The Foundation for Economic Education, Inc.

Financial Statements
and Independent Auditors' Report

March 31, 2018

The Foundation for Economic Education, Inc.

Financial Statements
March 31, 2018

Contents

ROGERS & COMPANY

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees of
The Foundation for Economic Education, Inc.

We have audited the accompanying financial statements of The Foundation for Economic Education, Inc. ("the Foundation"), which comprise the statement of financial position as of March 31, 2018, the related statements of activities and cash flows for the year 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 controls 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit 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 auditor's 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 entity'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 entity'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 the Foundation as of March 31, 2018, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on page 24 is presented for purposes of additional analysis and is 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 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 statements as a whole.

Rogers + Company PLLC

Vienna, Virginia
November 14, 2018

The Foundation for Economic Education, Inc.

Statement of Financial Position
March 31, 2018

Assets	
Current assets:	
Cash and cash equivalents	$ 689,685
Contributions receivable	150,000
Inventory	130,379
Prepaid expenses and other current assets	110,605
Total current assets	1,080,669
Property and equipment, net	235,109
Investments	7,429,878
Assets held in charitable remainder trust	342,481
Beneficial interest in third-party trusts	80,918
Total assets	$ 9,169,055
Liabilities and Net Assets	
Liabilities	
Current liabilities:	
Accounts payable and accrued expenses	$ 280,124
Income taxes payable	7,353
Deferred revenue	470,626
Deferred rent	53,646
Total current liabilities	811,749
Due to other beneficiaries of charitable remainder trust	171,240
Total liabilities	982,989
Net Assets	
Unrestricted	6,154,836
Temporarily restricted	475,458
Permanently restricted	1,555,772
Total net assets	8,186,066
Total liabilities and net assets	$ 9,169,055

See accompanying notes.

The Foundation for Economic Education, Inc.

Statement of Activities
For the Year Ended March 31, 2018

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenue and Support				
Contributions	$ 3,783,239	$ 646,956	$ -	$ 4,430,195
Grants and contracts	599,252	-	-	599,252
Tuition and seminars revenue	106,078	-	-	106,078
Publications	38,183	-	-	38,183
Royalties	42,974	-	-	42,974
Investment income, net	656,917	43,015	3,741	703,673
Change in value of split interests	-	19,333	-	19,333
Released from restrictions	787,290	(787,290)	-	-
Total revenue and support	6,013,933	(77,986)	3,741	5,939,688
Expenses				
Program services:				
Seminars and lectures	2,056,886	-	-	2,056,886
Books and publications	331,666	-	-	331,666
Website outreach	2,078,493	-	-	2,078,493
Total program services	4,467,045	-	-	4,467,045
Supporting services:				
Management and general	334,158	-	-	334,158
Fundraising and development	951,711	-	-	951,711
Total supporting services	1,285,869	-	-	1,285,869
Total expenses	5,752,914	-	-	5,752,914
Change in Net Assets	261,019	(77,986)	3,741	186,774
Net Assets, beginning of year	5,893,817	553,444	1,552,031	7,999,292
Net Assets, end of year	$ 6,154,836	$ 475,458	$ 1,555,772	$ 8,186,066

The Foundation for Economic Education, Inc.

