

# **Gamers Outreach Foundation, Inc.**

Financial Statements

December 31, 2021 and 2020

with Independent Auditors' Report

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### **Independent Auditors' Report**

Board of Directors Gamers Outreach Foundation, Inc. Ann Arbor, Michigan

#### **Opinion**

We have audited the accompanying financial statements of Gamers Outreach Foundation, Inc. (a not-for-profit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, 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 Gamers Outreach Foundation, Inc. as of December 31, 2021 and 2020, 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 Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Gamers Outreach Foundation, Inc. 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 Gamers Outreach Foundation, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

#### Auditors' 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 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 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 Gamers Outreach Foundation, Inc.'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 Gamers Outreach Foundation, Inc.'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.

Clark, Schaefer, Hackett & Co.

East Lansing, Michigan March 7, 2023

	-	2021	2020
Assets			
Current Assets			
Cash and cash equivalents	\$	393,664	380,067
Contributions receivable	•	56,675	67,447
Employee receivable		5,754	5,754
Prepaid expenses		12,077	14,406
Inventory		299,205	383,124
		767,375	850,798
Noncurrent Assets			
Property and equipment, net		55,668	61,827
Investments at fair value		2,181,553	1,311,520
		2,237,221	1,373,347
Total Assets	\$	3,004,596	2,224,145
Liabilities and Net Assets			
Current Liabilities			
Accounts payable	\$	118,147	219,923
Payroll tax payable		498	1,140
Accrued expenses		-	8,392
Accrued interest		895	879
Line of credit		499,220	491,986
Paycheck Protection Program loan			66,300
		618,760	788,620
Net Assets			
Without donor restrictions		2,246,076	1,338,081
With donor restrictions		139,760	97,444
		2,385,836	1,435,525
Total Liabilities and Net Assets	\$	3,004,596	2,224,145

		Without Donor Restrictions	With Donor Restrictions	Total
Revenues, Gains, and Other Support				
Grants and contributions	\$	2,881,044	65,000	2,946,044
Paycheck Protection Program loan forgiveness	Ψ	66,300	-	66,300
Contributed materials		278,322	-	278,322
Sales		448,473	-	448,473
Investment return, net		139,283	<u>-</u>	139,283
		3,813,422	65,000	3,878,422
Net Asset Restriction Transfers				
Revenue released from restriction		22,684	(22,684)	
		3,836,106	42,316	3,878,422
- Francisco				
Expenses Program services		2,390,952		2,390,952
Management and general		382,224	-	382,224
Fundraising		154,935	_	154,935
ranaraiomy		101,000		101,000
		2,928,111	-	2,928,111
Change in net assets		907,995	42,316	950,311
Net assets, beginning of year		1,338,081	97,444	1,435,525
5 5 .			<u> </u>	
Net assets, end of year	\$	2,246,076	139,760	2,385,836

		Without Donor Restrictions	With Donor Restrictions	Total
Revenues, Gains, and Other Support				
Grants and contributions	\$	1,856,582	195,133	2,051,715
Contributed materials	Ψ	382,681	-	382,681
Sales		572,447	_	572,447
Investment return, net		2,841	-	2,841
Fundraising event tickets		11,166	<del>_</del>	11,166
		2,825,717	195,133	3,020,850
Net Asset Restriction Transfers				
Revenue released from restriction		467,441	(467,441)	
		3,293,158	(272,308)	3,020,850
Expenses				
Program services		2,017,234	-	2,017,234
Management and general		254,032	-	254,032
Fundraising		87,465		87,465
		2,358,731		2,358,731
Change in net assets		934,427	(272,308)	662,119
Net assets, beginning of year		403,654	369,752	773,406
Net assets, end of year	\$	1,338,081	97,444	1,435,525

