Big Brothers Big Sisters®

OF CENTRAL INDIANA

FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITORS' REPORT

June 30, 2019 and 2018

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

CONTENTS

Independent Auditors' Report

Board of Directors
Big Brothers Big Sisters of Central Indiana, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of Big Brothers Big Sisters of Central Indiana, Inc., which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses 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 control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' 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 auditors' 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 auditors consider 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.

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Big Brothers Big Sisters of Central Indiana, Inc. as of June 30, 2019, 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.

Emphasis of Matter

As discussed in Note 1 to the financial statements, in 2019, Big Brothers Big Sisters of Central Indiana, Inc. adopted Accounting Standards Update (ASU) No. 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities* and ASU No. 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*. Our opinion is not modified with respect to these matters.

Report on Summarized Comparative Information

We have previously audited Big Brothers Big Sisters of Central Indiana, Inc.'s 2018 financial statements, and our report dated September 19, 2018, expressed an unmodified opinion on those financial statements. The 2018 summarized comparative information has been retrospectively adjusted to reflect the adoption of ASU No. 2016-14 and ASU No. 2016-18. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived, except for the retrospective adjustments due to the adoption of ASU No. 2016-14 and ASU No. 2016-18.

Katz, Sapper & Miller, LLP

Indianapolis, Indiana
September 19, 2019

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

STATEMENTS OF FINANCIAL POSITION
June 30, 2019 and 2018

ASSETS

	2019	Adjusted 2018
CURRENT ASSETS		
Cash and equivalents	$ 842,397	$ 900,423
Cash and equivalents, RISE campaign	477,620	
Accounts receivable	4,848	3,000
Grants receivable	99,447	57,302
Promises to give, net	658,354	35,900
Prepaid expenses	59,838	63,601
Total Current Assets	2,142,504	1,060,226
LONG-TERM ASSETS		
Property and equipment, net	4,829,874	195,477
Cash and equivalents, RISE campaign	1,428,724	1,060,589
Promises to give, RISE campaign, net	1,133,173	3,080,132
Cash and equivalents reserved for future contingencies	604,922	604,417
Endowment fund and other investments, including amount invested in perpetuity of $292,963 in 2019 and 2018	1,511,062	1,421,756
Total Long-term Assets	9,507,755	6,362,371
TOTAL ASSETS	$ 11,650,259	$ 7,422,597

LIABILITIES AND NET ASSETS

	2019	Adjusted 2018
CURRENT LIABILITIES		
Accounts payable	$ 164,221	$ 121,006
Accrued expenses	25,207	27,881
Current portion of building loan	144,000	
Deferred revenue	110,940	108,750
Total Current Liabilities	444,368	257,637
LONG-TERM LIABILITIES		
Building loan, net of current portion	1,428,724	
Total Long-term Liabilities	1,428,724	
Total Liabilities	1,873,092	257,637
NET ASSETS		
Without donor restrictions:		
Undesignated	6,650,841	1,773,015
Designated by the Board	616,977	581,298
	7,267,818	2,354,313
With donor restrictions:		
Purpose restrictions	2,216,386	4,517,684
Perpetual in nature	292,963	292,963
	2,509,349	4,810,647
Total Net Assets	9,777,167	7,164,960
TOTAL LIABILITIES AND NET ASSETS	$ 11,650,259	$ 7,422,597

See accompanying notes.

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

STATEMENT OF ACTIVITIES
Year Ended June 30, 2019
With Summarized Comparative Information for Year Ended June 30, 2018

	2019			Adjusted 2018
	Without Donor Restrictions	With Donor Restrictions	Total	Total
REVENUES AND OTHER SUPPORT				
Direct public support:				
Special events revenue	$ 930,290		$ 930,290	$ 697,267
Special events expenses	(285,091)		(285,091)	(235,544)
Net special events	645,199		645,199	461,723
Contributions and promises to give	720,733	$ 1,751,074	2,471,807	5,079,146
Grants - non-governmental	208,469	1,077,306	1,285,775	261,428
In-kind donations	214,229		214,229	171,039
Indirect public support:				
Allocated by United Way of Central Indiana and United Way of Johnson County	443,428	29,250	472,678	554,593
Total Public Support	2,232,058	2,857,630	5,089,688	6,527,929
Grants from governmental agencies	58,668		58,668	57,509
Investment return, net	123,425	9,222	132,647	98,056
Net assets released from restrictions	5,168,150	(5,168,150)		
Total Revenues and Other Support	7,582,301	(2,301,298)	5,281,003	6,683,494
EXPENSES				
Program services	2,046,938		2,046,938	2,055,897
Support services:				
Management and general	251,867		251,867	232,870
Fundraising	369,991		369,991	364,418
Total Expenses	2,668,796		2,668,796	2,653,185
CHANGE IN NET ASSETS	4,913,505	(2,301,298)	2,612,207	4,030,309
NET ASSETS				
Beginning of Year	2,354,313	4,810,647	7,164,960	3,134,651
End of Year	$ 7,267,818	$ 2,509,349	$ 9,777,167	$ 7,164,960

See accompanying notes.

