



Financial Statements

December 31, 2020 and 2019

Georgia GOAL Scholarship Program, Inc.

Table of Contents December 31, 2020 and 2019

	Page(s)
Independent Auditor’s Report	1-2
Financial Statements:	
Statements of Financial Position	3
Statements of Activities and Changes in Net Assets	4-5
Statements of Cash Flows	6
Notes to Financial Statements	7-15
Supplemental Information:	
Supplemental Information	17-18



Independent Auditor's Report

To the Board of Directors of
Georgia GOAL Scholarship Program, Inc.

We have audited the accompanying financial statements of Georgia GOAL Scholarship Program, Inc. (the Organization), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and changes in net assets 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.

Auditor's 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 our 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, we consider 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 Georgia GOAL Scholarship Program, Inc. as of December 31, 2020 and 2019, 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.

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Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information on pages 17-18 is presented for the purpose of additional analysis and is not a required part of the financial statements but is required by the rules of the Department of Revenue Income Tax Division of Georgia under chapter 560-7-8-.47(4). 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 in the audits 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 statements as a whole.

Bennett Thrasher LLP

April 26, 2021

Georgia GOAL Scholarship Program, Inc.

Statements of Financial Position December 31, 2020 and 2019

	2020	2019
Assets		
Assets obligated for scholarships:		
Investments	\$ 37,437,965	\$ 36,174,986
Restricted cash and cash equivalents - scholarship account	5,941,684	1,150,763
Contributions receivable	644,902	64,007
Cash and cash equivalents - operating account	1,296,650	1,068,658
Due from HEART (Note 8)	45,483	3,092
Other assets	56,703	41,227
Leasehold improvements, less accumulated amortization	109,979	135,857
Website development costs, less accumulated amortization	<u>65,445</u>	<u>40,592</u>
Total assets	<u>\$ 45,598,811</u>	<u>\$ 38,679,182</u>
Liabilities and Net Assets		
Accounts payable	\$ 253,917	\$ 53,379
Due to GCF (Note 8)	25,840	45,681
Deferred rent	<u>99,466</u>	<u>123,232</u>
Total liabilities	<u>379,223</u>	<u>222,292</u>
Net assets:		
Without donor restrictions		
Undesignated	1,195,037	1,067,134
Board designated	<u>1,231,658</u>	<u>741,293</u>
	2,426,695	1,808,427
With donor restrictions	<u>42,792,893</u>	<u>36,648,463</u>
Total net assets	<u>45,219,588</u>	<u>38,456,890</u>
Total liabilities and net assets	<u>\$ 45,598,811</u>	<u>\$ 38,679,182</u>

See accompanying notes to financial statements.

Georgia GOAL Scholarship Program, Inc.

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2020

	Without Donor Restrictions		With Donor Restrictions	Total
	Undesignated	Board Designated		
Revenue and support:				
Contributions	\$ -	\$ -	\$ 39,361,747	\$ 39,361,747
Administrative fees	945,334	800,000	(1,745,334)	-
Net investment income	212,626	-	2,215,620	2,428,246
Net assets released from restrictions	<u>33,997,238</u>	<u>(309,635)</u>	<u>(33,687,603)</u>	<u>-</u>
Total revenue and support	<u>35,155,198</u>	<u>490,365</u>	<u>6,144,430</u>	<u>41,789,993</u>
Expenses:				
Program expense	34,512,118	-	-	34,512,118
Fundraising expense	120,646	-	-	120,646
Management and general expense	<u>394,531</u>	<u>-</u>	<u>-</u>	<u>394,531</u>
Total expenses	<u>35,027,295</u>	<u>-</u>	<u>-</u>	<u>35,027,295</u>
Increase in net assets	127,903	490,365	6,144,430	6,762,698
Net assets, beginning of year	<u>1,067,134</u>	<u>741,293</u>	<u>36,648,463</u>	<u>38,456,890</u>
Net assets, end of year	<u>\$ 1,195,037</u>	<u>\$ 1,231,658</u>	<u>\$ 42,792,893</u>	<u>\$ 45,219,588</u>

See accompanying notes to financial statements.

Georgia GOAL Scholarship Program, Inc.