Statement of Cash Flows
For the Year Ended March 31, 2018

Cash Flows from Operating Activities	
Change in net assets	$ 186,774
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Net unrealized gain on investments	(327,174)
Net realized gain on investments	(8,734)
Donated securities	(39,512)
Depreciation and amortization	113,761
Change in annuity reserve fund	177,924
Change in value of charitable remainder trust	(41,950)
Change in value of beneficial interest in third-party trusts	1,518
Change in present-value discount on contributions receivable	(6,694)
Change in operating assets and liabilities:	
Decrease in:	
Contributions receivable	145,000
Inventory	46,709
Prepaid expenses and other current assets	77,514
Increase (decrease) in:	
Accounts payable and accrued expenses	89,886
Income taxes payable	1,964
Deferred revenue	(43,516)
Deferred rent	(1,888)
Due to other beneficiaries of charitable remainder trust	20,974
Net cash provided by operating activities	392,556
Cash Flows from Investing Activities	
Purchases of property and equipment	(94,483)
Purchases of investments	(284,183)
Proceeds from sales of investments	23,448
Short term investments, net	160,000
Net cash used in investing activities	(195,218)
Cash Flows from Financing Activity	
Payment of charitable gift annuities	(2,738)
Net cash used in financing activity	(2,738)
Net Increase in Cash and Cash Equivalents	194,600
Cash and Cash Equivalents, beginning of year	495,085
Cash and Cash Equivalents, end of year	$ 689,685

See accompanying notes.

The Foundation for Economic Education, Inc.

Notes to Financial Statements
March 31, 2018

1. Nature of Operations

The Foundation for Economic Education, Inc. ("the Foundation") is a nonprofit foundation incorporated in the State of New York. Its mission is to inspire, educate, and connect young adults with the economic, ethical, and legal principles of a free society. These principles include individual liberty, free-market economics, entrepreneurship, private property, high moral character, and limited government. The Foundation produces nationwide seminars, classroom resources, social media, free online courses, and engaging daily content at FEE.org—all educating on the ideas of a free society. Additionally, the Foundation supports and connects alumni through the FEE Alumni Network, provides professional development opportunities through internships and networking, and recognizes the most extraordinary alumni leaders with the annual Leonard E. Read Distinguished Alumni Award.

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

The Foundation's financial statements are prepared on the accrual basis of accounting. Net assets are reported based on the presence or absence of donor-imposed restrictions.

Classification of Net Assets

- *Unrestricted net assets* represent funds that are not subject to donor-imposed stipulations and are available for support of the Foundation's operations.

- *Temporarily restricted net assets* represent funds subject to donor-imposed restrictions that are met either by actions of the Foundation or by the passage of time.

- *Permanently restricted net assets* represent funds in which the principal must be held in perpetuity, while the earnings may be available for general operations or for restricted purposes imposed by the donors.

Use of Estimates

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

2. Summary of Significant Accounting Policies (continued)

Cash Equivalents

For the purpose of the statement of cash flows, the Foundation considers as cash equivalents all highly liquid investments, which can be converted into known amounts of cash and have a maturity period of ninety days or less at the time of purchase.

Contributions Receivable

Contributions receivable are all due within one year, are recorded at net realizable value or at net present value based on projected cash flows, and represent unconditional amounts committed to the Foundation. Management determines the allowance for doubtful accounts based upon review of outstanding receivables, historical collection information, and existing economic conditions. Management believes that all contributions receivable are collectible at March 31, 2018, and accordingly, no allowance for uncollectible receivables has been established.

Inventory

The Foundation maintains an inventory of its publications for sale, including books, pamphlets, and magazines to be given away or sold at conferences and seminars. Additionally, inventory consists of logo items and other small branding items. Inventory is stated at the lower of cost or market determined on a first-in, first-out basis. The Foundation periodically reviews inventory for slow-moving or obsolete items and determines if a reserve is necessary. At March 31, 2018, there was no obsolete inventory.

Property and Equipment

Property and equipment acquisitions with a cost greater than $1,000 and a projected useful life exceeding one year are capitalized and recorded at cost. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the assets, which range from 3 to 39 years. Upon disposal of depreciable assets, the cost and related accumulated depreciation are eliminated from the accounts and the resulting gain or loss is credited or charged to income. Leasehold improvements are amortized over the term of the lease. Expenditures for repairs and maintenance are expensed as incurred.

2. Summary of Significant Accounting Policies (continued)

Investments

Investments consist of common stocks, mutual funds, exchange-traded funds, and a limited partnership. Investments in marketable securities are recorded at fair value based on quoted market prices. Beneficial interest in third-party trusts are recorded at fair value based on unobservable inputs.

