# FRIENDS OF THE ARAVA INSTITUTE, LTD.

# **Financial Statements**

Years Ended June 30, 2024 and 2023

(With Independent Auditors' Report Thereon)

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# FRIENDS OF THE ARAVA INSTITUTE, LTD.

## FINANCIAL STATEMENTS

# Years Ended June 30, 2024 and 2023

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Friends of the Arava Institute, Ltd.:

## **Opinion**

We have audited the accompanying financial statements of Friends of the Arava Institute, Ltd. (FAI) (a not-for-profit organization), which comprise the statements of financial position as of June 30, 2024 and 2023, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Friends of the Arava Institute, Ltd. as of June 30, 2024 and 2023, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of FAI and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about FAI's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.



## **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of FAI's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- · Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about FAI's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Kahn, Litvin, Renya & Co. Ltd.

December 19, 2024



# FRIENDS OF THE ARAVA INSTITUTE, LTD. STATEMENTS OF FINANCIAL POSITION June 30, 2024 and 2023

Assets	 2024	2023
Cash and cash equivalents	\$ 1,788,845	\$ 1,198,559
Contributions receivable, net	131,053	321,624
Prepaid expenses and other assets	210,718	117,550
Investments	4,213,933	4,004,356
Right-of-use asset - operating lease	 172,752	 214,843
Total Assets	\$ 6,517,301	\$ 5,856,932
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 112,932	\$ 115,797
Deferred revenue	75,477	124,987
Operating lease payable	 172,782	 212,351
<b>Total liabilities</b>	361,191	453,135
Net Assets:		
Without donor restrictions	3,346,734	2,439,123
With donor restrictions	2,809,376	2,964,674
Total net assets	6,156,110	5,403,797
<b>Total Liabilities and Net Assets</b>	\$ 6,517,301	\$ 5,856,932





2024 2023 Without Donor With Donor Without Donor With Donor Restrictions Restrictions **Total** Restrictions Restrictions Total Support and revenue: Contributions and grants \$ 2,470,124 \$ 1,107,783 \$ 3,577,907 \$ 1,820,430 \$ 1,852,263 \$ 3,672,693 Investment return, net 209,577 209,577 97,938 97,938 Special event, net of direct expenses of \$67,350 and \$82,537 in 2024 and 2023, respectively. 116,427 75,000 191,427 27,143 27,143 Israel Ride income 22,924 363,640 386,564 302,304 302,304 Other income 5,828 5,828 7,662 7,662 Net assets released from restrictions 1,701,721 (1,701,721)1,807,331 (1,807,331)Total support and revenue 4,526,601 (155,298)4,371,303 4,062,808 44,932 4,107,740 Expenses: Program services 3,154,106 3,154,106 4,010,832 4,010,832 Management and general 403,989 403,989 246,810 246,810 Fundraising 60,895 60,895 38,415 38,415 **Total expenses** 3,618,990 3,618,990 4,296,056 4,296,056 Change in net assets 907,611 (155,298)752,313 (233,248)44,932 (188,316)Net Assets, beginning of year 2,439,123 2,964,674 5,403,797 2,672,371 2,919,742 5,592,113 Net Assets, end of year 3,346,734 \$ 2,809,376 \$ 6,156,110 2,439,123 \$ 2,964,674 5,403,797