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2019

	Without Donor Restrictions		With Donor Restrictions	Total
	Undesignated	Board Designated		
Revenue and support:				
Contributions	\$ -	\$ -	\$ 38,243,742	\$ 38,243,742
Administrative fees	982,683	500,000	(1,482,683)	-
Net investment income (loss)	407,819	800,812	2,605,013	3,813,644
Donated services and facilities	15,000	-	-	15,000
Other income	20,192	-	-	20,192
Net assets released from restrictions	<u>29,295,694</u>	<u>(432,386)</u>	<u>(28,863,308)</u>	<u>-</u>
Total revenue and support	<u>30,721,388</u>	<u>868,426</u>	<u>10,502,764</u>	<u>42,092,578</u>
Expenses:				
Program expense	29,732,451	-	-	29,732,451
Fundraising expense	108,856	-	-	108,856
Management and general expense	<u>376,986</u>	<u>-</u>	<u>-</u>	<u>376,986</u>
Total expenses	<u>30,218,293</u>	<u>-</u>	<u>-</u>	<u>30,218,293</u>
Increase in net assets	503,095	868,426	10,502,764	11,874,285
Net assets, beginning of year	<u>564,039</u>	<u>673,679</u>	<u>26,145,699</u>	<u>27,383,417</u>
Net assets, end of year	<u>\$ 1,067,134</u>	<u>\$ 1,542,105</u>	<u>\$ 36,648,463</u>	<u>\$ 39,257,702</u>

See accompanying notes to financial statements.

Georgia GOAL Scholarship Program, Inc.

Statements of Cash Flows

For the Years Ended December 31, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Increase in net assets	\$ 6,762,698	\$ 11,073,473
Reconciliation of net assets to net cash provided by operating activities:		
Net unrealized gain on investments	(1,689,499)	(2,106,574)
Net realized (gain) loss on investments	(26,257)	800,812
Amortization expense	52,138	38,912
Noncash rent expense	(23,766)	(17,394)
Changes in assets and liabilities:		
Contributions receivable	(580,895)	(64,007)
Other assets	(15,476)	(18,711)
Accounts payable	200,538	18,398
Due to/from related parties	(62,232)	24,900
Net cash provided by operating activities	<u>4,617,249</u>	<u>9,749,809</u>
Cash flows from investing activities:		
Purchases of investments	(3,753,809)	(11,959,038)
Proceeds on sales of investments	4,206,586	283,763
Purchases of web development costs and leasehold improvements	<u>(51,113)</u>	<u>(60,420)</u>
Net cash provided by (used in) investing activities	<u>401,664</u>	<u>(11,735,695)</u>
Net increase (decrease) in cash and cash equivalents	5,018,913	(1,985,886)
Cash and cash equivalents and restricted cash and cash equivalents, at beginning of year	<u>2,219,421</u>	<u>4,205,307</u>
Cash and cash equivalents and restricted cash and cash equivalents, at end of year	<u>\$ 7,238,334</u>	<u>\$ 2,219,421</u>
Supplemental Disclosure of Cash Flow Information		
Leasehold improvements purchased with tenant improvement allowance	<u>\$ -</u>	<u>\$ 103,895</u>

See accompanying notes to financial statements.

Georgia GOAL Scholarship Program, Inc.

Notes to Financial Statements December 31, 2020 and 2019

Note 1: Description of Organization and Summary of Significant Accounting Policies

Description of Organization

Georgia GOAL Scholarship Program, Inc. (the Organization) is a nonprofit Georgia corporation that provides students from low and middle income families with scholarships to attend private pre-k4-12 schools of their parents' choice in the State of Georgia. The Organization is a Student Scholarship Organization (SSO) as defined by the State of Georgia. The Organization operates in a manner that enables Georgia taxpayers to secure the Qualified Education Expense Credit available under Official Code of Georgia Annotated (O.C.G.A) § 48-7-29.16 for their charitable contributions to the Organization.