	_	Program Services	Management and General	Fundraising	Total
Cost of goods sold or donated	\$	1,298,596	-	<u>-</u>	1,298,596
Contributions	Ψ	30,982	<u>-</u>	_	30,982
Salaries and wages		494,168	141,191	70,595	705,954
Payroll taxes		50,272	14,363	7,182	71,817
Employee benefits		45,972	13,135	6,567	65,674
Contract management: events & programs		107,782	7,699	38,494	153,975
Legal services		_	3,983	_	3,983
Accounting services		-	55,695	_	55,695
Advertising and promotion		41,899	, -	4,655	46,554
Office expenses		7,291	7,291	1,620	16,202
Information technology		19,710	55,187	3,942	78,839
Occupancy and storage		20,278	18,250	2,028	40,556
Travel and related		75,658	4,203	4,204	84,065
Conferences, conventions, and development		13,793	1,149	8,046	22,988
Interest expense		672	12,760	-	13,432
Depreciation		13,282	738	738	14,758
Insurance		1,534	13,810	-	15,344
Bank fees		123,560	6,864	6,864	137,288
Product development and tooling costs		45,503	-	-	45,503
Bad debts		-	3,127	-	3,127
Miscellaneous expenses			22,779		22,779
	\$	2,390,952	382,224	154,935	2,928,111

		Program Services	Management and General	Fundraising	Total
	-				
Cost of goods sold or donated	\$	1,434,250	-	_	1,434,250
Contributions		11,485	-	-	11,485
Salaries and wages		319,378	91,251	45,625	456,254
Payroll taxes		24,523	7,007	3,503	35,033
Employee benefits		14,407	4,116	2,058	20,581
Contract management: events & programs		61,994	4,428	22,141	88,563
Legal services		-	15,743	-	15,743
Accounting services		-	39,402	-	39,402
Advertising and promotion		20,598	-	2,289	22,887
Office expenses		4,325	4,325	961	9,611
Information technology		9,399	26,317	1,880	37,596
Occupancy and storage		12,925	11,633	1,293	25,851
Travel and related		20,201	1,122	1,123	22,446
Conferences, conventions, and development		3,773	314	2,201	6,288
Interest expense		1,063	20,196	-	21,259
Depreciation		7,723	429	429	8,581
Insurance		508	4,573	-	5,081
Bank fees		70,514	3,917	3,917	78,348
Product development and tooling costs		77	-	-	77
Storage rental and office space		91	45	45	181
Miscellaneous expenses			19,214	<del>-</del>	19,214
	\$	2,017,234	254,032	87,465	2,358,731

		2021	2020
Cook flows from approxing activities:			
Cash flows from operating activities:	\$	950,311	662 110
Change in net assets	Ф	950,511	662,119
Adjustments to reconcile change in net assets to net			
cash provided by (used in) operating activities:		0.545	0.000
Realized loss on investment dispositions		6,515	2,933
Unrealized (gain) loss on investments		(141,963)	5,678
Depreciation		14,758	8,581
Paycheck Protection Program loan forgiveness		(66,300)	
Effects of changes in assets and liabilities			
Grants and other receivables		10,772	(39,617)
Interest receivable		-	2,827
Prepaid expenses		2,329	(28,202)
Inventory		83,919	65,002
Accounts payable		(101,776)	112,698
Payroll tax payable		(642)	(4,867)
Accrued expenses		(8,392)	(115)
Accrued interest		16	(728)
Deferred revenue			(17,500)
Cash provided by operating activities		749,547	768,809
Cash flows from investing activities:			
Cash paid for property and equipment purchases		(8,599)	(26,055)
Cash proceeds from investment sales		596,349	793,312
Cash paid for investment purchases		(1,330,934)	(1,473,772)
Cash used in investing activities		(743,184)	(706,515)
Cash flows from financing activities			
Proceeds from line of credit		10,584	228,322
Payments on line of credit		(3,350)	(185,000)
Cash proceeds from Paycheck Protection Program loan			66,300
Cash provided by financing activities		7,234	109,622
Net change in cash and cash equivalents		13,597	171,916
Cash and cash equivalents, beginning of year		380,067	208,151
Cash and cash equivalents, end of year	\$	393,664	380,067
Cash Paid for:			
Interest	\$	10,584	13,416

### 1. Organization and Accounting Policies:

Gamers Outreach Foundation, Inc. (Foundation) is a 501(c)(3) not-for-profit entity organized in 2007 to provide therapeutic recreation opportunities to children in hospitals.