#### FRIENDS OF THE ARAVA INSTITUTE, LTD. STATEMENTS OF FUNCTIONAL EXPENSES Years Ended June 30, 2024 and 2023



						2024									2023			
		Progran	ı Ser	vices							Prograi	m Ser	vices					
					Ma	nagement			•					Ma	nagement			
	Isi	rael Ride		Other	and	d General	Fu	ndraising	Total	Is	rael Ride		Other	and	d General	Fur	draising	Total
Grants and other assistance	\$	42,685	\$	1,801,360	\$	-	\$	-	1,844,045	\$	221,259	\$	1,939,803	\$	-	\$	-	\$ 2,161,062
Compensation and benefits		94,201		754,318		218,643		54,661	1,121,823		84,949		552,169		178,393		33,980	849,491
Consulting and professional fees		93,317		113,547		71,247		864	278,975		201,791		115,273		28,777		259	346,100
Information technology		29,773		25,998		7,536		1,884	65,191		16,667		22,100		7,140		1,360	47,267
Contribution write-off		-		-		60,000		-	60,000		-		-		-		-	-
Supplies and office expense		22,683		8,563		26,401		621	58,268		69,462		7,710		20,209		474	97,855
Occupancy		3,438		39,532		11,459		2,865	57,294		5,853		38,043		12,291		2,341	58,527
Travel and conferences		5,808		47,489		-		-	53,297		114,606		61,036		-		-	175,642
Meetings and events		12,557		28,633		8,703		-	49,893		501,213		10,339		-		-	511,552
Advertising		11,079		19,125				-	30,204		30,136		18,424		-		-	48,560
Total expenses	\$	315,541	\$	2,838,565	\$	403,989	\$	60,895	\$ 3,618,990	\$	1,245,936	\$	2,764,896	\$	246,810	\$	38,415	\$ 4,296,056



## FRIENDS OF THE ARAVA INSTITUTE, LTD. STATEMENTS OF CASH FLOWS Years Ended June 30, 2024 and 2023

	 2024	 2023
Cash Flows from Operating Activities:		
Change in net assets	\$ 752,313	\$ (188,316)
Adjustments to reconcile change in net assets		
to net cash provided (used) by operating activities:		
Realized and unrealized gain on investments	(27,549)	(44,100)
Amortization of right-of-use operating lease asset	42,091	40,294
Contributions for long-term purposes	(140,000)	(80,000)
Changes in operating assets and liabilities:		
Contributions receivable	190,571	(10,671)
Prepaid expenses and other assets	(93,168)	2,001
Accounts payable and accrued expenses	(2,865)	(29,759)
Deferred revenue	(49,510)	(148,667)
Operating lease payable	(39,569)	(42,786)
Net cash provided (used) by operating activities	 632,314	 (502,004)
Cash Flows from Investing Activities:		
Proceeds from sale of investments	1,000,286	-
Purchases of investments	(1,182,314)	(1,132,133)
Net cash used by investing activities	 (182,028)	(1,132,133)
Cash Flows from Financing Activities:		
Contributions for long-term purposes	140,000	80,000
Net cash used by financing activities	 140,000	80,000
Net Increase (Decrease) in Cash and Cash Equivalents	590,286	(1,554,137)
Cash and Cash Equivalents, beginning of year	 1,198,559	 2,752,696
Cash and Cash Equivalents, end of year	\$ 1,788,845	\$ 1,198,559

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# FRIENDS OF THE ARAVA INSTITUTE, LTD. NOTES TO THE FINANCIAL STATEMENTS Years Ended June 30, 2024 and 2023

## 1. Nature of Operations

Friends of the Arava Institute, Ltd. (FAI) (a not-for-profit organization), located in Newton, MA, provides financial support to the Arava Institute for Environmental Studies (AIES) located on Kibbutz Ketura, Israel, primarily through public awareness, student recruitment and fundraising campaigns.

In 2023, FAI had a strategic partnership agreement with a national fundraising organization to increase funds raised for AIES through collaborative donor identification, stewardship, and solicitations. Donations resulting from this collaboration were paid directly to the partner organization and distributed directly to AIES. These funds are not included in FAI's revenue and support, but they are counted toward FAI's annual fundraising commitment to AIES. FAI's fundraising expenses include costs incurred in connection with the aforementioned activities. Effective January 1, 2024, the strategic partnership agreement ended. Despite this change, donors will retain the ability to designate contributions specifically for AIES through that national fundraising organization, which will continue to facilitate the direct distribution of these funds to AIES.

FAI is also responsible for recruiting North American students and interns to attend AIES. Tuition paid by students and interns, collected by FAI and remitted to AIES, is not included in FAI's revenue and support, but it is counted toward FAI's annual commitment to AIES. FAI's program expenses include costs incurred in connection with recruitment activities. As of June 30, 2024 and 2023, accounts payable and accrued expenses include \$1,250 and \$2,000, respectively, due to AIES.

