



EXPERIENCE CAMPS

FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2018

**EXPERIENCE CAMPS
FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2018**

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Experience Camps
Westport, Connecticut

We have audited the accompanying financial statements of Experience Camps (the "Organization") which comprise the statements of financial position as of December 31, 2018 and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; 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

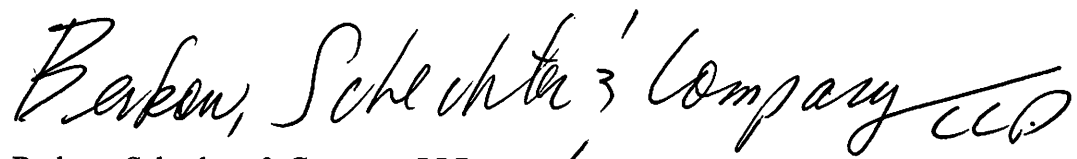
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including 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 Experience Camps as of December 31, 2018 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.

A handwritten signature in cursive script that reads "Berkow, Schechter & Company LLP". The signature is written in black ink and is positioned above the printed name of the firm.

Berkow, Schechter & Company LLP

Stamford, Connecticut
August 30, 2019

EXPERIENCE CAMPS
 STATEMENTS OF FINANCIAL POSITION
 DECEMBER 31, 2018

	2018
<u>ASSETS:</u>	
CURRENT ASSETS:	
Cash and cash equivalents	\$ 1,099,820
Grants and donations receivable (Note 1)	139,110
Investments (Note 5)	1,949,016
Total Current Assets	3,187,946
FIXED ASSETS:	
Computers (Note 3)	3,712
Less: accumulated depreciation	(2,783)
Fixed Assets, Net	929
Prepaid Expenses	21,320
Employee Advances	163
TOTAL ASSETS	\$ 3,210,358
 <u>LIABILITIES AND NET ASSETS:</u>	
CURRENT LIABILITIES:	
Accounts payable	\$ 5,584
Accrued expenses (Note 2)	27,200
Credit card	11,081
Total Current Liabilities	43,865
TOTAL LIABILITIES	43,865
Net assets, unrestricted	3,166,493
TOTAL LIABILITIES AND NET ASSETS	\$ 3,210,358

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EXPERIENCE CAMPS
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES, GAINS AND OTHER SUPPORT			
Contributions	\$ 1,024,083	\$ -	\$ 1,024,083
Special events	732,662	-	732,662
Donations	608,728	-	608,728
Grants	260,000	-	260,000
Investment income	14,422	-	14,422
Other	13,982	-	13,982
Total Revenues, Gains and Other Support	2,653,877	-	2,653,877
FUNCTIONAL EXPENSES			
Program services	\$ 715,703	\$ -	\$ 715,703
Fundraising	345,317	-	345,317
Management and general	131,838	-	131,838
Total Expenses	1,192,858	-	1,192,858
CHANGE IN NET ASSETS FROM OPERATIONS	1,461,019	-	1,461,019
Net Assets, Beginning of Year	1,705,474	-	1,705,476
Net Assets, End of Year	\$ 3,166,493	\$ -	\$ 3,166,495