### **Major Programs**

Project GO Kart (GO Karts) is a program that serves thousands of children each year by providing hospitals with medical-grade kiosks outfitted with televisions, video game consoles, and games. These units are made available to children recovering in hospitals, particularly those with longer anticipated stays, to help them cope with the confines of living in a hospital and the stress of recovering from illness and injury. Some units are sold to hospitals, while others are contributed to hospitals at the Foundation's discretion or as a result of donor-restricted contributions.

Player 2 is a program designed to connect volunteer gamers in the community to hospitals hosting GO Karts to provide basic tech support and maintenance, distribute games, and play games with patients.

In addition to programming, the Foundation organizes a large annual fundraising event, Gamers for Giving, that raises several hundred thousand dollars annually, supporting efforts to expand the scope of reach of the GO Kart program and help ensure continued financial stability. Other fundraisers are hosted periodically throughout the year.

### **Basis of Accounting**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United Stated of America (U.S. GAAP).

#### Cash and cash equivalents

Cash and cash equivalents are short term investments that are readily convertible to cash or have a maturity date of 90 days or less from the date of purchase.

### Adoption of new accounting pronouncements

The Foundation adopted Accounting Standards Update (ASU) No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, changing accounting policies relating to their financial statement presentation and disclosures of contributed nonfinancial assets, or gifts-in-kind. The ASU requires separate disclosure of non-financial contributed assets on the statement of activities and enhanced disclosures including the Foundation's policy for valuation and monetization of contributed non-financial assets, and any donor-restrictions attached to the assets. The accounting change has been retrospectively applied to prior periods presented as if the policy had always been used.

### Receivables and Allowance for Bad Debt

The Foundation records receivables for unit sales and promises to give. Amounts expected to be received within one year are recorded at their net realizable value and are recorded as current assets. As of December 31, 2021 and 2020, approximately 74% and 53%, respectively, of the balance in accounts receivable is due from one donor.

The Foundation evaluates each receivable for collectability. All balances were determined to be collectible at December 31, 2021 and 2020. Therefore, no estimated allowance for uncollectible accounts has been recorded.

### **Property and Equipment**

Property and equipment for long-term use by the Foundation is capitalized at cost basis when the purchase price exceeds \$2,500. If such assets are contributed, they are capitalized at fair value if it is greater than \$2,500. Depreciation is computed on the straight-line method over the estimated useful lives of the assets (see Note 3).

#### Inventory

GO Kart inventory consists of frames and related components such as consoles, monitors, controllers, and game codes. Donated inventory includes consoles, games, controllers, collectibles, and other items that will be sold in bulk to provide additional resources to the Foundation. Intangible inventory consists of digital code donated or purchased that may be used to download fully licensed versions of games to consoles. Inventory is stated at the lower of cost or net realizable value on a first in, first out basis. Donated items are recorded at their estimated fair value on the date it is received. Donated physical inventory is generally not usable in GO Karts and must be sold.

	_	2021	2020
GO Kart materials - WIP Intangible inventory	\$	255,858 43,347	337,991 <u>45,133</u>
Total Inventory	\$_	299,205	383,124

### **Investments and Investment Return**

Investments are reported at fair value (see Note 2), Investment return, net includes realized gain (loss), unrealized gain (loss), investment income, and direct investment expenses on the statements of activities. Interest income is measured by the amount received or due to be received.

#### **Deferred Revenue**

Deferred revenue represents funds received in advance of GO Karts being shipped to customers. When the units are shipped, the corresponding amount is recognized as revenue (sales) in the statement of activities.