Certain limited partnership investments have no readily-determinable market value and are valued at fair value as estimated by the general partners and corporations. Because of inherent uncertainty of valuation, it is reasonably possible that estimated values may differ significantly from the values that would have been used as ready market for the securities existed, and the differences could be material. In addition, certain investments may also have risk associated with concentrations of investments in one geographic region and in certain industries. The limited partnership's ability to liquidate certain of its investments may be inhibited since the issuers may be privately held or the limited partnership may own a relatively large portion of the issuers' equity securities.

Realized and unrealized gains and losses are reported as a component of net investment income in the accompanying statement of activities.

Split-Interest Agreements

The Foundation receives certain planned gift donations that benefit not only the Foundation, but also another beneficiary designated by the donor. These contributions are termed split-interest agreements that consist of a charitable remainder trust and charitable gift annuities. Irrevocable split-interest agreements are recorded as revenue when the trust agreements are executed. Revenue from the split-interest agreements is based on the present value of the expected cash flows to be received by the Foundation.

Annuity obligations stemming from split-interest gifts are recognized as charitable gift annuities in the accompanying statement of financial position. The initial liabilities resulting from these gifts are measured at fair value using the present value of the future payments to be made to beneficiaries. These liabilities are subsequently remeasured at the present value of future payments to beneficiaries based on changes in life expectancy and other actuarial assumptions.

2. Summary of Significant Accounting Policies (continued)

Revenue Recognition

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. The Foundation reports contributions as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. However, restrictions met in the same accounting period in which the related contribution was received are treated as unrestricted.

Milestone grants are recorded as revenue when grant milestones are achieved. Funds received in advance and not spent are included in deferred revenue in the amount of $397,498 in the accompanying statement of financial position at March 31, 2018. Any grant expenses related to work in progress before the milestone is complete are recorded as grants receivable in the accompanying statement of financial position.

Revenue from registrations and tuition related to the summer seminars is recognized at the time the events are held, with any amounts received in advance deferred until that time. Seminar tuition revenue fees that are applicable to the following year are recorded as deferred revenue in the amount of $73,128 in the accompanying statement of financial position at March 31, 2018.

Revenue from all other sources is recognized when earned.

Donated Services

Donated services meeting the criteria for recognition under Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Revenue Recognition – Contributions Received,* are recognized at fair value at the time of receipt. Donated services are recognized as contributions if the services create or enhance nonfinancial assets, or if the services required specialized skills, are performed by people with those skills, and would otherwise be purchased by the Foundation. During the year ended March 31, 2018, the Foundation received donated services consisting of professional fees and advertising services with an estimated fair value of $433,707, which are included in contributions in the accompanying statement of activities. In addition, volunteers provide assistance with specific programs, which is not recognized as revenue since the recognition criteria were not met.

2. Summary of Significant Accounting Policies (continued)

Donated Goods

Donated goods are recorded at their estimated fair value at the date of receipt, and consist of various publication items to be included with the Foundation's inventory. Donated goods in the amount of $10 were received during the year ended March 31, 2018, and are included in contributions in the accompanying statement of activities.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Advertising Expenses

The Foundation expenses advertising costs as incurred. Advertising and promotional expenses totaled $72,621 for the year ended March 31, 2018.

Recently Issued Accounting Pronouncements

In February 2016, the FASB issued Accounting Standards Update (ASU) 2016-02, *Leases*. The update requires a lessee to recognize a right-of-use asset and lease liability, initially measured at the present value of the lease payments, in its statement of financial position. The guidance also expands the required quantitative and qualitative lease disclosures. The guidance is effective beginning in the Foundation's fiscal year 2021.

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*. The update changes the manner by which nonprofit organizations classify net assets as well as improves information presented in financial statements and notes about nonprofit organization liquidity, financial performance, and cash flows. The guidance is effective beginning in the Foundation's fiscal year 2019.