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended June 30, 2019
With Summarized Comparative Information for Year Ended June 30, 2018

	2019				Adjusted 2018
	Program Services	**Management and General**	**Fundraising**	**Total**	**Total**
Salaries	$ 1,152,333	$ 139,058	$ 224,433	$ 1,515,824	$ 1,481,784
Employee health and pension benefits	154,727	21,085	30,135	205,947	237,018
Payroll taxes	86,369	10,423	16,822	113,614	111,330
Total	1,393,429	170,566	271,390	1,835,385	1,830,132
Professional fees and contract services	31,426	36,831	11,250	79,507	130,134
Occupancy	123,274	14,842	15,435	153,551	156,506
Office expenses	86,756	8,206	32,727	127,689	71,676
Information technology	54,364	7,389	12,948	74,701	78,904
Transportation	12,469	799	1,491	14,759	25,207
Conferences and meetings	5,373	2,086	646	8,105	10,122
Mentoring activity expenses	205,088			205,088	229,217
Assistance to others	16,700			16,700	16,025
Marketing and communications	25,126	1,231	14,794	41,151	31,747
Insurance	30,783	2,685		33,468	31,213
Miscellaneous	3,149	349	1,925	5,423	1,845
Total	594,508	74,418	91,216	760,142	782,596
Depreciation and amortization	44,397	5,057	5,559	55,013	25,088
Payments to Big Brothers Big Sisters of America	14,604	1,826	1,826	18,256	15,369
Total Expenses before Special Events Expenses	2,046,938	251,867	369,991	2,668,796	2,653,185
Special events expenses netted with revenues on statement of activities			285,091	285,091	235,544
TOTAL EXPENSES	$ 2,046,938	$ 251,867	$ 655,082	$ 2,953,887	$ 2,888,729
TOTAL, YEAR ENDED JUNE 30, 2018	$ 2,055,897	$ 232,870	$ 599,962		

See accompanying notes.

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

STATEMENTS OF CASH FLOWS
Years Ended June 30, 2019 and 2018

	2019	Adjusted 2018
OPERATING ACTIVITIES		
Cash received from grantors and others	$ 2,206,151	$ 2,268,401
Cash paid to employees and suppliers	(2,355,250)	(2,396,879)
Investment income received	60,177	30,625
Net Cash Used by Operating Activities	(88,922)	(97,853)
INVESTING ACTIVITIES		
Capital expenditures	(2,993,049)	(159,801)
Purchases of investments	(167,021)	(731,800)
Proceeds from investments	153,824	528,838
Net Cash Used by Investing Activities	(3,006,246)	(362,763)
FINANCING ACTIVITIES		
Cash received for RISE campaign	4,010,678	1,060,589
Payments on building note	(127,276)	
Net Cash Provided by Financing Activities	3,883,402	1,060,589
NET INCREASE IN CASH AND EQUIVALENTS	788,234	599,973
CASH AND EQUIVALENTS		
Beginning of Year	2,565,429	1,965,456
End of Year	$ 3,353,663	$ 2,565,429
CASH AND EQUIVALENTS		
Cash and equivalents	$ 842,397	$ 900,423
Cash and equivalents, RISE campaign	1,906,344	1,060,589
Cash and equivalents reserved for future contingencies	604,922	604,417
TOTAL CASH AND EQUIVALENTS	$ 3,353,663	$ 2,565,429
RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH USED BY OPERATING ACTIVITIES		
Change in net assets	$ 2,612,207	$ 4,030,309
Depreciation and amortization	55,013	25,088
Unrealized gain on investments	(51,840)	(14,926)
Realized gain on investments	(20,630)	(64,686)
(Increase) decrease in certain assets:		
Accounts receivable	(1,848)	2,635
Grants receivable	(42,145)	(26,345)
Promises to give	1,324,505	(3,094,949)
Prepaid expenses	3,763	(13,202)
Cash and equivalents, RISE campaign	(4,010,678)	(1,060,589)
Increase (decrease) in certain liabilities:		
Accounts payable	43,215	84,467
Accrued expenses	(2,674)	1,095
Deferred revenue	2,190	33,250
Net Cash Used by Operating Activities	$ (88,922)	$ (97,853)
SUPPLEMENTAL DISCLOSURES		
Noncash financing activities:		
Capital expenditures financed with building loan	$ 1,700,000	

See accompanying notes.

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

NOTES TO FINANCIAL STATEMENTS
June 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Big Brothers Big Sisters of Central Indiana, Inc. (BBBSCI or the Organization) provides children facing adversity with strong and enduring, professionally supported one-to-one relationships that change their lives for the better, forever. BBBSCI partners with parents/guardians, volunteers, schools, and other community stakeholders to help youth achieve socio-emotional competency, increase educational success and avoid risky behaviors. Using an evidence-based approach, BBBSCI recruits, screens, matches and trains adult volunteers to mentor youth ages 8 to 18 who will benefit the most. Mentors (Bigs) and mentees (Littles) meet at least four hours per month for a minimum of one year and are provided ongoing professional staff support from the agency through regularly scheduled phone calls, meetings, and agency-sponsored activities. United Way recognizes BBBSCI as an excellent organization for performance and results. BBBSCI was proud to serve 1,319 Central Indiana girls and boys during the 2018-2019 year.

Charity Navigator, America's largest and most-utilized independent evaluator of charities, has awarded BBBSCI the prestigious 4-star rating for good governance, sound fiscal management and commitment to accountability and transparency. BBBSCI has also been awarded of Gold Seal of Transparency by GuideStar.

New Accounting Pronouncements: During fiscal year 2019, the Organization adopted Accounting Standards Update (ASU) No. 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. The ASU enhances the understandability of net asset classification, requires information about liquidity and availability of resources, and increases the consistency in the type of information provided about expenses and investment return. ASU No. 2016-14 has been applied retrospectively to all years presented.

Also, during fiscal year 2019, the Organization adopted ASU No. 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*, which requires that a statement of cash flows explain the change during the year in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. ASU No. 2016-18 has been applied retrospectively to all years presented. The adoption of ASU No. 2016-18 required the addition of a disclosure of cash and equivalents reported on the statement of cash flows disaggregated by the line item in which they appear within the statement of financial position.

Basis of Presentation: The financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America, which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

- ***Net Assets Without Donor Restrictions*** are not subject to donor-imposed restrictions and may be used at the discretion of the Organization's management and Board of Directors. This net asset category includes funds functioning as an endowment through designation by the Board of Directors.