Use of Estimates in Financial Statements

The preparation of financial statements in conformity with generally accepted accounting principles (GAAP) in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Financial Statement Presentation

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

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

- *Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor-imposed restrictions. The governing board has designated, from assets without donor restrictions, funds obligated to provide additional scholarships. Since this is not a donor-imposed restriction, the board designated net assets are classified and reported as part of net assets without donor restrictions. However, the board designated net assets are reported separately for financial statement purposes as they are not available for general operating purposes without board actions.
- *Net Assets With Donor Restrictions* – 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 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.

Assets Obligated for Scholarships

At December 31, 2020, the Organization held \$822,578 in a non-interest bearing bank account, \$644,902 in contributions receivable, \$5,119,106 in interest-bearing money market accounts, and \$37,437,965 in investment accounts. At December 31, 2019, the Organization held \$653,173 in a non-interest bearing bank account, \$64,007 in contributions receivable, \$497,590 in interest-bearing money market accounts, and \$36,174,896 in investment accounts.

These funds are obligated under the provisions of Georgia law relating to the operation of an SSO under O.C.G.A. § 20-2A. In addition, under O.C.G.A. § 20-2A, the Organization is required to maintain separate accounts for operating and scholarship funds.

Investments

Investments consist of marketable securities and are stated at fair value. Fair value of investments is calculated based on quoted market prices, if available, or estimated using quoted market prices for similar securities. Net investment income (loss), as reported on the accompanying statements of activities and changes in net assets, consists of unrealized gains and losses on investments held at year end, realized gains and losses on investments sold during the year and investment income earned from interest and dividends. Investment income (loss) is reported net of external and direct internal investment expenses incurred.

Cash and Cash Equivalents

Cash and cash equivalents consist of cash on deposit with financial institutions and highly liquid investments with maturities of three months or less at the date of purchase. These investments are carried at cost, which approximates fair value. At times, cash and cash equivalents may exceed federally insured amounts. The Organization believes it mitigates any risks by depositing cash and investing in cash equivalents with major financial institutions.

Contributions Receivable

Contributions are recorded in the year they are received or pledged, with allowances provided for receivables estimated to be uncollectible. The contributions are reported as contributions with donor restrictions if they are received with donor stipulations or time restrictions that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restrictions are accomplished, net assets with donor restrictions are reclassified as net assets without donor restrictions and reported in the statements of activities and changes in net assets as net assets released from restrictions.

Leasehold Improvements

Leasehold improvements are stated at cost less accumulated amortization. Amortization expense is recorded using the straight-line method over the lesser of the term of the lease, without consideration of renewal options, or the estimated useful lives of the assets. Maintenance and repairs are expensed as incurred. As of December 31, 2020 and 2019, leasehold improvements were \$109,979 and \$135,857, net of accumulated amortization of \$82,278 and \$56,400. Amortization expense related to leasehold improvements totaled \$25,878 and \$20,012 in 2020 and 2019, respectively.

Web Development Costs

The Organization capitalizes costs associated with developing the Organization's website and associated custom software solutions upon the point at which the website and software are ready for intended use. Costs associated with web development are expensed until the point at which the project has reached the development stage. Subsequent additions, modifications or upgrades to the Organization's website and software are capitalized only to the extent that they allow the website to perform a task it previously did not perform. Website and software maintenance and content development are expensed in the period in which they are incurred. Web development costs primarily include external direct costs for related development services. As of December 31, 2020 and 2019, web development costs were \$65,445 and \$40,592, net of accumulated amortization of \$64,827 and \$38,567. The Organization amortizes these costs over the estimated useful life of three years. Amortization expense related to software costs totaled \$26,260 and \$18,900 in 2020 and 2019, respectively.

Leases

The Organization recognizes rent expense on a straight-line basis over the expected lease term. Differences between amounts paid and amounts expensed are recorded as deferred rent. Within the provisions of certain leases, there are rent holidays and fixed escalations in payments over the base lease term, as well as renewal periods. The effects of the holidays and escalations have been reflected in general and administrative expense on the accompanying statements of activities and changes in net assets on a straight-line basis over the expected lease term.

Contributions

Contributions are recorded in the year that payments are made in accordance with statutory requirements. Contributions are recorded as without donor restrictions or with donor restrictions depending on the absence or existence of any donor-imposed restrictions on the use of the contributions to provide scholarships at the Organization's discretion at participating eligible schools.