EXPERIENCE CAMPS
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2018

	<u>Program</u>	<u>Management & General</u>	<u>Fundraising</u>	<u>2018 TOTAL</u>
PERSONNEL COSTS				
Management team wages	\$ 200,431	\$ 69,793	\$ 132,052	\$ 402,276
Program wages	94,815	-	-	94,815
Payroll taxes	21,727	5,335	10,532	37,593
Total Personnel Costs	316,973	75,128	142,584	534,684
OTHER EXPENSES				
Camp rentals	235,243	3,905	-	239,148
Fundraising	615	-	166,342	166,957
Travel	57,989	3,509	1,422	62,920
Program activities	57,828	53	-	57,881
Systems	6,111	8,751	28,578	43,440
Marketing	12,018	12,625	1,361	26,004
Staff recruitment & training	15,400	2,558	299	18,257
Professional fees	25	16,576	-	16,601
Meeting	4,038	1,791	2,771	8,600
Shipping & postage	3,887	648	234	4,769
Office	717	1,544	362	2,623
Payroll processing	95	2,291	77	2,464
Research & development	1,456	-	-	1,456
Reunion	1,343	-	-	1,343
Depreciation	-	-	1,237	1,237
Insurance	-	1,123	-	1,123
Taxes & licenses	-	1,055	50	1,105
Camper recruiting	721	-	-	721
Dues & subscriptions	675	-	-	675
Gifts	572	-	-	572
Bank charges	-	283	-	283
Total Other Expenses	398,733	56,712	202,733	658,178
TOTAL EXPENSES	\$ 715,706	\$ 131,840	\$ 345,317	\$ 1,192,862

EXPERIENCE CAMPS
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2018

	2018
CASH FLOWS FROM OPERATING ACTIVITIES:	
Change in net assets from operations	\$ 1,461,019
Depreciation	1,237
Unrealized gain	(1,886)
Change in assets and liabilities	
Grants and donations receiveable	34,505
Employee Advances	(163)
Prepaid Expenses	(21,320)
Accounts payable	5,584
Credit card	9,105
Accrued expenses	4,600
Accrued payroll	(32,809)
Net Cash Provided By Operating Activities	1,459,872
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of securitites	(1,949,902)
Proceeds from sale of securities	(1,000)
Decrease(Increase) in security deposit	4,641
Net Cash Used By Investing Activities	(1,946,261)
NET INCREASE IN CASH AND CASH EQUIVALENTS	(486,389)
Cash and Cash Equivalents, Beginning of Year	1,582,436
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 1,096,047

EXPERIENCE CAMPS
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Experience Camps (the “Organization”) is a not-for-profit organization that provide free one-week camps for boys and girls who have experienced death of a parent, sibling or primary caregiver. The Organization was incorporated in the State of Maine in 2007. The camps help to build confidence, encourage laughter and allow those boys and girls to navigate their grief through friendship, teamwork, athletics, and the common bond of loss.

In 2018, Experience Camps served almost 600 campers from 27 states. The organization has seen steady, organic growth over the last ten years. This year, the organization increased its program capacity by adding a second location in Maine and moving program facilities in Pennsylvania and California to allow for increased growth. A new location will be added in Michigan in 2019 to meet the demands in that region. The organization's financial position remains strong, with consistent jumps in year-over-year revenue and assets, laying the foundation for long-term sustainability and accelerated program growth. As the focus on strategic growth for the next five years takes shape, the organization is investing in technology, staff and systems that will ensure high-quality, sustainable growth for years to come. The cash position reflects a focus on building up reserves that will allow the organization to invest in the organizational expenses required for scaling without impacting existing camp programming.

Basis of Presentation

The financial statements of the Organization have been prepared on the accrual basis of accounting. The significant accounting policies followed are described below.

Adoption of New Accounting Standards

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities*. The update amends Topic 958, Not-for-Profit Entities and requires the presentation of two classes of net assets rather than three, requires certain changes to the statement of cash flows and provides enhanced disclosures regarding board designations, appropriations, and composition of net assets with donor restrictions, certain qualitative information and other disclosures. The update is effective for annual financial statements issued for fiscal years beginning after December 15, 2017. Early application is permitted and should be applied on a retrospective basis. Management has elected not to early adopt this new standard.

EXPERIENCE CAMPS
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018

Promises to Give

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions are met or expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction is met or expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Cash and Cash Equivalents

For the purposes of the statements of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three (3) months or less to be cash equivalents.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Estimates

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

Contributions

Contributions received are recorded as unrestricted or permanently restricted support depending on the existence or nature of any donor restrictions. The Organization has no temporarily or permanently restricted net assets.