- ***Net Assets With Donor Restrictions*** are subject to stipulations imposed by donors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

  Donor-restricted contributions are reported as increases in net assets without donor restrictions if the restrictions expire in the same year in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, and when a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities. Restrictions expire when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Promises to give with donor restriction associated with the acquisition of long-lived assets are released from restriction when the assets are placed in service.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The Organization has an Operating Fund, Endowment Fund and Campaign Fund. The Operating Fund is designated as the current day-to-day operations of the Organization. The Endowment Fund holds assets that are for future purposes only. All contributions to the Endowment Fund are invested and earnings are used for the support of the Organization or for scholarships, depending on donor intent. A portion of the donations have been donated to be held in perpetuity and accordingly are recorded as net assets with donor restrictions. Additionally, a portion of the funds have been designated by the Board of Directors for use in future needs and are recorded as net assets without donor restrictions. The portion of net assets with donor restrictions that is purpose restricted represents the interest from funds held in perpetuity as designated by donors coupled with donations to be used for support of the Organization and scholarships. The Campaign Fund holds net assets with donor restrictions held for the purchase of a building, improvements to the building, and additional staffing over the next five years to help support the Organization's mission.

The financial statements include certain prior year summarized comparative information in total, but not by net asset class and functional expense class. Such information does not include sufficient detail to constitute a presentation in accordance with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements as of and for the year ended June 30, 2018, from which the summarized information was derived.

Estimates: The preparation of financial statements in accordance 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, the disclosure of contingent assets and liabilities, and the reported amounts of revenue and expenses. Actual results could differ from those estimates.

Cash and Equivalents include highly liquid investments purchased with an original maturity of three months or less. The Organization maintains its cash in bank deposit accounts which, at times, may exceed the federally insured limits. The Organization has not experienced any losses from its bank accounts.

Investment Valuation and Income Recognition: Investments are initially recorded at cost, if purchased, or at fair value, if donated. Thereafter, investments are stated at fair value. See Note 3 for discussion of fair value measurements.

Investment return, net reported in the statement of activities consists of interest and dividend income and realized and unrealized capital gains and losses, net of external investment expenses. Interest income is recorded on the accrual basis, and dividends are recorded on the ex-dividend date. Purchases and sales of investments are recorded on the trade date. Gains and losses on the sale of investments are determined using the specific-identification method.

Investments are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in value of investments will occur in the near term could materially affect the amounts reported in the financial statements.

Promises to Give and Grants Receivable: Unconditional promises to give and grants receivable expected to be collected within one year are recorded at net realizable value. Amounts expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on these amounts are computed using risk-adjusted rates applicable in the years in which those promises are received. Amortization of the discounts is included in contributions and promises to give or grants in the statement of activities. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Promises to give and grants receivable are reviewed for collectability and a provision for doubtful accounts is recorded based on management's judgment and analysis of the creditworthiness of the donors and grantors, historical experience, economic conditions, and other relevant factors.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributions are recognized as support when they are received or unconditionally promised. Conditional contributions are not recorded as revenues and other support until the conditions are met. Government contracts are classified as exchange transactions, which are reciprocal transfers between two entities in which goods and services of equal value are exchanged, and are not recognized until services are performed or allowable expenditures are incurred as specified in the contracts.

Government contracts and certain other grants are subject to audit by the government or granting agency, and as a result of such audit, adjustments to revenue and support could be required.

For the years ended June 30, 2019 and 2018, the Organization received approximately 28% and 8%, respectively, of its revenues and other support from United Way of Central Indiana, Inc. and United Way of Johnson County, Inc. In 2019, this included a $1 million capital fund grant outside of the yearly allocation of funds. For the year ended June 30, 2018, the Organization received approximately 15% of its revenues and other support from one donor.

Special Event Revenue, including related sponsorship revenue, is recognized upon occurrence of the event. Revenue and support received for events occurring subsequent to the statement of financial position date is reflected as deferred revenue.

Property and Equipment: Expenditures for property and equipment are recorded at cost for purchased assets, or at fair value at the date of donation for donated assets, less accumulated depreciation. The carrying amount of assets sold, retired, or otherwise disposed of and the related accumulated depreciation and amortization are eliminated from the accounts and any resulting gain or loss is included in income or expense.

Depreciation of property and equipment is provided by monthly charges to expense. The charges are calculated to amortize, on a straight-line basis, the gross carrying amounts of the depreciable assets over the expected useful lives of the various classes of assets. The ranges of estimated useful lives in computing depreciation are:

Building	40 years
Leasehold improvements	10-20 years
Furniture and equipment	3-10 years

Expenditures for major replacements are capitalized. Expenditures for routine repairs and maintenance are expensed as incurred.

The Organization’s property and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability is measured by comparison of the carrying amount to future net undiscounted cash flows expected to be generated by the related asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount exceeds the fair market value of the assets. No adjustments to the carrying amount of property and equipment were required in fiscal years 2019 or 2018.

Beneficial Interest in Assets Held by Community Foundation: The Organization established an endowment fund that is perpetual in nature with the Central Indiana Community Foundation, Inc. (Community Foundation) by transferring assets without donor restrictions to the Community Foundation and naming itself as the beneficiary of the fund. The Organization granted variance power to the Community Foundation, which allows the Community Foundation to modify the terms of the fund if continued adherence to any condition or restriction is in the judgment of the Community Foundation’s Board of Directors unnecessary, incapable of fulfillment or inconsistent with the charitable needs of the community served by the Community Foundation. The fund is held and invested by the Community Foundation for the benefit of the Organization, and the Organization may draw up to a certain percentage of the value each year, as specified in the Community Foundation’s spending policy, which is currently 5%. The fund is reported at fair value as a part of endowment fund and other investments in the statements of financial position, with distributions and changes in fair value recognized in the statements of activities. See Note 3 for discussion of fair value measurements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Expense Allocation: The costs of providing various programs and other activities have been summarized on a functional basis in the statements of activities and functional expenses. Directly identifiable expenses are charged to the specific programs and supporting services benefited. Expenses related to more than one function are allocated among program and support services based on occupied space (including, occupancy, office expenses, and depreciation and amortization), time spent by Organization staff (including, personnel expenses, information technology and conferences and meetings) and other estimates made by Management. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Income Taxes: The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code, though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Internal Revenue Code. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Internal Revenue Code. There was no unrelated business income tax for 2019 and 2018.