The Organization reports contributions of cash as support with donor restrictions to the extent that the donor obligates such contributions for the provision of scholarships or tuition grants. Effective January 1, 2019, with respect to the first \$1.5 million received from contributions for scholarships or tuition grants, the Organization must obligate at least 92% of such contributions; with respect to contributions in excess of \$1.5 million and up to and including \$10 million, must obligate at least 94% of such contributions; with respect to contributions received in excess of \$10 million and up to and including \$20 million, must obligate at least 95% of such contributions; and with respect to contributions in excess of \$20 million, must obligate at least 96% of such contributions for scholarships. The Organization obligated approximately 98% and 97% of contributions for scholarships in 2020 and 2019, respectively, which is more than the amount required by law. When a scholarship or tuition grant is paid, the net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities and changes in net assets as net assets released from restrictions.

Donated Services

Although the Organization does not rely extensively on volunteers who directly provide services to the Organization in promoting the state income tax credit opportunity and scholarship opportunities provided through the program, the Organization indirectly benefits from the development, admissions and financial aid services rendered by staff at the private schools participating with the Organization. If donated services received require specialized skills, which would need to be purchased, if not donated, the value of those donated services are recognized as contributions based on their estimated fair market value on the date of contribution (see Note 5).

Administrative Fees

The Organization is allowed an administrative fee on all current-year contributions. In connection with the Organization's policy to allocate to the provision of scholarships all administrative fees not needed to fund operations, for the years ending December 31, 2020 and 2019, the Board of Directors of the Organization has approved administrative fees of approximately 4.5% and 4%, respectively, which is below the allowable legal limit. Administrative fees are recognized in the same manner and period as the related contributions.

Scholarship Expenses

In the course of fulfilling its mission and purpose, each year the Organization authorizes distribution of certain program funds for student scholarships at participating schools. The authorized distributions are recorded as program expenses in the financial statements of the Organization when the scholarships are approved (see Note 6).

Functional Expenses

The costs of providing the program and other activities have been summarized on a functional basis in the accompanying statements of activities and changes in net assets. Accordingly, certain costs have been allocated, on a reasonable basis that is consistently applied among the program, fundraising and management and general expenses. The expenses that are allocated include payroll and benefits, depreciation and amortization, travel and meetings and other, which are allocated on the basis of line item analysis and estimates of time and effort. The allocation of functional expenses is detailed in Note 6.

Income Taxes

The Organization has been granted tax-exempt status under Section 501(a) of the Internal Revenue Code (the Code) as an organization described in Section 501(c)(3) whereby only unrelated business income, as defined by Section 512(a)(1) of the Code, is subject to federal income tax. The Organization had no significant unrelated taxable income during 2020 or 2019. Accordingly, no provision or benefit for income taxes has been recorded in the accompanying financial statements.

The Organization applies the provisions of accounting standards for income taxes. These standards require that a tax position be recognized or derecognized based on a 'more-likely-than-not' threshold. This applies to positions taken or expected to be taken in a tax return. The Organization does not believe its financial statements include any material uncertain tax positions. The Organization is no longer subject to federal or state income tax examination by tax authorities for years prior to 2017.

New Accounting Pronouncements

In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases*. ASU 2016-02 requires that lease arrangements longer than 12 months result in the entity recognizing an asset and a liability. The updated guidance is in effect for annual periods beginning after December 15, 2021, and early adoption is permitted. The Organization is currently evaluating the impact of this standard on its financial statements.

Reclassifications

Certain prior year amounts have been reclassified to conform to current year presentation. The reclassifications had no effect on previously reported results of operations or net assets.

Note 2: Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, are cash and cash equivalents – operating account, accrued interest income, and amounts due from HEART, which total \$1,368,857 at December 31, 2020.

The Organization is supported primarily by the administrative fee retained on contributions (see Note 1). The Organization's liquidity management allows its financial assets to be available as its general expenditures, liabilities and other obligations come due.

