NEW DETROIT, INC. FINANCIAL STATEMENTS TOGETHER WITH INDEPENDENT AUDITORS' REPORT FOR THE YEAR ENDED DECEMBER 31, 2019 (WITH COMPARATIVE TOTALS FOR 2018)

TABLE OF CONTENTS

	Page(s)
Independent Auditors' Report	1-2
Statement of Financial Position	3
Statement of Activities	4
Statement of Functional Expenses	5
Statement of Cash Flows	6
Notes to the Financial Statements	7-17



INDEPENDENT AUDITORS' REPORT

To the Board of Trustees New Detroit, Inc.

We have audited the accompanying financial statements of New Detroit, Inc. (a Michigan not-for-profit Corporation), which comprise the statement of financial position as of December 31, 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.

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Detroit, Inc. as of December 31, 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.

Report on Summarized Comparative Information

We have previously audited New Detroit, Inc.'s December 31, 2018 financial statements, and our report dated August 16, 2019, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

GREGORY TERRELL & COMPANY

Certified Public Accountants

Detroit, Michigan

August 5, 2020

NEW DETROIT, INC. STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2019 (WITH COMPARATIVE TOTALS FOR 2018)

ASSETS

O march Accepta		<u>2019</u>	<u>2018</u>
Current Assets Cash and Cash Equivalents Grants and Accounts Receivable Prepaid Expenses	\$	700,615 205,865 9,957	\$ 910,381 48,210 14,675
Total Current Assets	\$	916,437	\$ 973,266
Property and Equipment (Net) Investment-Endowment Fund		3,539 62,250	 7,744 55,053
Total Assets	<u>\$</u>	982,226	\$ 1,036,063
Current Liabilities Accounts Payable and Accrued Expenses Fiduciary Deposits Payable	NET ASSET	s 23,906 30,133	\$ 80,262 180,133
Total Current Liabilities	\$	54,039	\$ 260,395
Total Liabilities	\$	54,039	\$ 260,395
Net Assets Without Donor Restrictions With Donor Restrictions	\$	735,295 192,892	\$ 398,320 377,348
Total Net Assets	\$	928,187	\$ 775,668
Total Liabilities and Net Assets	\$	982,226	\$ 1,036,063

NEW DETROIT, INC. STATEMENT OF ACTIVITIES DECEMBER 31, 2019 (WITH COMPARATIVE TOTALS FOR 2018)

		thout Donor		ith Donor	2	2019 Total	2	2018 Total
PUBLIC SUPPORT AND REVENUE Contributions and Grants	\$	552,515	\$	150,002	\$	702,517	\$	846,454
Annual Dinner (Net of expenses of \$123,598 in 2019 and \$64,107 in 2018) Investment Income		387,432 154		-		387,432 154		191,667 310
Other Income Net Assets Released from Restrictions		12,332 334,458		(334,458)	at the stand	12,332		5,379
Total Public Support and Revenue	\$	1,286,891	\$	(184,456)	\$	1,102,435	<u>\$</u>	1,043,810
EXPENSES Program Services:								
Improving Educational Opportunity Racial Understanding	\$	21,733 619,945	\$	-	\$	21,733 619,945	\$	109,643 821,668
Total Program Services	\$	641,678	\$		\$	641,678	<u>\$</u>	931,311
Supporting Services:								
Management and General	\$	181,993	\$	-	\$	181,993	\$	248,818
Fundraising		97,509		-		97,509		232,530
Communications		38,813		-		38,813		69,080
Total Supporting Services	\$	318,315	\$		\$	318,315	\$	550,428
Total Operating Expenses	\$	959,993	\$,	\$	959,993	\$	1,481,739
Change in Net Assets, Before Net Realized and Unrealized Gains and (Losses) on Investments	\$	326,898	\$	(184,456)	\$	142,442	\$	(437,929)
Net Realized and Unrealized Gains and (Losses) on Investments		10,077		_		10,077		(5,215)
Change in Net Assets	\$	336,975	\$	(184,456)	\$	152,519	\$	(443,144)
NET ASSETS, Beginning of Year	·····	398,320		377,348		775,668		1,218,812
NET ASSETS, End of Year	\$	735,295	\$	192,892	\$	928,187	\$	775,668

FOR THE YEAR ENDED DECEMBER 31, 2019 STATEMENT OF FUNCTIONAL EXPENSES (WITH COMPARATIVE TOTALS FOR 2018) NEW DETROIT, INC.