The Organization files U.S. federal and state of Indiana information tax returns. The Organization is no longer subject to U.S. federal and state income tax examinations by tax authorities for tax years before 2015.

Reclassifications: Certain amounts in the 2018 financial statements have been reclassified to conform to the presentation of the 2019 financial statements.

Subsequent Events: The Organization has evaluated the financial statements for subsequent events occurring through September 19, 2019, the date the financial statements were available to be issued.

NOTE 2 - AVAILABLE RESOURCES AND LIQUIDITY

The following reflects the Organization's 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:

	2019	2018
Cash and equivalents	$ 3,353,663	$ 2,565,429
Accounts receivable	4,848	3,000
Grants receivable	99,447	57,302
Endowment fund and other investments	1,511,062	1,421,756
Promises to give, net	1,791,527	3,143,733
Total Financial Assets	6,760,547	7,191,220
Donor-imposed Restrictions:		
Cash and equivalents restricted for RISE campaign related projects	(1,706,344)	(1,060,589)
Promises to give restricted for RISE campaign related projects	(1,756,151)	(3,080,132)
Endowment fund – held in perpetuity	(292,963)	(292,963)
Other donor restrictions not available for general expenditure within one year	(179,335)	(330,784)
Cash and equivalents held for future contingencies	(604,922)	(604,417)
Board-designated endowment	(616,977)	(581,298)
Financial Assets Available to Meet General Expenditures Within One Year	$ 1,603,855	$ 1,241,037

As part of the Organization's liquidity management plan, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in short-term investments and money market funds.

NOTE 2 - AVAILABLE RESOURCES AND LIQUIDITY (CONTINUED)

The Organization's endowment funds consist of donor-restricted endowments and a fund designated by the Board of Directors as an endowment. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure. Although the Organization does not intend to spend from its board-designated endowment other than amounts appropriated for general expenditure as part of its annual budget approval and appropriation process, amounts from its board-designated endowment could be made available if necessary.

The Organization holds funds as cash and equivalents to be held for future contingencies as a reserve for the future. Although the Organization does not intend to spend from these funds, amounts could be made available if necessary.

The Organization also has a line of credit available to meet short-term needs. See Note 10 for information about this arrangement.

NOTE 3 - FAIR VALUE MEASUREMENTS

The Organization has categorized its assets and liabilities that are measured at fair value into a three-level fair value hierarchy. The hierarchy 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) and the lowest priority to unobservable inputs (Level 3). The asset 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.

The three levels of the fair value hierarchy are described as follows:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 – Inputs to the valuation methodology may include: quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; and/or inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement. In situations where there is little or no market activity for the asset or liability, the Organization makes estimates and assumptions related to the pricing of the asset or liability including assumptions regarding risk.

Following is a description of the valuation methodologies used by the Organization for assets that are measured at fair value on a recurring basis. There have been no changes in the methodologies used at June 30, 2019 and 2018.

Mutual Fund Shares and Money Market Fund Shares: Valued at the closing price as reported by the funds. These funds are required to publish their daily net asset value (NAV) and to transact at that price. These funds are deemed to be actively traded.

Common Stocks: Valued at the closing price reported on the active market on which the individual securities are traded.

Beneficial Interest in Community Foundation: Valued based on the Organization's proportionate share of the fair value of the underlying investments in the Community Foundation's pooled investment portfolio as reported by the Community Foundation, without adjustment.

NOTE 3 - FAIR VALUE MEASUREMENTS (CONTINUED)

The preceding methods 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's management 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 assets could result in a different fair value measurement at the reporting date.

Following is a summary, by major nature and risks class within each level of the fair value hierarchy, of the Organization's assets that are measured at fair value on a recurring basis as of June 30, 2019 and 2018:

2019	**Level 1**	**Level 2**	**Total**
Assets			
Cash Equivalents:			
Money market fund shares	$2,479,226		$2,479,226
Endowment Fund and Other Investments:			
Mutual fund shares:			
Fixed income	373,285		373,285
Closed end – equity funds	342,309		342,309
Common stocks:			
Consumer discretionary	64,249		64,249
Consumer staples	46,746		46,746
Energy	32,874		32,874
Financials	81,668		81,668
Healthcare	91,158		91,158
Industrials	56,439		56,439
Information technology	136,180		136,180
Communications services	63,051		63,051
Other	53,622		53,622
Beneficial interest in assets held by Community Foundation		$161,742	161,742
Total Endowment Fund and Other Investments	$1,341,581	161,742	1,503,323
Total Assets at Fair Value	$3,820,807	$161,742	$3,982,549

2018	**Level 1**	**Level 2**	**Total**
Assets			
Cash Equivalents:			
Money market fund shares	$1,659,999		$1,659,999
Endowment Fund and Other Investments:			
Mutual fund shares:			
Fixed income	319,948		319,948
Closed end – equity funds	358,049		358,049
Common stocks:			
Consumer discretionary	76,838		76,838
Consumer staples	41,791		41,791
Energy	35,692		35,692
Financials	81,100		81,100
Healthcare	80,372		80,372
Industrials	56,874		56,874
Information technology	160,893		160,893
Other	45,870		45,871
Beneficial interest in assets held by Community Foundation		$156,502	156,502
Total Endowment Fund and Other Investments	1,257,427	156,502	1,413,929
Total Assets at Fair Value	$2,917,426	$156,502	$3,073,928

NOTE 3 - FAIR VALUE MEASUREMENTS (CONTINUED)

The Organization also holds a life insurance policy, with a cash surrender value of $7,739 and $7,827 at June 30, 2019 and 2018, respectively, that is not included above, but is included in endowment fund and other investments on the statements of financial position.