### 2. Summary of Significant Accounting Policies

This summary of significant accounting policies is presented to assist the reader in understanding FAI's financial statements. The financial statements and notes are representations of FAI's management, who is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements.

#### Financial Statement Presentation

FAI prepares its financial statements on the accrual basis of accounting and, in accordance with authoritative guidance, reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

#### Net Assets Without Donor Restrictions

Net assets without donor restrictions are available for use at the discretion of the Board of Directors (the Board) and/or management for general operating purposes.



#### Net Assets with Donor Restrictions

Net assets with donor restrictions consist of assets whose use is limited by donor-imposed time and/or purpose restrictions. Donor-restricted contributions are reported as increases in net assets with donor restrictions. Net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions whenever a restriction is satisfied, or when the funds have been distributed to AIES, if earlier.

### Cash and Cash Equivalents

Cash and cash equivalents include all cash balances and highly liquid investments with original maturities of three months or less, except for money market funds included in investments.

#### Contributions Receivable

Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value. If material, unconditional promises to give that are expected to be collected after one year are discounted to their net present value using the interest rate for treasury bills applicable to the years in which the promises are received. Conditional promises to give are not included as support until the conditions are met. FAI evaluates its contributions receivable and establishes an allowance for doubtful accounts based on a history of past collection experience and current credit conditions. At June 30, 2024 and 2023, management determined an allowance was not necessary.

### Investments and Fair Value Measurements

FAI measures its investments at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market, income or cost approach, as specified by authoritative guidance, are used to measure fair value.

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities FAI has the ability to access.

Level 2 inputs (other than quoted prices included within level 1) are observable for the asset or liability, either directly or indirectly.



Level 3 inputs are unobservable inputs for the asset or liability and rely on management's own assumptions about the assumptions that market participants would use in pricing the asset or liability. The unobservable inputs are developed based on the best information available in the circumstances and may include FAI's own data.

FAI reports investments at fair value on a recurring basis. The investments are classified as level 1 within the fair value hierarchy.

Money market funds – The carrying amount of money market funds is deemed to be a reasonable estimate of fair value.

Government bonds – the fair value of government bonds is determined using pricing models maximizing the use of observable inputs for similar securities.

Realized and unrealized gains and losses on investments are reported as changes in net assets without donor restrictions, unless gains and losses on investments are restricted by a donor's explicit stipulation or by a law that extends a donor's restriction.

Dividends and interest are recorded as received, which does not differ materially from the accrual basis. Purchases and sales of securities are recorded on the trade date.

#### Leases

FAI leases its office space under an operating lease agreement with an unrelated third party. This operating lease is included in right-of-use (ROU) asset – operating lease and operating lease payable on the accompanying statements of financial position.

ROU assets represent FAI's right to use an underlying asset for the lease term and lease liabilities represent FAI's obligation to make lease payments arising from the lease. Operating lease ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. If a lease does not provide an implicit rate, FAI uses a risk-free rate based on the information available at commencement date in determining the present value of lease payments.

The operating lease ROU asset also includes any lease payments made and excludes lease incentives. FAI's lease terms include options to extend or terminate the lease when it is reasonably certain FAI will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. FAI's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

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# FRIENDS OF THE ARAVA INSTITUTE, LTD. NOTES TO THE FINANCIAL STATEMENTS Years Ended June 30, 2024 and 2023

### Revenue and Support Recognition

**Contributions and Grants** – FAI recognizes contributions and grants in the year in which the contribution or grant is made. Contributions and grants are recorded either as without donor restrictions or with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions.

Israel Ride Income and Special Event Revenue — Revenue from performance obligations satisfied at a point in time consists of program registration fees related to the annual Israel Ride, which are recorded in the period in which the Israel Ride occurs, and special event revenue which is recognized when any special events take place. The 2023 and 2024 Israel Rides were cancelled and donors had the ability to donate their registration fees. All registration fees were either donated to FAI by the donors, refunded or included in deferred revenue to use for the next ride. Program registration fees and sponsorships received for a future period are deferred until the ride takes place. Program registration fees and other related services fees included in deferred revenue at June 30, 2024 and 2023 were \$75,477 and \$124,987, respectively. Deferred revenue at June 30, 2022 was \$273,654.