In keeping with the Organization's policy of maximizing the funds used for scholarships, during 2020 and 2019 the Organization's Board of Directors recommended allocating \$800,000 and \$500,000, respectively, to provide additional scholarships, and accordingly, the amounts were transferred from the Organization's operating account to its scholarship account prior to December 31, 2020 and 2019. If the Organization determined the amount was needed based on subsequent year contribution results, the board designated net asset balance of \$1,231,658 as of December 31, 2020, which consists of cash in the scholarship account, could be transferred back to the operating account, per board resolution.

Note 3: Fair Value Measurement

The accounting standard for fair value measurements provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels are described below:

Level 1 - Unadjusted quoted prices in an active market for the identical assets or liabilities at the measurement date.

Level 2 - Other observable inputs available at the measurement date, other than quoted prices included in Level 1, either directly or indirectly, including:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets in nonactive markets;
- Inputs other than quoted prices that are observable for the asset or liability; and
- Inputs that are derived principally from or corroborated by other observable market data.

Level 3 - Unobservable inputs that reflect the use of significant management judgment. These values are generally determined using pricing models for which assumptions utilize management's estimates of market participant assumptions.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There has been no change in the methodologies used at December 31, 2020 and 2019.

Mutual funds and exchange traded funds - valued at the closing prices reported on the active market on which the individual securities are traded.

Certificates of deposit - valued at cost which approximates fair value.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level, within the fair value hierarchy, the Organization's investments at fair value as of December 31, 2020 and 2019.

December 31, 2020:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Certificates of deposit	\$ -	\$ 9,950,000	\$ -	\$ 9,950,000
Exchange traded funds	10,464,497	-	-	10,464,497
Mutual funds	<u>17,023,468</u>	<u>-</u>	<u>-</u>	<u>17,023,468</u>
Total assets at fair value	<u>\$ 27,487,965</u>	<u>\$ 9,950,000</u>	<u>\$ -</u>	<u>\$ 37,437,965</u>

December 31, 2019:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Certificates of deposit	\$ -	\$ 12,735,000	\$ -	\$ 12,735,000
Exchange traded funds	6,404,928	-	-	6,404,928
Mutual funds	<u>17,035,058</u>	<u>-</u>	<u>-</u>	<u>17,035,058</u>
Total assets at fair value	<u>\$ 23,439,986</u>	<u>\$ 12,735,000</u>	<u>\$ -</u>	<u>\$ 36,174,986</u>

Note 4: Commitments and Contingencies

Operating Leases

The Organization leases its office facilities under a non-cancellable agreement accounted for as an operating lease through March 2025. Future minimum payments under the term of the lease at December 31, 2020 are as follows:

Year ending December 31,

2021	\$ 114,438
2022	117,868
2023	121,392
2024	125,013
2025	<u>32,113</u>
	<u>\$ 510,824</u>

The difference between recording rent expense based on fixed minimum payments pursuant to the terms of the lease, and based on a straight-line rent calculation reflects a cumulative deferred rent balance of \$99,466 and \$123,232 at December 31, 2020 and 2019, respectively. Rent expense under the operating lease totaled \$92,324 and \$72,580 in 2020 and 2019, respectively, net of reimbursable expenses of \$46,436 and \$44,648, respectively, (see Note 8) and is included in general and administrative expense on the accompanying statements of activities and changes in net assets.

Litigation

As of December 31, 2020 and 2019, the Organization was not aware of any pending or foreseen litigation. The Organization, from time to time, may become involved in litigation arising in the ordinary course of business. For any such litigation that may arise, management will consult with legal counsel. Should management estimate any material adverse effect on the Organization's financial position, changes in net assets or cash flows, such effect will be disclosed.

Note 5: Donated Services

Donated services for legal services totaled \$15,000 for the year ended December 31, 2019. There were no donated services for legal services for the year ended December 31, 2020.