The Organization also holds cash of $874,437 and $905,430 at June 30, 2019 and 2018, respectively, which is not included above, but is included in either cash and equivalents or cash and equivalents reserved for future contingencies on the statements of financial position.

At June 30, 2019 and 2018, the Organization had no other assets and no liabilities that are measured at fair value on a recurring basis.

The unrealized gain on investments was $131,600 and $79,760 at June 30, 2019 and 2018, respectively.

NOTE 4 - UNCONDITIONAL PROMISES TO GIVE

During the year ended June 30, 2018, the Organization started a capital campaign (the RISE campaign) to raise funds for the Campaign Fund.

Promises to give consisted of the following at June 30, 2019 and 2018:

	2019	2018
Due in less than one year	$ 686,668	$2,469,034
Due in one to two years	573,755	405,233
Due in two to three years	278,000	239,133
Due in three to four years	228,000	70,000
Due in four to five years	150,000	45,000
	1,916,423	3,228,400
Less: Unamortized discounts	(51,468)	(40,373)
Less: Allowance for uncollectible promises to give	(73,428)	(71,995)
Promises to Give, net	$1,791,527	$3,116,032
Without donor restriction	$ 35,376	$ 35,900
With donor restriction:		
RISE campaign	1,756,151	3,080,132
Promises to Give, net	$1,791,527	$3,116,032

Of the Organization’s gross promises to give balance, approximately 50% was due from four individuals at June 30, 2019 and approximately 57% was due from three individuals at June 30, 2018.

Promises to give are discounted at 1.52% and 1.51% at June 30, 2019 and 2018, respectively.

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30, 2019 and 2018:

	2019	2018
Land	$ 241,100	
Building	4,217,826	
Leasehold improvements		$ 17,220
Furniture and equipment	507,407	419,302
Construction in progress		121,922
	4,966,333	558,444
Less: Accumulated depreciation and amortization	(136,459)	(362,967)
Property and Equipment, net	$4,829,874	$ 195,477

NOTE 6 - ENDOWMENT FUND AND OTHER INVESTMENTS

The Organization's endowment funds consist of donor-restricted contributions that were made to provide a source of income for operations and scholarships to program participants. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions. Net assets without donor restriction are board-designated assets for the endowment.

The Organization also holds an endowment through the Community Foundation. The principal amount will permanently remain with the Community Foundation, with investment income earned on the investment to be paid back to the Organization. Future donations made to the Community Foundation endowment will continue to remain permanently with the Community Foundation, with income earned on those donations to be paid to the Organization as described above.

Interpretation of Relevant Law

The Organization is subject to the Indiana Uniform Prudent Management of Institutional Funds Act (UPMIFA) and, thus, classifies amounts in its donor-restricted endowment funds as net assets with donor restrictions, because those assets are time restricted until the Board of Directors appropriates such amounts for expenditure. Most of those assets are also subject to purpose restrictions that must be met before reclassifying those net assets to net assets without donor restrictions. The Board of Directors has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to an endowment fund, unless a donor stipulates the contrary. The Organization considers a fund to be underwater if the fair value of the fund is less than the sum of (a) the original value of initial and subsequent gift amounts donated to the fund and (b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument. The Organization has interpreted UPMIFA to permit spending from underwater funds in accordance with the prudent measures required under the law. Additionally, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Organization
- The investment policies of the Organization

NOTE 6 - ENDOWMENT FUND AND OTHER INVESTMENTS (CONTINUED)

Changes in endowment by net asset class are as follows for the years ended June 30, 2019 and 2018:

	Without Donor Restriction	With Donor Restriction	Total
Balance at June 30, 2017	$540,861	$366,988	$907,849
Contributions		3,500	3,500
Released from endowment		(15,299)	(15,299)
Transfer to Operating Fund	(42,231)		(42,231)
Investment income	23,814	1,556	25,370
Unrealized gain	13,025	1,626	14,651
Realized gain	57,512	7,182	64,694
Allowable endowment expenses	(11,683)		(11,683)
Balance at June 30, 2018	581,298	365,553	946,851
Contributions		4,100	4,100
Released from endowment		(17,856)	(17,856)
Transfer to Operating Fund	(44,597)		(44,597)
Investment income	26,299	1,985	28,284
Unrealized gain	46,501	5,129	51,630
Realized gain	19,114	2,108	21,222
Allowable endowment expenses	(11,638)		(11,638)
Balance at June 30, 2019	$616,977	$361,019	$977,996

Underwater Endowment Funds

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the original value of gifts donated to the donor-restricted endowment or the level that the donors otherwise require the Organization to retain as a fund of perpetual duration. The original value of gifts donated to the donor-restricted endowment was $292,963 at June 30, 2019 and 2018. There were no underwater endowment funds at June 30, 2019 and 2018.

Return Objectives and Risk Parameters

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Over time, long-term rates of return should be equal to an amount sufficient to maintain the purchasing power of the endowment assets, to provide the necessary capital to fund the spending policy, and to cover the costs of managing the endowment investments.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on long-term growth and a reasonable return.

NOTE 6 - ENDOWMENT FUND AND OTHER INVESTMENTS (CONTINUED)

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Organization has a policy whereby the interest earned on the endowment account may be disbursed for possible expenses by the Board of Directors. Once appropriated for a particular reason, the funds then become net assets without donor restrictions.

Other Endowment Fund Investments

The Organization's endowment net assets consisted of cash and equivalents of $31,656 and endowment fund and other investments of $946,340, totaling $977,996 at June 30, 2019. The Organization's endowment net assets consisted of cash and equivalents of $31,464 and endowment fund and other investments of $915,387, totaling $946,851 at June 30, 2018. The Organization also holds other investments that are not board-designated of $564,722 and $506,369 at June 30, 2019 and 2018, respectively.

NOTE 7 - EMPLOYEE BENEFIT PLAN

The Organization sponsors a 401(k) retirement savings plan for the benefit of substantially all its employees. The Organization matches employee's contributions up to 2% of employees' salary and contributed 1% as a discretionary match.