**Donated Services** – Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by FAI. Volunteers also provided services throughout the year that are not recognized as contributions in the financial statements since the recognition criteria were not met.

#### Grants and Other Assistance

Grants and other assistance are recognized within program services in the statements of activities when funds raised for the benefit of AIES are distributed to AIES.

#### Advertising Costs

Advertising costs incurred in the production and printing of FAI's literature are charged to expense as incurred.

#### Allocation of Expenses

FAI's operating costs have been allocated between program, management and general, and fundraising expenses based on direct identification when possible, and allocation if a single expenditure benefits more than one program or function. Expenditures that require allocation are allocated based on personnel cost.

#### Income Taxes

FAI is exempt from income taxes as a public charity under Section 501(c)(3) of the Internal Revenue Code. Management believes that FAI operates in a manner consistent with its taxexempt status at both the state and federal levels.



FAI annually files IRS Form 990, *Return of Organization Exempt From Income Tax*, reporting various information that the IRS uses to monitor the activities of tax-exempt entities. These tax returns are subject to review by the taxing authorities, generally for a period of three years after they were filed. FAI currently has no tax examinations in progress.

### Estimates and Assumptions

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 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 revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

#### Reclassifications

Certain amounts in the 2023 financial statements have been reclassified to conform to the 2024 financial statement presentation.

### Subsequent Events

Management has evaluated subsequent events through December 19, 2024, which is the date these financial statements were available to be issued.

### 3. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

	2024	2023
Financial assets:		
Cash and cash equivalents	\$ 1,788,845	\$ 1,198,559
Contributions receivable, net	131,053	321,624
Investments	4,213,933	4,004,356
Financial assets, end of year	6,133,831	5,524,539
Less those unavailable for general expenditure within one year, due to:		
Time and purpose restrictions	2,760,323	2,860,050
Contributions receivable due after one year	49,053	104,624
Financial assets available to meet cash needs		
for general expenditures within one year	\$ 3,324,455	\$ 2,559,865



FAI's financial assets available for general expenditure consist of funds intended to be used to cover short-term operating expenses, including its AIES grant program. These financial assets are invested with the purpose of preserving assets to cover operating expenses and realizing earnings in a way that allows for immediate liquidity to meet FAI's ongoing programmatic and operational needs.

#### 4. Contributions Receivable

Contributions receivable consist of unconditional promises to give from donors to support FAI's charitable mission.

At year-end, long-term pledges receivable have been discounted at 3.01% to reflect the present value of those receivables. Contributions receivable consisted of the following at June 30, 2024 and 2023:

	2024	2023
Gross contributions receivable Unamortized discount at 3.01%	\$ 134,000 (2,947)	\$ 326,000 (4,376)
Contributions receivable, net	\$ 131,053	\$ 321,624
Contributions receivables are expected to be received	l as follows:	
	2024	2023
Within one year One to two years Two to three years Three to four years	\$ 82,000 32,000 10,000 10,000	\$ 217,000 67,000 42,000
,	10,000	



## 5. Investments

Investments are presented in the statement of financial position at their aggregate fair value and consist of the following at June 30, 2024 and 2023:

	2024	2023
Level 1		
Money market funds	\$ 613,616	\$ 6,536
Government bonds	3,600,317	3,997,820
Total investments at fair value	\$ 4,213,933	\$ 4,004,356
Investment return, net, consists of the following:	2024	2023
Interest and dividends Realized and unrealized gains	\$ 182,028 27,549	\$ 53,838 44,100
Investment return, net	\$ 209,577	\$ 97,938

# 6. Right-of-Use Asset and Lease Payable

FAI leases its office space under an operating lease which expires in April 2028.

The related cost of the ROU asset and accumulated amortization are as follows:

	2024	2023
Right-of-use asset - operating lease Less accumulated amortization	\$ 255,137 82,385	\$ 255,137 40,294
Total right-of-use asset - operating lease	\$ 172,752	\$ 214,843

Lease expense for the years ended June 30, 2024 and 2023 totaled \$47,689 and \$50,965, respectively.