Subsequent Events

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through November 14, 2018, the date the financial statements were available to be issued.

3. Concentration of Credit Risk

Financial instruments that potentially subject the Foundation to significant concentrations of credit risk consist of cash and cash equivalents, and investments. The Foundation maintains cash deposit and transaction accounts, along with investments, with various financial institutions and these values, from time to time, exceed insurable limits under the Federal Deposit Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). The Foundation has not experienced any credit losses on its cash and cash equivalents, and investments to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any credit loss is minimal.

4. Split-Interest Agreements

Charitable Gift Annuities

The Foundation had previously entered into irrevocable agreements with donors whereby in exchange for the gift from the donor, the Foundation was obligated to provide an annuity to the donor or other designated beneficiary over the life of the annuitant. A liability was recognized for the estimated present value of the annuity obligation, and the assets are recorded at their fair value. The discount rate and actuarial assumptions used in calculating the annuity were those provided in the Internal Revenue Service guidelines and actuarial tables.

Under New York State Insurance Law, the Foundation was required to maintain qualified reserves reported as the annuity reserve fund in the accompanying statement of financial position. The minimum required reserve level is $100,000. In March 2018, the final annuitant passed away, and an annuity reserve fund was no longer required. The segregated reserve of $202,762 at March 31, 2018 is included in investments in the accompanying statement of financial position.

The obligations under the agreements were reported in the accompanying statement of financial position as liabilities under charitable gift annuity agreements. The obligations were estimated at the time of the agreement based on the present value of future cash flows expected to be paid to the donors. The obligations were subject to adjustments to reflect amortization of any discount and changes in the life expectancies of the donors. The assumptions used in computing the liabilities under charitable gift annuity agreements included discount rates ranging from 5.1% to 9.1% and life expectancies based on published single and multiple life expectancy tables. In March 2018, the final annuitant passed away, and final payments were made under the remaining obligations. There were no obligations for charitable gift annuities at March 31, 2018.

4. Split-Interest Agreements (continued)

Assets Held in Charitable Remainder Trust

The Foundation is a trustee for one charitable remainder trust – *Warren Trust.* The fair value of assets held by the trust is reported as an asset. The asset is offset by a liability presented in the accompanying statement of financial positions as "due to other beneficiaries of charitable remainder trust."

Beneficial Interest in Third-Party Trusts

The Foundation is a remainderman to certain charitable remainder trusts. Upon the death of the beneficiaries of these remainder trusts, the assets will revert to the Foundation to be used according to the donors' wishes. Assets held in trust by and for the Foundation are valued at either fair value or at the discounted present value of the estimated future receipts from the trusts.

Where applicable, estimated future payments are discounted at a risk-free rate of return based on the expected term of the split-interest agreements at the time the agreements are created, ranging from 3% to 6%.

The Foundation had a beneficial interest in the following trusts at March 31, 2018:

Katherine L. Lyness Unitrust ("the Trust"), which is held and administered by an independent third-party trustee. Upon termination of the Trust, the Trust's assets will be distributed to the Foundation. The Trust's assets held are reported at their fair value of $47,012 at March 31, 2018. The Trust assets are not restricted by the grantor, but are recorded as temporarily restricted net assets pending the passage of the Trust until trust termination, at which time the assets will be released from restriction. Net investment loss from the beneficial trust totaled $1,641, including realized and unrealized gains and losses, interest income, and investment fees, which was reported in the statement of activities for the year ended March 31, 2018.

The Krogdahl Trust, which is administered by a third-party trustee. The trust is to be held in perpetuity, and generated income may be used for unrestricted purposes. Total assets of this trust were $33,906 at March 31, 2018.