A participant's matching contributions are 100% vested upon completion of three years of service or upon attainment of early retirement age. Total expense for this Plan was $23,108 and $33,461 for the years ended June 30, 2019 and 2018, respectively.

NOTE 8 - DONATED GOODS AND SERVICES

The Organization is required to record the fair value of donated services when the services create or enhance a nonfinancial asset or require specialized skills, are provided by entities or persons possessing those skills, and would otherwise need to be purchased if they were not donated. During the years ended June 30, 2019 and 2018, donated goods and professional services were received by the Organization. The estimated fair market value of these goods and services in the amount of $214,229 and $171,039 for the years ended June 30, 2019 and 2018, respectively, have been reflected in the accompanying financial statements, and treated as non-cash transactions for statement of cash flow purposes. Additionally, there were $56,309 and $68,593 of goods and services donated in connection with special events for the years ended June 30, 2019 and 2018, respectively.

Other donated services that have not been reflected in the financial statements, due to not meeting the recognition criteria, include over 101,000 hours of volunteer service by the Organization's mentors during the year ended June 30, 2019, and over 3,650 hours of volunteer service by the Organization's Board of Directors during the year ended June 30, 2019.

NOTE 9 - OPERATING LEASES

The Organization previously conducted its operations from a facility under a lease which ended March 31, 2019. The Organization leases other office equipment under operating leases which expire on various dates through January 2024. During the years ended June 30, 2019 and 2018, total lease expense was $136,333 and $166,247, respectively.

NOTE 9 - OPERATING LEASES (CONTINUED)

As of June 30, 2019, future minimum lease commitments for long-term operating leases were as follows:

Year Ending June 30,	Rental Payments
2020	$ 9,711
2021	6,979
2022	1,515
2023	1,515
2024	757
	$20,477

NOTE 10 - DEBT AND CREDIT ARRANGEMENTS

The Organization has a $300,000 line of credit with a bank that is due on demand. The line of credit is collateralized by funds without donor restrictions. At June 30, 2019 and 2018, there were no amounts outstanding on the line of credit. Interest on outstanding borrowings is payable monthly at an interest rate of prime less 0.5% (5.00% at June 30, 2019). The line of credit expires on May 20, 2020. During the years ended June 30, 2019 and 2018, the Organization incurred no interest expense related to the line of credit.

During fiscal year 2019, the Organization obtained a loan payable for the purchase of a new building. The outstanding balance at June 30, 2019 was $1,572,724. The loan is payable in monthly installments of $12,000, with the remaining principal due in March 2022. The Organization recorded $56,019 in in-kind interest expense related to this loan during the year ended June 30, 2019.

As of June 30, 2019, future minimum payments on long-term debt were as follows:

Year Ending June 30,	Principal Payments
2020	$ 144,000
2021	144,000
2022	1,284,724
	$1,572,724

NOTE 11 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at June 30, 2019 and 2018, were available for the following purposes or periods:

	2019	2018
Purpose Restricted:		
United Way – restricted for use within Johnson County	$ 29,250	$ 27,292
RISE campaign	2,008,800	4,184,200
Earnings from endowment funds restricted for scholarships	31,645	36,393
Gary Ford Memorial Match Fund – match one child per year	36,411	36,197
Robert Clifford Memorial	30,329	30,954
Legacy Fund (CICF) – restricted for use within Hamilton County	7,500	7,500
Lilly Endowment – six sigma project and strategic planning		156,012
Indianapolis Foundation – crime prevention	4,364	5,455
Clowes Fund – Burnese Youth Mentoring Program	20,666	15,000

NOTE 11 - NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)

	2019	2018
NFL Foundation – Inspire change	$ 25,500	
Miscellaneous	21,921	$ 18,681
Endowments, the income of which is expendable to support:		
General support of the Organization	271,843	271,843
Scholarships	16,120	16,120
Outdoor education or trade skills	5,000	5,000
Total Net Assets With Donor Restrictions	$2,509,349	$4,810,647

Net assets were released from donor restrictions during the years ended June 30, 2019 and 2018, by incurring expenses satisfying the following restricted purposes or by occurrence of other events specified by donors:

	2019	2018
Purpose Restrictions Accomplished:		
Lilly Endowment – six sigma project and strategic planning	$ 156,012	$288,000
RISE Campaign – capital expenditures placed in service	4,919,623	
United Way – restricted for use within Johnson County	27,292	25,833
Nina Mason Pulliam Trust – Martindale-Brightwood Neighborhood Impact Initiative		18,750
Miscellaneous	44,667	34,170
Earnings from endowment funds restricted for scholarships	17,856	15,299
Time restrictions expired	2,700	8,000
Total Net Assets Released From Restrictions	$5,168,150	$390,052

NOTE 12 - CAPITAL CAMPAIGN AND COMMITMENT

In 2018, the Organization launched a multi-year capital campaign (the RISE campaign), a $7 million effort to further the mission of the Organization and help the lives of more kids in the community. This campaign focuses on expanding and sustaining operations to reach more children through high-quality mentoring and creating a prominent new youth mentoring hub near downtown Indianapolis. Through June 30, 2019, the Organization has received RISE campaign promises to give of $6,991,855 of which $5,235,704 has been collected. The majority of the remaining pledges are due within three years. See Note 4. The Organization incurred $143,664 and $64,750 in expenses related to the campaign during the fiscal years ended June 30, 2019 and 2018, respectively.

In August 2018, the Organization signed a purchase agreement for a building located at 1433 N. Meridian Street for a purchase price of $1,700,000. The Organization closed on the building purchase in October 2018 and moved in April 2019. The purchase agreement includes a non-interest bearing note payable for the amount of the building with a maturity in March 2022. See Note 10. Additional funds raised will be used to expand the Organization's service capabilities, mostly through hiring additional staff. The Organization has completed the building project and has placed in service capital expenditures totaling $4,919,623.