Advertising

Advertising costs were \$26,004 for the year ended December 31 2018 and are expensed as incurred.

Functional Expenses

Functional expenses have been allocated between program services, and supporting services based upon actual costs and percentage of personnel time devoted to each area. Certain overhead costs have been allocated based upon analysis of aggregate charges within each functional area.

EXPERIENCE CAMPS
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018

Depreciation and Capitalization Policy

The Organization capitalizes fixed assets when the cost of the individual items exceed \$2,500. Depreciation expense for the year ended December 31, 2018 \$1,237 and is calculated on the straight line basis using a useful life of 3 years for computer equipment.

NOTE 3 - FIXED ASSETS

Computer equipment is stated at cost, less accumulated depreciation.

NOTE 4 - TAX STATUS

The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code, and has no provision for federal income taxes.

NOTE 5 - INVESTMENTS

The Organization follows FASB guidance on fair value, which, among other things, defines fair value, establishes a hierarchal framework for measuring fair value, and expands disclosure about fair value measurements. Fair value is defined as 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. The fair value hierarchy is organized into three levels based upon the assumptions (referred to as “inputs”) used in pricing the asset or liability, as follows:

Level 1: Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity has the ability to access the measurement date.

Level 2: Inputs are other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, with fair value being determined through the use of models or other valuation methodologies.

Level 3: Inputs are observable for the asset or liability and are used to the extent that observable inputs do not exist. Level 3 inputs require significant management judgment and estimation. Factors considered include the purchase cost, prices of recent private placements of the same issuer, liquidity of the investment, changes in financial condition of the issuer, and valuations of similar companies.

The Organization values all of its investments using Level 1 inputs. For mutual funds, the inputs are valued at the net asset value of shares held at year end.

EXPERIENCE CAMPS
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018

NOTE 5 - INVESTMENTS (continued)

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future values. Furthermore, while 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 Organization reports investment income and gains and losses as increases or decreases in unrestricted net assets in the Statements of Activities and Change in Net Assets unless a donor or law temporarily or permanently restricts their use. Restricted gains and investment income whose restrictions are met in the same year are reported as unrestricted support.

The Organization holds an investment account at Stifel, Nicolaus & Company, Inc. which contains cash equivalents as well as Mutual Funds. The following table sets forth the Organization's assets at cost at December 31, 2018:

Cash Equivalents	\$ 675,642
Mutual Funds	1,950,902

Investment return, including interest earned on cash accounts, is summarized below for the year ended December 31, 2018:

	2018
Interest and dividend income	\$ 16,308
Net realized and unrealized gains	(1,886)
Total Investment Return	\$14,422

Investments are managed in accordance with the Organization's investment and spending guidelines. The primary investment objective is to preserve constant dollar value and purchasing power of the funds to ensure that the future growth of the funds are sufficient to offset normal inflation in addition to providing the annual spending rate as established by the board of trustees. The board believes in a long-term growth investment approach without exposing the assets to undue long-term risk and with added value over time.

EXPERIENCE CAMPS
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2018

NOTE 6 - CONCENTRATION OF CREDIT RISK

Cash and cash equivalents are insured up to \$250,000 by the Federal Deposit Insurance Corporation (the "FDIC"). The Securities Investors Protection Corporation (SIPC), insures the money market fund up to \$500,000. At times cash and cash equivalent amounts may be in excess of that amount; however, risk is managed by maintaining all significant balances in high quality financial institutions.

NOTE 7 - RELATED PARTY

The Organization shares space with Camp Manitou, a for profit summer camp in which the Organization's C.E.O. and spouse are owners and directors. In 2018, the Organization did not have a lease agreement. In 2018, the Organization paid Camp Manitou \$3,000 for the use of shared office space.

NOTE 8 - SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through August 30, 2019, the date the financial statements were available to be issued. On April 23, 2019 the Organization received three 3-year, pledge of \$500,000 per year from The Anderson Stewart Family Foundation.