4. Split-Interest Agreements (continued)

<u>Beneficial Interest in Third-Party Trusts (continued)</u>

In addition, the Foundation is the beneficiary of two additional charitable remainder trusts that are held and administered by others on its behalf. The Foundation's right to these trust assets remains conditional, and, therefore, the Foundation's share of trust assets is not recorded on the statement of financial position. When the conditional status is changed such that the Foundation has an unconditional right to these trust assets, the related investments will be recorded on the statement of financial position. The Foundation received distributions from one of these trusts approximating $14,071 during 2018, and recognized this amount in net investment income on the statement of activities.

5. Investments and Fair Value Measurements

The Foundation follows FASB ASC 820, *Fair Value Measurements and Disclosures,* for its financial assets. This standard establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Fair value measurement standards require an entity to maximize the use of observable inputs (such as quoted prices in active markets) and minimize the use of unobservable inputs (such as appraisals or other valuation techniques) to determine fair value. The categorization of a financial instrument within the hierarchy is based upon the pricing transparency of the instrument and does not necessarily correspond to the entity's perceived risk of that instrument.

The inputs used in measuring fair value are categorized into three levels. Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities and have the highest priority. Level 2 is based upon observable inputs other than quoted market prices, and Level 3 is based on unobservable inputs.

The Foundation recognizes transfers between levels in the fair value hierarchy at the end of the reporting period.

In general, and where applicable, the Foundation uses quoted prices in active markets for identical assets to determine fair value. This pricing methodology applies to Level 1 investments.

5. Investments and Fair Value Measurements (continued)

The Foundation used the following methods and significant assumptions to estimate fair value of assets and liabilities:

Investments

Mutual Funds

The Foundation's holdings in publicly traded mutual funds consist principally of debt and equity securities carried at their aggregate market value that is determinable by quoted market prices. Valuation is based on Level 1 inputs within the hierarchy used in measuring fair value.

Common Stocks

Common stocks are principally valued at the regular trading session closing price on the exchange or market in which such funds are principally traded, using the market approach. Valuation is based on Level 1 inputs within the hierarchy used in measuring fair value.

Alternative Investments

Alternative investments consist of an investment in a limited partnership, where the Foundation has a 1.38% ownership. Investment in private company stock is determined using techniques consistent with both the market and income approaches, based on the estimates and assumptions in the absence of observable market data. The market approach considers comparable companies, comparable transactions, and company-specific information, including but not limited to restrictions on disposition, subsequent purchases of the same or similar securities by other investors, pending mergers and acquisitions, and the current financial position and operating results. The income approach considers the projected operating performance of the portfolio company. Valuation is based on Level 3 inputs within the investment hierarchy used in measuring fair value.

Charitable Remainder Trusts

Level 1 Assets

Charitable remainder trust assets for which the Foundation is a trustee are invested in a diversified portfolio common stocks, which are valued at fair value based on quoted market prices of the underlying investments, and are therefore classified within Level 1.

5. Investments and Fair Value Measurements (continued)

Level 3 Assets

Charitable trust assets also include the fair value of the Foundation's beneficial interest in third party trusts where the Foundation is not a trustee. The fair value is measured upon the estimated net present value of amounts to be received. Distributions are to be made to the donor's designee (remainder trusts) during the terms of the agreements. At the end of the remainder trust terms, a portion of the remaining trust assets, as defined in the trust agreements, is to be distributed to the Foundation. The expected future cash inflows from the trusts are based on the fair value of the investments, future expected investment returns, and life expectancy of the donor or donor's designee, and have been recorded at present value. The value of these assets is based on unobservable inputs and the Foundation's own assumptions and are therefore classified within Level 3.