Other information related to the lease for the years ended June 30, 2024 and 2023 is as follows:

	2024	2023
Operating cash flows from operating leases	\$ 45,168	\$ 50,965
Weighted average remaining lease term	3.83 years	4.83 years
Weighted average discount rate	2.88%	2.88%

Future minimum lease payments as of June 30, 2024 are as follows:

#### Year Ending

June 30, 2025 June 30, 2026	\$	46,222 47,277
June 30, 2027		48,331
June 30, 2028		41,009
Total future minimum lease payments		182,839
Less imputed interest		10,057
0	¢.	172 792
Operating lease payable	<u> </u>	172,782

### 7. Trust Income Beneficiary

FAI is an income beneficiary in a trust (the Trust), the assets of which are not in FAI's possession, and is entitled to a portion of the annual distributions from the Trust. The Trust has variance power over the endowment fund; therefore, it is not reported as an asset in the accompanying financial statements. FAI received \$34,784 and \$35,639 of distributions from the Trust during the years ended June 30, 2024 and 2023, respectively, which is included in contributions and grants without donor restrictions on the statements of activities. Distributions from the Trust are for general use by FAI; however, all funds must be used within the United States or its possessions.

FAI is also the income beneficiary in irrevocable Arava Institute for Environmental Studies Endowment Funds (the Funds), the assets of which are in the possession of and managed by a third-party fund. Three donors established the Funds to support general operations and scholarships for students from diverse backgrounds seeking to study and/or do environmental research at AIES. FAI received \$56,000 and \$58,000 of distributions from the Funds during the years ended June 30, 2024 and 2023, respectively, which is included in contributions and grants without donor restrictions on the statements of activities.



#### 8. Net Assets With Donor Restrictions

Net assets with donor restrictions are as follows at June 30, 2024 and 2023:

	2024	2023
Time-restricted	\$ 197,532	\$ 178,645
Restricted for Specified Purpose:		
New Campus at AIES	2,455,100	2,294,240
Center for Renewable Energy and Energy		
Conservation	-	270,000
Scholarships	79,927	67,351
Women of Arava	-	61,703
Dialogue Programs	56,250	-
Next-Gen Climate Changemakers	-	45,000
Center for Applied Environmental Diplomacy	20,567	40,850
Laptop Fund		6,885
Total net assets with donor restrictions	\$ 2,809,376	\$ 2,964,674

As of June 30, 2024, the time-restricted amount above includes \$151,106 of contributions to be used for the 2025 Israel Ride and \$46,426 restricted by the donor to be used where needed most for 2024 through 2026.

#### 9. Retirement Plan

FAI sponsored a defined contribution retirement plan under Section 403(b) of the Internal Revenue Code covering all eligible employees. Employees contributed a percentage of their eligible gross wages to the plan. The plan was terminated in August 2022. FAI did not contribute to the plan for the year ended June 30, 2023. Effective September 1, 2022, FAI joined the Massachusetts Defined Contribution CORE Plan, a multi-employer 401(k) plan sponsored by the Commonwealth of Massachusetts. For the years ended June 30, 2024 and 2023, employer matching contributions were approximately \$36,500 and \$22,400, respectively.

#### 10. Commitment

Effective June 1, 2024, FAI agreed to accept the Chief Executive Officer's (CEO) resignation and continued to employ the CEO as CEO Emerita through September 30, 2024.



#### 11. Concentrations of Risk

The financial instruments that potentially subject FAI to concentrations of credit risk consist of cash and cash equivalents, contributions receivable and investments.

FAI maintains its operating accounts at one financial institution. The balance is insured by the Federal Deposit Insurance Corporation up to \$250,000. From time to time, FAI's cash balance may exceed this limit. Cash balances in excess of \$250,000 are generally uninsured.

Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is possible that changes in values of investment securities could occur in the near term and that such changes could materially affect investment balances and activity included in the financial statements.

At June 30, 2024 and 2023, 97% and 90%, respectively, of the contributions receivable balance was due from four donors in each year. Management has performed an analysis of those receivables and does not believe that significant credit risk exists.