### Revenue and revenue recognition – contribution transactions

Revenue is recognized when earned. Contributions are recognized when cash, securities or other assets, or an unconditional promise to give is received. Conditional promises to give are not recognized until the conditions on which they depend have been met.

### Revenue and revenue recognition – exchange transactions

The Foundation provides GO Karts to hospitals throughout the United States. The performance obligation is providing the GO Karts and shipping them. Revenue is recognized at a point in time once the goods are received.

### Financial statement presentation

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

Net assets without donor restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. Contributions with donor restrictions that are met in the same period that they are received are reported within net assets without donor restrictions.

Net assets with donor restrictions – Net assets subject to donor or grantor-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 resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. No assets are perpetually restricted.

### Advertising

The Foundation advertises through various print and electronic media. All such costs are expensed as incurred. Advertising expense for 2021 and 2020 totaled \$3,073 and \$4,646, respectively.

### **Functional Expenses**

The financial statements report certain categories of natural expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Expenses are generally allocated on the basis of estimates of time and effort. All-natural expense classifications have been allocated using management's estimates except for cost of goods sold or donated, contributions, accounting, production, bad debts, ,miscellaneous, legal services, depreciation, and certain direct fundraising costs.

### **Fundraising**

The Foundation hosts fundraisers of various sizes throughout the year. Because the Foundation considers these events collectively to be major and ongoing, revenue from such events is reported at the gross amount within the statements of activities within contributions and expenses, including direct expenses, are included in fundraising expenses in the statements of functional expenses.

# **Contributed Materials and Services**

The Foundation recognizes contributed services at their fair value if the services have value to the Foundation and require specialized skills, are provided by individuals possessing those skills, and would have been purchased if not provided by contributors. Contributed materials are recorded at fair value at the time of contribution. Contributed materials for the years ended December 31, 2021 and 2020 amounted to \$278,322 and \$382,681, respectively. There were no contributed services during December 31, 2021 and 2020

In addition to the contributed materials and services recorded in the financial statements, the Foundation benefits from volunteers whose services do not meet the criteria for recognition according to generally accepted accounting principles. It is not practicable to estimate the value of these volunteers, which include such services as volunteers for the Player 2 program and assistance at fundraising events.

#### **Income Taxes**

The Foundation has been classified as an other than private foundation and is tax-exempt under Section 501(c)(3) of the Internal Revenue Code. The Code requires that tax-exempt organizations must comply with federal tax law to maintain tax-exempt status and avoid penalties. The Foundation is subject to a tax on income from any unrelated business (the Foundation has no unrelated business income) as defined by Section 509(a) (1) of the Code.

The Foundation evaluates all significant tax positions under a more likely than not threshold as required by U.S. generally accepted accounting principles. As of December 31, 2021, the Foundation does not believe that it has taken any tax positions that would require the recording of any additional tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next twelve months. The Foundation's tax returns are subject to examination by the appropriate taxing jurisdictions. At December 31, 2021, the Foundation's federal tax returns generally remain open for the last three years.

#### Liquidity

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 its donors. Thus, certain financial assets may not be available for general expenditure within one year. As part of the Foundation's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Foundation's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

		2021	2020
Cash and cash equivalents Grant and other receivables Employee receivable	\$	393,664 56,675 5,754	380,067 67,447 5,754
Total		456,093	453,268
Restricted by donors with time or purpose restrictions	_	139,760	97,444
Financial assets available to meet cash needs for general expenditures within one year	\$_	316,333	355,824

#### **Use of Estimates**

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in these financial statements and accompanying notes. Actual results could differ from those estimates.

### **Subsequent Events**

Subsequent events have been evaluated through March 7, 2023, which is the date the financial statements were available to be issued.