The following table presents the Foundation's fair value hierarchy for assets measured on a recurring basis at March 31, 2018:

	Level 1	Level 2	Level 3	Total
Assets:				
Investments:				
Mutual funds	$ 1,066,746	$ -	$ -	$ 1,066,746
Common stocks	4,391,132	-	-	4,391,132
Alternative investments	-	-	1,972,000	1,972,000
Total investments	5,457,878	-	1,972,000	7,429,878
Assets held in charitable remainder trust:				
Common stocks	342,481	-	-	342,481
Total assets held in charitable remainder trust	342,481	-	-	342,481
Beneficial interest in third-party trusts:				
Mutual funds	-	-	70,916	70,916
Exchange-traded funds	-	-	10,002	10,002
Total assets at fair value	$ 5,800,359	$ -	$ 2,052,918	$ 7,853,277

5. Investments and Fair Value Measurements (continued)

The following table presents the Foundation's fair value hierarchy for liabilities measured on a recurring basis at March 31, 2018:

	Level 1	Level 2	Level 3	Total
Liabilities:				
Charitable remainder trust	$ -	$ -	$ 171,240	$ 171,240
Total liabilities at fair value	$ -	$ -	$ 171,240	$ 171,240

Level 3 Inputs

In cases where there is limited activity or less transparency around inputs to the valuation, securities are classified within Level 3 of the valuation hierarchy. Activities for assets and liabilities measured at fair value on a recurring basis using significant unobservable inputs (Level 3) were as follows for the year ended March 31, 2018:

	Alternative Investments	Beneficial Interest in Third-Party Trusts	Total
Beginning asset balance	$ 1,896,000	$ 82,436	$ 1,978,436
Interest and dividends	279,000	1,095	280,095
Unrealized loss	(203,000)	(2,613)	(205,613)
Ending asset balance	$ 1,972,000	$ 80,918	$ 2,052,918

	Charitable Gift Annuities	Charitable Remainder Trust	Total
Beginning liability balance	$ 2,738	$ 150,266	$ 153,004
Change in value	-	20,974	20,974
Payments	(2,738)	-	(2,738)
Ending liability balance	$ -	$ 171,240	$ 171,240

5. Investments and Fair Value Measurements (continued)

Investment Income

Net investment income consists of the following for the year ended March 31, 2018:

Interest and dividends	$	367,765
Net unrealized gain		327,174
Net realized gain		8,734
Investment income, net	$	703,673

6. Property and Equipment

Property and equipment consists of the following at March 31, 2018:

Computer equipment	$	411,739
Software		407,044
Leasehold improvements		49,181
Total property and equipment		867,964
Less: accumulated depreciation and amortization		(632,855)
Property and equipment, net	$	235,109

7. Net Assets

Temporarily Restricted Net Assets

Temporarily restricted net assets were restricted for the following at March 31, 2018:

Hecht Foundation – summer seminars	$	235,000
Charitable remainder trust		89,419
Maughmer/WSU Project		71,914
Whitman scholarships		33,890
Eugene Thorpe award		32,962
Western Mass. discussion		12,273
Total temporarily restricted net assets	$	475,458

7. Net Assets (continued)

Permanently Restricted Net Assets

Permanently restricted net assets were restricted for the following at March 31, 2018:

Maughmer Bequest	$ 1,108,055
Berkheimer Endowment	168,053
Warren Trust	157,617
Charlene Barr Chalberg Endowment	90,000
Krogdahl Trust	32,047
Total permanently restricted net assets	$ 1,555,772

The *Maughmer Bequest* requires that 20% of net earnings be expended for agreed-upon projects of the Foundation for Economic Education-Maughmer Fund, located at Washington State University. The remaining 80% of net earnings is required to be expended by the Foundation on the education of students in the Mountain and/or Pacific States.

The *Berkheimer Endowment* requires that income generated from the endowment be first added to corpus up to the Consumer Price Index of the fund, and the remaining balance is to be used for unrestricted purposes.

The *Warren Trust* does not restrict the use of income generated and, therefore, can be used for unrestricted purposes. The corpus of the trust was equally divided between the Foundation and another not-for-profit foundation. The funds are held in a separate investment account and the income generated, if any, is distributed in accordance with the trust. The Foundation's share of the corpus is reflected as permanently restricted net assets, and is reported as an investment on the statement of financial position.