Note 6: Functional Expenses

Expenses are categorized in the following natural classifications for the year ended December 31, 2020:

	<u>Program</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total</u>
Scholarships	\$ 32,946,253	\$ -	\$ -	\$ 32,946,253
Payroll and benefits	375,652	100,011	203,862	679,525
Credit card processing fees	489,535	-	-	489,535
SSO transfers	553,940	-	-	553,940
Professional fees	-	-	48,604	48,604
Other expenses	9,536	-	44,351	53,887
Legislative advocacy	90,296	-	-	90,296
Depreciation and amortization	26,260	-	25,878	52,138
Web development	13,031	-	-	13,031
Occupancy	-	-	45,888	45,888
Marketing	-	15,997	-	15,997
Travel and meetings	7,615	4,638	248	12,501
Insurance	-	-	25,700	25,700
Total	<u>\$ 34,512,118</u>	<u>\$ 120,646</u>	<u>\$ 394,531</u>	<u>\$ 35,027,295</u>

Expenses are categorized in the following natural classifications for the year ended December 31, 2019:

	<u>Program</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total</u>
Scholarships	\$ 28,456,330	\$ -	\$ -	\$ 28,456,330
Payroll and benefits	321,768	90,191	173,515	585,474
Credit card processing fees	424,510	-	-	424,510
SSO transfers	414,038	-	-	414,038
Professional fees	-	-	90,569	90,569
Other expenses	2,819	-	60,289	63,108
Legislative advocacy	60,179	-	-	60,179
Depreciation and amortization	18,900	-	20,012	38,912
Web development	27,990	-	-	27,990
Occupancy	-	-	27,932	27,932
Marketing	-	16,036	-	16,036
Travel and meetings	5,917	2,629	647	9,193
Insurance	-	-	4,022	4,022
Total	<u>\$ 29,732,451</u>	<u>\$ 108,856</u>	<u>\$ 376,986</u>	<u>\$ 30,218,293</u>

Note 7: Contributions

Under Georgia law, each SSO must report to the Georgia Department of Revenue (DOR) the total number and dollar value of contributions received and tax credits approved. The reconciliation between the amounts reported to the Georgia DOR and the financial statements is as follows:

	2020	2019
Georgia IT-QEE-SS02	\$ 38,581,984	\$ 36,433,210
Contributions and transfers from other SSOs	619,438	1,667,235
Contributions with no corresponding tax credits	<u>160,325</u>	<u>143,297</u>
Total	<u>\$ 39,361,747</u>	<u>\$ 38,243,742</u>

In 2020 and 2019, transfers were made from other SSOs due to contributions received by those SSOs which were designated for schools that are working with the Organization under the program. The Organization transferred \$553,940 and \$414,038 in 2020 and 2019, respectively, to other SSOs. These transfers were made due to contributions received by the Organization that were designated for schools that are working with other SSOs.

Note 8: Related Party Transactions

Originally, Georgia Community Foundation, Inc. (GCF), a 501(c)(3) tax exempt organization, planned to operate the scholarship program, which is the subject of the Organization's activities. However, because Georgia law requires SSOs to obligate at least 92% of their annual revenues for scholarships or tuition grants, GCF, which has other sources of revenue that are not dedicated to the provision of scholarships, could not operate the program. As a result, the Board of Directors and staff of GCF facilitated the Organization's qualification as an SSO under Georgia law and all but one of the members of the GCF Board were appointed as board members of the Organization.

GCF owns a subsidiary which operates another tax credit program for the benefit of rural hospital organizations in Georgia, named Georgia HEART Hospital Program, LLC (HEART). HEART operates out of the same offices as that of the Organization and uses some of the same employees. Accordingly, HEART reimburses the Organization for associated expenses, including rent, health insurance, supplies and telephone. For the year ended December 31, 2020 the reimbursable expenses totaled \$84,079, which are netted against expenses in the accompanying statements of activities and changes in net assets. For the year ended December 31, 2019, the reimbursable expenses totaled \$108,302, which are netted against expenses in the accompanying statements of activities and changes in net assets. As of December 31, 2020 and 2019, \$45,483 and \$3,092 was due from HEART and reported as due from HEART on the accompanying statements of financial position, respectively.

GCF also processes payroll for the Organization, which reimburses GCF for all costs associated with payroll. The Organization incurred \$656,420 and \$567,546 for payroll and related costs in 2020 and 2019, respectively. As of December 31, 2020 and 2019, \$25,840 and \$45,681, respectively, is due to GCF under this arrangement and included in due to GCF in the accompanying statements of financial position.