#### 2. Investments and Fair Value:

Generally accepted accounting principles define fair value, establish a framework for measuring fair value, and establish a fair value hierarchy that prioritizes the inputs to valuation techniques. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market, income or cost approach are used to measure fair value. The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities the Foundation has the ability to access.
- Level 2 inputs are inputs (other than quoted prices included within Level 1) that are observable for the asset or liability, either directly or indirectly.
- Level 3 are unobservable inputs for the asset or liability and rely on management's own assumptions about the assumptions that market participants would use in pricing the asset or liability.

The Foundation reports its investment in bonds, stocks, and other investments at fair value. Fair value methods and assumptions for investments in bonds are based on quoted prices in active markets. The following tables present the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of December 31, 2021 and 2020.

Level 1

December 31, 2021

Corporate Bonds	\$	290,384	290,384
Treasury Bonds		99,807	99,807
Corporate Stocks		709,834	709,834
Cash		972,158	972,158
Other Investments		109,370	109,370
Investments at Fair Value	\$	2,181,553	2,181,553
December 31, 2020			
	_	Total	Level 1
	_	Total	Level 1
Corporate Bonds	\$	Total 381,569	Level 1 381,569
Corporate Bonds Treasury Bonds	\$		
•	\$	381,569	381,569
Treasury Bonds	\$	381,569 405,215	381,569 405,215
Treasury Bonds Corporate Stocks	\$	381,569 405,215 292,185	381,569 405,215 292,185

Total

# 3. Property and Equipment:

Property and equipment consist of the following:

Description	 2021	2020	Est. Life (in years)
Equipment Software	\$ 72,141 13,000	66,541 10,000	5 3
Less accumulated depreciation	(29,473)	(14,714)	
Property and equipment, net	\$ 55,668	61,827	

### 4. Line of Credit:

The Foundation has a revolving line of credit with a bank, due on demand, allowing for borrowings up to a maximum of \$500,000, has no defined maturity date, and is limited by the balance in the collateral account (see below). The balance of the line of credit at December 31, 2021 and 2020 was \$499,220 and \$491,986, respectively.

Interest-only payments are required monthly on the line of credit at a variable rate (2.08% and 2.15% at December 31, 2021 and 2020, respectively). Borrowings are collateralized by the collateral account and subject to certain covenants. The collateral account is the investment account at Morgan Stanley Smith Barney and includes all assets in that account. The balance in the collateral account as of December 31, 2021 and 2020 was \$2,072,183, and \$1,311,520, respectively.

### 5. Paycheck Protection Program Loan:

The Foundation received a Paycheck Protection Program (PPP) Loan on May 12, 2020, in the amount of \$66,300. All or a portion of the loan may be forgiven if the Foundation meets certain qualifications. Any unforgiven portion of the PPP loan will bear interest at 1% with a maturity date of January 2026. On May 19, 2021, the full amount of the loan was forgiven by the Small Business Administration.

#### 6. Net Assets with Donor Restrictions:

The Foundation may accept donations with restrictions specified by donors. Net assets with donor restrictions are available for the following purpose as of December 31, 2021 and 2020:

# 7. Related Party Transactions:

The Foundation has an advance outstanding to the executive director (labeled "Employee receivable" on the statements of financial position). The advance arose out of corrections made to payroll and is expected to be settled within one year of the financial statement date. Therefore, no interest is accrued on this advance.

#### 8. COVID-19:

During 2020 and continuing through the issuance of these financial statements, an outbreak of a novel strain of coronavirus (COVID-19) has disrupted operations and has impacted support and revenues of the Coalition. Federal, state, and local governments have imposed orders restricting operations throughout the year and have also signed into legislation several bills aimed to provide COVID-19 pandemic relief to organizations and businesses across the United States.

Future impact of the COVID-19 pandemic on the Foundation, its employees, and supporters cannot be predicted, and the extent to which the COVID-19 pandemic may impact the Foundation's financial condition or results of activities is uncertain at this time. The pandemic may have an impact on overall support and revenues; however, the members of the Board and the administrative leadership team believe that the Foundation has sufficient financial resources to meet obligations in the year ending December 31, 2021.