SUPPLEMENTARY INFORMATION

Independent Auditors' Report
on Supplementary Information

Board of Directors
Big Brothers Big Sisters of Central Indiana, Inc.

We have audited the financial statements of Big Brothers Big Sisters of Central Indiana, Inc. as of and for the year ended June 30, 2019, and our report thereon dated September 19, 2019, which contained an unmodified opinion on those financial statements, appears on pages 1 and 2. Our audit was performed for the purpose of forming an opinion on the financial statements as a whole. The schedule of financial position by fund, schedule of activities by fund, revenue graphs, excluding investment income and campaign fund revenue, and expense graphs, excluding expenses related to the capital campaign as of and for the year ended June 30, 2019, are presented for purposes of additional analysis and are 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 2019 financial statements as a whole.

We also have previously audited, in accordance with auditing standards generally accepted in the United States of America, the financial statements of Big Brothers Big Sisters of Central Indiana, Inc. as of and for the year ended June 30, 2018, and we expressed an unmodified opinion on those financial statements prior to the retrospective adjustments reflecting the adoption of certain accounting standards updates. The audit was conducted for purposes of forming an opinion on the financial statements as a whole. The revenue graphs, excluding investment income and campaign fund revenue, and expense graphs, excluding expenses related to the capital campaign for the year ended June 30, 2018, are presented for purposes of additional analysis and are 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 2018 financial statements. The information has been subjected to the auditing procedures applied in the audit of those financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the 2018 financial statements or to the 2018 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 included in the revenue graph and expense graph for the year ended June 30, 2018 is fairly stated in all material respects in relation to the basic financial statements from which it has been derived, after the retrospective adjustments for the adoption of certain accounting standards updates.

Katz, Sapper & Miller, LLP

Indianapolis, Indiana
September 19, 2019

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BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

SCHEDULE OF FINANCIAL POSITION BY FUND
Year Ended June 30, 2019

ASSETS

	Operating Fund	Endowment Fund	Campaign Fund	Total
CURRENT ASSETS				
Cash and equivalents	$ 810,741	$ 31,656		$ 842,397
Cash and equivalents, RISE campaign			$ 477,620	477,620
Accounts receivable	4,848			4,848
Grants receivable	99,447			99,447
Promises to give, net	35,376		622,978	658,354
Prepaid expenses	59,838			59,838
Total Current Assets	1,010,250	31,656	1,100,598	2,142,504
LONG-TERM ASSETS				
Property and equipment, net	84,951		4,744,923	4,829,874
Cash and equivalents, RISE campaign			1,428,724	1,428,724
Promises to give, RISE campaign, net			1,133,173	1,133,173
Cash and equivalents reserved for future contingencies	604,922			604,922
Endowment fund and other investments, including amount invested in perpetuity of $292,963	564,722	946,340		1,511,062
Total Long-term Assets	1,254,595	946,340	7,306,820	9,507,755
TOTAL ASSETS	$ 2,264,845	$ 977,996	$ 8,407,418	$ 11,650,259

LIABILITIES AND NET ASSETS

	Operating Fund	Endowment Fund	Campaign Fund	Total
CURRENT LIABILITIES				
Accounts payable	$ 149,175		$ 15,046	$ 164,221
Accrued expenses	25,207			25,207
Current pc b			144,000	144,000
Deferred revenue	110,940			110,940
Total Current Liabilities	285,322		159,046	444,368
LONG-TERM LIABILITIES				
Building loan, net of current portion			1,428,724	1,428,724
Total Long-term Liabilities			1,428,724	1,428,724
Total Liabilities	285,322		1,587,770	1,873,092
NET ASSETS				
Without donor restrictions:				
Undesignated	1,839,993		4,810,848	6,650,841
Designated by the Board		$ 616,977		616,977
	1,839,993	616,977	4,810,848	7,267,818
With donor restrictions:				
Purpose restrictions	139,530	68,056	2,008,800	2,216,386
Perpetual in nature		292,963		292,963
	139,530	361,019	2,008,800	2,509,349
Total Net Assets	1,979,523	977,996	6,819,648	9,777,167
TOTAL LIABILITIES AND NET ASSETS	$ 2,264,845	$ 977,996	$ 8,407,418	$ 11,650,259

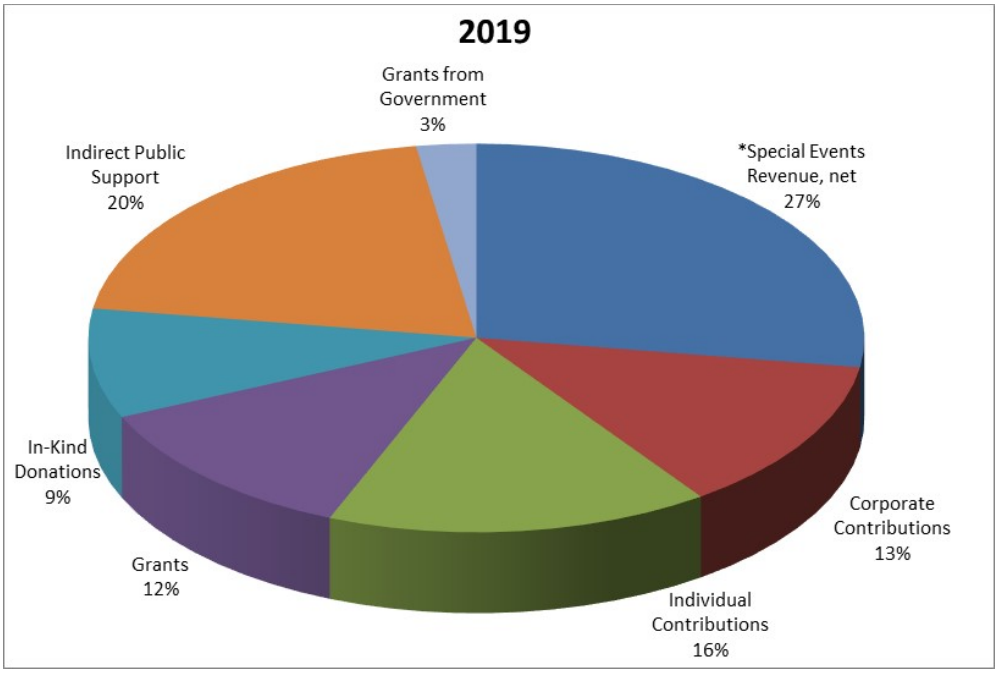
BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