Note 9: Risks and Uncertainties

In March 2020, the World Health Organization officially designated COVID-19 as a pandemic, and as a result, businesses across the country and the world have had to take steps to protect their employees, and employees of companies with whom they do business. As a result of the pandemic, the Organization began having employees work from home instead of in the office. The pandemic is ongoing as of the report date and management is presently unable to predict what short term and long-term impact this level of disruption may have on the Organization. There can be no assurances that a significant impact to the Organization will not take place. There have been no adjustments to these financial statements as a result of this uncertainty.

Note 10: Subsequent Events

The Organization has evaluated events and transactions occurring subsequent to December 31, 2020, through the report date, which is the date these financial statements were available for issuance. All subsequent events requiring recognition or disclosure as of December 31, 2020 have been incorporated into these financial statements.

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Supplemental Information

Georgia GOAL Scholarship Program, Inc.

Supplemental Information For the Year Ended December 31, 2020

The following supplemental information is provided as required by O.C.G.A. 20-2A-2:

- 1) Revenues and Allocation - The SSO must obligate 92% to 96%, on a sliding scale, of its annual revenue for scholarship or tuition grants; however, up to 25% of this amount may be carried forward.

Annual revenue for scholarships for the year ended December 31, 2020	\$ 39,361,747
Required obligated amount	\$ 37,457,277
Actual amount obligated	<u>38,416,413</u>
Excess amount obligated in 2020	<u>\$ 959,136</u>

- 2) Funds - The SSO must maintain separate accounts for scholarship funds and operating funds.

Accounts for scholarship funds at December 31, 2020	
Investments	\$ 37,437,965
Cash and cash equivalents	5,941,684
Accounts for operating funds at December 31, 2020	
Cash and cash equivalents	<u>1,296,650</u>
Total	<u>\$ 44,676,299</u>

- 3) Audit Report

Date of the audit report	April 26, 2021
120 days following year end (December 31, 2020)	April 30, 2021

- 4) The Georgia Department of Education lists the Organization as an approved SSO regarding their intent to participate.

- 5) Report to Department of Revenue

Amount of contributions recorded for 2020 calendar year	\$ 39,361,747
Other SSO Contributions transferred to the Organization	(619,438)
Contributions with no corresponding tax credits	<u>(160,325)</u>
Amount of contributions reported to the DOR	<u>\$ 38,581,984</u>

Georgia GOAL Scholarship Program, Inc.

Supplemental Information (Continued) For the Year Ended December 31, 2020

- 6) Designate the Obligated Revenues - On or before the end of the calendar year following the calendar year in which a student scholarship organization receives revenues from donations and obligates them for the awarding of scholarships or tuition grants, the student scholarship organization shall designate the obligated revenues for specific student recipients.

As of December 31, 2020, the Organization has fully allocated all accumulated obligated revenues available for future scholarships as of December 31, 2019 to specific student recipients within the required timeframe.

In the case of multiyear scholarships, the Organization distributes the obligated and designated revenues on an annual basis rather than distributing the entire scholarship in advance. In situations where the designated student becomes ineligible to receive the scholarship in future years or the Organization elects not to continue disbursement to the designated student for future years, the Organization designates any remaining previously obligated revenues for a new specific student recipient within the required timeframe.

- 7) The maximum scholarship amount awarded by the Organization during 2020 did not exceed the average state and local expenditures per student in fall enrollment in public elementary and secondary education in the State of Georgia, as published by the Georgia Department of Education (\$10,957 for the year ending December 31, 2020).
- 8) In awarding scholarships, the Organization considers the financial needs of the students based on all sources, including the Federal adjusted gross income (AGI) from the Federal income tax return most recently filed by the parents or guardians of such students, as adjusted for family size. The Organization obtains copies of the most recently filed Federal income tax returns from parents, or if the parents or guardians have not filed a Federal income tax return in either of the two calendar years immediately preceding the year of application, the Organization considers the financial need of the student based on proof of employment income of the parents or guardians from the 30 consecutive days closest to when the applicant submitted the scholarship application and on any other sources of income, including, but not limited to, unemployment benefits, social security benefits, and child support benefits.