The *Charlene Barr Chalberg Endowment* requires that the income generated from the endowment be used for "Charlene Barr Memorial Scholarships" to support high school students attending the Freedom 101 Program.

The *Krogdahl Trust* does not restrict the use of income generated, and therefore, can be used for unrestricted purposes.

8. Endowment

The Foundation's endowment (permanently restricted net assets) has been funded by donor-restricted contributions to be held in perpetuity, the earnings of which can be used to fund either specific programs or general operations.

Interpretation of Relevant Law

The Foundation's Board of Trustees has interpreted New York's Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary.

As a result of this interpretation, the Foundation 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.

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted funds: (1) duration and preservation of the fund; (2) purposes of the Foundation and the donor-restricted endowment fund; (3) general economic conditions; (4) possible effect of inflation and deflation; (5) expected total return from income and the appreciation or depreciation of investments; (6) other resources of the Foundation; and (7) investment policies of the Foundation.

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 UPMIFA requires the organization to retain as a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States of America, deficiencies of this nature would be reported by the Foundation in unrestricted net assets. At March 31, 2018, there were no fund deficiencies.

8. Endowment (continued)

Return Objectives, Risk Parameters, and Strategies

The Foundation's investment policies, as approved by the Board of Trustees, are as follows: There will be a reserve for operations, with a target balance at each March 31 equal to the sum of (a) 25% of the upcoming fiscal year's modified expense budget (as defined below) and (b) any budgeted expenses that are to be funded from amounts in deferred revenue at March 31, to be invested in cash, near-cash, and short-term fixed-income instruments. There will be a reserve for contingencies, with a target balance at each March 31 equal to 30% of the upcoming fiscal year's modified expense budget, to be invested in cash, near-cash, and short- and medium-term fixed-income instruments. The modified expense budget equals the total expense budget, reduced by any expenses that are to be incurred only to the extent that specified, designated funding is received.

All other liquid assets are to be invested in accordance with the investment policies set forth by the Board; provided, however, that to the extent there are donor-imposed restrictions on an investment of specific funds that conflict with these investment policies, the donor-imposed restrictions will govern.

The following are the asset allocation guidelines set forth by the Foundation's Board of Trustees:

	Long-Term Target	Allowable Range
Equity	75%	50% – 100%
Fixed income	20%	0% – 35%
Cash	5%	0% – 20%

These percentages will be based on the fair market value of investments. Within the equity category, no more than 10% of total equity may be allocated to any one market subsector or industry sector.

On an annual or more frequent basis, the Foundation calculates the amounts distributable from each of its restricted accounts and releases such amounts for expenditure for the purposes specified by the respective donors.

8. Endowment (continued)

Composition of Endowment Net Assets

Endowment net asset composition by type of fund was as follows at March 31, 2018:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted funds:				
Maughmer Bequest	$ -	$ 359,572	$ 1,108,055	$ 1,467,627
Berkheimer Endowment	-	25,982	168,053	194,035
Warren Trust	-	13,623	157,617	171,240
Charlene Barr Chalberg Endowment	-	28,311	90,000	118,311
Krogdahl Trust	-	1,859	32,047	33,906
Total endowment funds	$ -	$ 429,347	$ 1,555,772	$ 1,985,119

Changes in Endowment Net Assets

Changes in endowment net assets were as follows for the year ended March 31, 2018:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, beginning	$ (7,351)	$ 201,348	$ 1,552,031	$ 1,746,028
Investment return:				
Interest and dividends	-	38,617	-	38,617
Net realized and unrealized gain	7,351	189,382	3,741	200,474
Total investment return	7,351	227,999	3,741	239,091
Endowment net assets, ending	$ -	$ 429,347	$ 1,555,772	$ 1,985,119

9. Commitments and Contingencies

Operating Leases

On January 5, 2016, the Foundation entered into a lease for office space, which commenced on May 1, 2016 and expires on October 31, 2022. The lease requires fixed monthly payments for the initial 12 months, after an abatement period of 6 months, and an annual 3% increase in monthly payments for the remainder of the lease term. Under accounting principles generally accepted in the United States of America, all fixed rent increases and lease incentives are recognized on a straight-line basis over the term of the lease. The difference between this expense and the required lease payments is reflected as deferred rent in the accompanying statement of financial position.