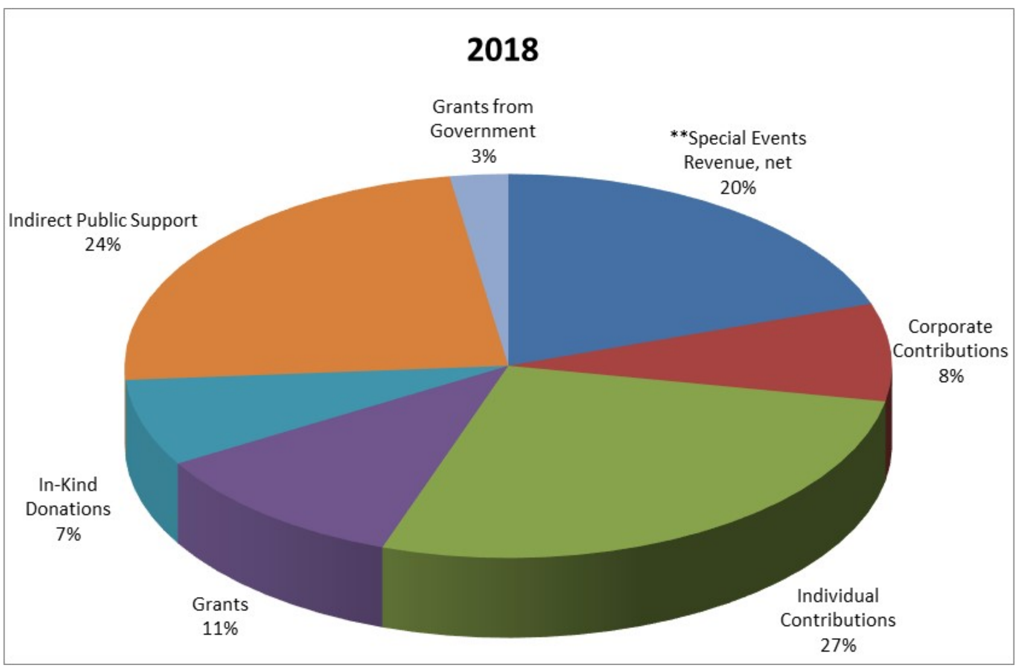
SCHEDULE OF ACTIVITIES BY FUND
Year Ended June 30, 2019

	OPERATING FUND			ENDOWMENT FUND			CAMPAIGN FUND			
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Total
REVENUES AND OTHER SUPPORT										
Direct public support:										
Special events revenue	$ 930,290		$ 930,290							$ 930,290
Special events expenses	(285,091)		(285,091)							(285,091)
Net special events	645,199		645,199							645,199
Contributions and promises to give	720,733	$ 2,751	723,484		$ 4,100	$ 4,100		$ 1,744,223	$ 1,744,223	2,471,807
Grants - non-governmental	208,469	77,306	285,775					1,000,000	1,000,000	1,285,775
In-kind donations	214,229		214,229							214,229
Indirect public support:										
Allocated by United Way of Central Indiana and United Way of Johnson County	443,428	29,250	472,678							472,678
Total Public Support	2,232,058	109,307	2,341,365		4,100	4,100		2,744,223	2,744,223	5,089,688
Grants from governmental agencies	58,668		58,668							58,668
Investment return, net	(3,378)		(3,378)	$ 91,914	9,222	101,136	$ 34,889		34,889	132,647
Net assets released from restrictions	230,671	(230,671)		17,856	(17,856)		4,919,623	(4,919,623)		
Total Revenues and Other Support	2,518,019	(121,364)	2,396,655	109,770	(4,534)	105,236	4,954,512	(2,175,400)	2,779,112	5,281,003
EXPENSES										
Program services	1,953,098		1,953,098				93,840		93,840	2,046,938
Support services:										
Management and general	223,447		223,447	11,638		11,638	16,782		16,782	251,867
Fundraising	336,949		336,949				33,042		33,042	369,991
Total Expenses	2,513,494		2,513,494	11,638		11,638	143,664		143,664	2,668,796
CHANGE IN NET ASSETS	4,525	(121,364)	(116,839)	98,132	(4,534)	93,598	4,810,848	(2,175,400)	2,635,448	2,612,207
TRANSFER OF NET ASSETS BETWEEN FUNDS	62,453		62,453	(62,453)		(62,453)				
NET ASSETS										
Beginning of Year	1,773,015	260,894	2,033,909	581,298	365,553	946,851	-	4,184,200	4,184,200	7,164,960
End of Year	$ 1,839,993	$ 139,530	$ 1,979,523	$ 616,977	$ 361,019	$ 977,996	$ 4,810,848	$ 2,008,800	$ 6,819,648	$ 9,777,167

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

REVENUE GRAPHS, EXCLUDING INVESTMENT INCOME AND CAMPAIGN FUND REVENUE
Years Ended June 30, 2019 and 2018





*In 2019, 74% of the special events revenue were corporate contributions with the remaining 26% from individual contributions.
** In 2018, 78% of the special events revenue were corporate contributions with the remaining 22% from individual contributions.

BIG BROTHERS BIG SISTERS OF CENTRAL INDIANA, INC.

EXPENSE GRAPHS, EXCLUDING EXPENSES RELATED TO THE CAPITAL CAMPAIGN
Years Ended June 30, 2019 and 2018