useful Life</u>
Computers and software	\$52,216	\$52,216	3-5 years
Website	<u>387,473</u>	0	3 years
	439,689	52,216	
Less: accumulated depreciation	(42,359)	(38,215)	
Fixed assets	<u>\$397,330</u>	<u>\$14,001</u>	

### **Note 6 - Unrestricted Net Assets**

Unrestricted net assets consist of the following:

	<u>8/31/15</u>	8/31/14
Net investment in fixed assets	\$397,330	\$14,001
Undesignated funds	<u>320,198</u>	624,510
Total	<u>\$717,528</u>	<u>\$638,511</u>

### **Note 7 - Temporarily Restricted Net Assets**

Temporarily restricted net assets consist of the following::

	August 31, 2015					
	9/1/14	<u>New</u>	Released	<u>8/31/15</u>		
Time restricted:						
General	\$198,000	\$0	(\$98,000)	\$100,000		
Endowment	<u>37,557</u>	2,253	0	39,810		
Total time restricted	235,557	2,253	(98,000)	139,810		
Programs	284,989	<u>320,000</u>	<u>(498,094)</u>	<u>106,895</u>		
Total	<u>\$520,546</u>	<u>\$322,253</u>	<u>(\$596,094)</u>	<u>\$246,705</u>		

		August 31, 2014						
	9/1/13	<u>New</u>	<u>Released</u>	8/31/14				
Time restricted:								
General	\$295,000	\$3,000	(\$100,000)	\$198,000				
Endowment	32,221	<u>5,336</u>	0	<u>37,557</u>				
Total time restricted	327,221	8,336	(100,000)	235,557				
Programs	<u>50,000</u>	<u>295,989</u>	<u>(61,000)</u>	284,989				
Total	<u>\$377,221</u>	<u>\$304,325</u>	<u>(\$161,000)</u>	<u>\$520,546</u>				

### **Note 8 - Permanently Restricted Net Assets**

The Organization's endowment includes one permanently restricted individual fund to be held indefinitely. The income from this fund can be used to support the Organization's general activities.

### Interpretation of Relevant Law

On September 17, 2010, New York State adopted New York Prudent Management of Institutional Funds Act ("NYPMIFA"). The Board of Directors has interpreted NYPMIFA as requiring certain amounts to be retained permanently. Absent explicit donor stipulations to the contrary, the Organization will preserve the fair value of the original gift as of the gift date of all donor-restricted endowment funds. However, under certain circumstances, the Board of Directors has the right to appropriate for expenditure the fair value of the original gift in a manner consistent with the standard of prudence specifically prescribed by NYPMIFA.

As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

Absent any specific donor-stipulations, when endowment funds have earnings in excess of amounts that need to be retained permanently, these excess amounts are classified as temporarily restricted net assets until appropriated for expenditure by the Organization's governing board.

### Spending Policies

There is no spending policy and the Organization is currently accumulating interest, dividends and other market gains for future appropriation, if deemed prudent and necessary.

Changes in endowment net assets consist of the following::

	August 31, 2015						
	<u>Unrestricted</u>	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	<u>Total</u>			
Endowment net assets,							
beginning of year	\$102,298	\$37,557	\$200,000	\$339,855			
Interest and dividend income	2,222	5,160	0	7,382			
Unrealized losses	(1,252)	(2,907)	0	(4,159)			
Endowment net assets, end of year	<u>\$103,268</u>	<u>\$39,810</u>	<u>\$200,000</u>	<u>\$343,078</u>			
		Temporarily	Permanently				
	<u>Unrestricted</u>	Restricted	<u>Restricted</u>	<u>Total</u>			
Endowment net assets,	<u>Unrestricted</u>	Restricted	•	<u>Total</u>			
Endowment net assets, beginning of year	<u>Unrestricted</u> \$0	Restricted \$32,221	•	<u>Total</u> \$232,221			
•			Restricted				
beginning of year	\$0		Restricted \$200,000	\$232,221			
beginning of year Transfers in Interest and dividend income	\$0 100,000 1,752	\$32,221 0 4,069	\$200,000 0	\$232,221 100,000 5,820			
beginning of year Transfers in	\$0 100,000	\$32,221 0	\$200,000 0	\$232,221 100,000			

### Funds with Deficiencies

From time-to-time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or NYPMIFA requires the Organization to retain as a fund of perpetual duration. There were no such deficiencies as of August 31, 2015 or 2014.

### **Note 9 - Commitments and Contingencies**

The Organization's facility is leased on a month-to-month lease.

In the normal course of business, the Organization could be subject to claims, lawsuits and other matters that are subject to uncertain future events. Management has not been advised by legal counsel that there are any matters that are probable of future payouts and no reserves have been established.