In addition, the Foundation leases office equipment under an operating lease, which extends through February 2021. The lease requires fixed monthly payments of approximately $338.

Future minimum lease payments under all operating leases are as follows for the years ending March 31:

2019	$	119,454
2020		122,924
2021		126,159
2022		126,118
2023		75,643
Total future minimum lease payments	$	570,298

Rent expense under all operating leases was $145,179 for the year ended March 31, 2018.

10. Retirement Plan

On February 1, 2017, the Foundation began sponsoring a 401(k) plan, which substantially covers all employees meeting certain age and service requirements. All employees are eligible to participate in the 401(k) plan after one year of employment. The Foundation matches 50% of all employee contributions to the 401(k) plan, and the matching contribution has a limit of $4,000. During 2018, the Foundation contributed $30,290 for the employee contributions to this plan.

11. Income Taxes

The Foundation is exempt from payment of taxes on income other than net unrelated business income under Internal Revenue Code (IRC) Section 501(c)(3). In addition, the Foundation holds an investment in an S-Corporation that is considered a pass-through entity under the IRC. Accordingly, the Foundation is liable for any income tax generated from this unrelated business income received from its investment. During the year ended March 31, 2018, the Foundation recorded income tax expenses of $100,000 on this unrelated business activity. Income taxes paid totaled $190,899 for March 31, 2018. Management has evaluated the Foundation's tax positions and concluded that the Foundation's financial statements do not include any uncertain tax positions.

SUPPLEMENTARY INFORMATION

The Foundation for Economic Education, Inc.

Schedule of Functional Expenses
For the Year Ended March 31, 2018

	Program Services				Supporting Services			
	Seminars and Lectures	Books and Publications	Website Outreach	Total Program Services	Management and General	Fundraising and Development	Total Supporting Services	Total Expenses
Salaries	$ 360,514	$ 86,734	$ 551,170	$ 998,418	$ 60,556	$ 350,559	$ 411,115	$ 1,409,533
Payroll taxes and employee benefits	110,103	20,490	133,339	263,932	152,088	79,702	231,790	495,722
Employee travel	8,436	1,922	12,271	22,629	3,812	7,713	11,525	34,154
Seminar student expense	1,209,152	10,000	2,731	1,221,883	16,630	2,314	18,944	1,240,827
Professional fees	213,403	8,439	53,876	275,718	16,737	33,865	50,602	326,320
Outside services	19,122	11,051	1,129,273	1,159,446	10,144	354,446	364,590	1,524,036
Supplies	10,302	133,293	12,778	156,373	17,326	8,050	25,376	181,749
Telephone	4,548	1,036	6,615	12,199	2,055	4,158	6,213	18,412
Rental expenses	35,861	8,170	52,159	96,190	16,203	32,786	48,989	145,179
Insurance	4,391	1,000	6,387	11,778	1,984	4,014	5,998	17,776
Dues and subscriptions	1,741	397	2,533	4,671	787	1,592	2,379	7,050
Cost of goods sold	-	31,063	-	31,063	-	-	-	31,063
Bank charges	4,059	925	5,904	10,888	1,834	3,711	5,545	16,433
Depreciation and amortization	28,100	6,402	40,872	75,374	12,696	25,691	38,387	113,761
Income taxes	47,154	10,744	68,585	126,483	21,306	43,110	64,416	190,899
Total Expenses	$ 2,056,886	$ 331,666	$ 2,078,493	$ 4,467,045	$ 334,158	$ 951,711	$ 1,285,869	$ 5,752,914