### Note 10 - Retirement

The Organization has a pension plan under IRS Section 403(b). Eligible employees may contribute pre-tax amounts of their salary up to IRS maximum limits. No employer contributions are required to be made.

### READWORKS, INC. SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED AUGUST 31, 2015 AND 2014

	Program Services				Supporting Services					
			Online Delivery,		Total	Management		Total		
		Teacher	Assessment	Client	Program	and		Supporting	Total	Total
	Curriculum	Training	& Evaluation	Development	Services	General	Fundraising	Services	8/31/15	8/31/14
Salaries	\$250,865	\$73,504	\$212,656	\$192,876	\$729,901	\$19,150	\$32,232	\$51,382	\$781,283	\$751,208
Payroll taxes and benefits	39,759	11,649	33,703	30,568	115,679	5,051	5,108	10,159	125,838	111,245
	290,624	85,153	246,359	223,444	845,580	24,201	37,340	61,541	907,121	862,453
Professional fees and services	58,759	23,927	181,130	56,740	320,556	15,903	19,578	35,481	356,037	608,285
Occupancy	19,381	5,872	14,748	15,269	55,270	1,109	2,349	3,458	58,728	56,130
Curriculum materials	10,936				10,936			0	10,936	16,193
Insurance	4,149	1,216	3,517	3,190	12,072	315	533	848	12,920	12,256
Miscellaneous	585	164	2,632	2,766	6,147	4,526	342	4,868	11,015	5,524
Communications and IT	1,872	567	1,418	1,475	5,332	114	227	341	5,673	3,751
Printing			27	643	670	31		31	701	4,693
Office supplies and equipment	1,018	282	1,877	978	4,155	483	113	596	4,751	7,247
Conferences	590			1,040	1,630			0	1,630	2,160
Postage and shipping		42	34		76	790	550	1,340	1,416	1,790
Travel	3,264	510	21,672	5,912	31,358	48	999	1,047	32,405	18,695
Bank charges			133		133	2,187		2,187	2,320	3,010
Total expenses before										
depreciation and in-kind	391,178	117,733	473,547	311,457	1,293,915	49,707	62,031	111,738	1,405,653	1,602,187
Depreciation					0	4,144		4,144	4,144	3,127
In-kind legal					0	70,550		70,550	70,550	32,846
Total expenses	\$391,178	\$117,733	\$473,547	\$311,457	\$1,293,915	\$124,401	\$62,031	\$186,432	\$1,480,347	\$1,638,160

## READWORKS, INC. SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED AUGUST 31, 2014

	Program Services					Supporting Services			
			Online					_	
		m 1	Delivery,		Total	Management		Total	m . 1
	C	Teacher	Assessment	Client	Program	and	F d:.:	Supporting	Total
	Curriculum	Training	& Evaluation	Development	Services	General	Fundraising	Services	8/31/14
Salaries	\$298,888	\$53,166	\$99,560	\$222,414	\$674,028	\$39,409	\$37,771	\$77,180	\$751,208
Payroll taxes and benefits	44,262	7,873	14,744	32,937	99,816	5,836	5,593	11,429	111,245
	343,150	61,039	114,304	255,351	773,844	45,245	43,364	88,609	862,453
Professional fees and services	230,299	14,007	238,057	69,041	551,404	28,570	28,311	56,881	608,285
Occupancy	22,333	3,973	7,439	16,619	50,364	2,944	2,822	5,766	56,130
Curriculum materials	16,193				16,193			0	16,193
Insurance	4,876	867	1,624	3,629	10,996	644	616	1,260	12,256
Miscellaneous	1,145	88	922	1,067	3,222	2,047	255	2,302	5,524
Communications and IT	1,492	265	497	1,111	3,365	197	189	386	3,751
Printing				3,375	3,375	241	1,077	1,318	4,693
Office supplies and equipment	1,725	280	909	1,299	4,213	2,753	281	3,034	7,247
Conferences	11		255	1,564	1,830	280	50	330	2,160
Postage and shipping	31			3	34	828	928	1,756	1,790
Travel	527	33	7,232	9,853	17,645	264	786	1,050	18,695
Bank charges					0	3,010		3,010	3,010
Total expenses before									
depreciation and in-kind	621,782	80,552	371,239	362,912	1,436,485	87,023	78,679	165,702	1,602,187
Depreciation					0	3,127		3,127	3,127
In-kind legal					0	32,846		32,846	32,846
Total expenses	\$621,782	\$80,552	\$371,239	\$362,912	\$1,436,485	\$122,996	\$78,679	\$201,675	\$1,638,160