		Program Services	ram				Supporting Services	gu s			2019 <u>Total</u>		2018 <u>Total</u>
:	Edu opp	Improving Educational Opportunity	R Under Raci	Racial Understanding/ <u>Racial Equity</u>	Man	Management and <u>General</u>	Fundraising		Communications				
Employee Compensation: Salaries	€9	8.755	69	175.459	€9	106 869	372	37 246 \$	0 434	6	337 763	¥	586 007
Fringe Benefits		285		27,132		8,668				.	44.738	•	102 011
Payroll Taxes		800		14,481		7,895	3,	3,003	751		26,930		40,219
Total Employee Compensation	₩	9,840	€9	217,072	₩	123,432	\$ 47,	47,464 \$	11,623	↔	409,431	↔	729,227
Other Expenses:													
Program Initiatives				19,403		1,000		ı			20,403		30,011
Community Support		320		40		•		1			360		9,508
Occupancy		ı		56,676		19,421	16,	16,355	11,244		103,696		117,549
Professional and Consulting Fees		8,777		93,684		16,928	23,	23,097	8,348		150,834		279,200
Program Grants		2,796		196,235		ı		,	•		199,031		237,177
Office Supplies		•		15,165		5,527	, 5	5,405	3,950		30,047		38,406
Conferences		•		8,744		6,220		909	333		15,903		5,171
Telephone		•		1,788		614		605	443		3,450		5,681
Meetings and Committee Expenses		,		2,121		1,023		813	595		4,552		4,997
Insurance		•		5,728		2,142	2,	2,109	1,545		11,524		10,850
Repairs and Maintenance		•		16		9		9	4		32		896
Dues and Subscriptions		•		433		302		88	44		867		5,577
Moving Costs				1,351		528		520	381		2,780		1
Loss on Disposal of Fixed Assets				•		1,448					1,448		,
Miscellaneous		•		1		2,878		1	1		2,878		4.730
Total Expenses Before											Walter Constitution of the		
Depreciation	↔	21,733	₩	618,456	69	181,469	\$ 97,	\$ 890'26	38,510	€9	957,236	↔	1,478,980
Depreciation	A 7 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	•		1,489		524		441	303		2,757		2,759
Total Expenses	6	21,733	ь	619,945	69	181,993	\$ 97.	\$ 605'26	38,813	↔	959,993	€	1,481,739
	The	accompa	nvino	notes a	e au	integral	art of	sstat			The second state of the se		

NEW DETROIT, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2019 (WITH COMPARATIVE TOTALS FOR 2018)

		<u>2019</u>		<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in Net Assets	\$	152,519	\$	(443,144)
Adjustments to Reconcile Change in Net Assets				
to net Cash Provided by (Used for) Operating Activities				
Depreciation		2,757		2,759
Loss on Disposal of Fixed Assets		1,448		-
Net Realized and Unrealized (Gains) and Losses on Investments		(10,077)		5,215
Change in Grants and Accounts Receivable		(157,655)		133,075
Change in Prepaid Expenses		4,718		4,938
Change in Accounts Payable and Accrued				
Expenses		(56,356)		35,485
Change Increase in Fiduciary Deposits Payable		(150,000)		150,000
Net Cash Used for Operating Activities	\$	(212,646)	<u>\$</u>	(111,672)
CASH FLOWS FROM INVESTING ACTIVITIES				
Investment Purchases, Issuances and Settlements	<u>\$</u>	2,880	\$	574
Net Cash Provided by (Used for) Investing Activities	<u>\$</u>	2,880	\$	574
Decrease in Cash and Cash Equivalents	\$	(209,766)	\$	(111,098)
CASH AND CASH EQUIVALENTS, Beginning of year		910,381		1,021,479
CASH AND CASH EQUIVALENTS, End of year	\$	700,615	\$	910,381

(1) NATURE OF OPERATIONS

New Detroit, Inc. (the "Corporation") is a coalition of leaders working to achieve racial understanding and racial equity in Metropolitan Detroit. The Corporation's principal source of revenue is from grants and contributions.

The Corporation provides the following program services to communities:

<u>Racial Understanding</u> – To provide leadership to advance race relations in all areas of our community by providing forums, information, advocacy and learning experiences that lead to more equitable outcomes for people of color.

Racial Equity – To provide leadership and direction for achieving equity among all races in the areas of income, quality education & health and safety in Detroit.

(2) SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting and are in conformity with the industry audit guide for Audits of Not-for-Profit Entities published by the American Institute of Certified Public Accountants.

Principles of Reporting

The Corporation adopted FASB issued ASU 2016-14, Not-for Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return.

Net Assets Presentation

Net assets without donor restrictions are net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Corporation's management and the board of directors.

Net assets with donor restrictions are net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions by the Corporation or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

(2) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets Presentation (continued)

Donor restricted contributions are reported as increases in net assets with donor restrictions. 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.

Recognition of Contributions

Contributions received are recorded as with donor restrictions and without donor restrictions, depending on the existence and/or nature of any donor restrictions. Contributions that are restricted by the donor are reported as an increase in net assets, depending on the nature of the restriction. When a restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified as net assets without donor restrictions and are reported in the statement of activities as net assets released from restrictions.

Tax Exempt Status

The Corporation has been classified by the Internal Revenue Service ("IRS") as a not-for-profit organization exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code. Additionally, the Corporation has been classified by the IRS as an organization that is not a private foundation.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Corporation considers all shortterm securities purchased with maturities of three months or less to be cash equivalents.

Fixed Assets

Fixed assets are carried at cost or, if donated, at fair market value at the time of the donation. Depreciation is provided on a straight-line basis over the estimated useful lives of the assets, which range from five to ten years. The Corporation's policy is to capitalize acquisitions of five hundred dollars or more.

(2) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses

In the Statement of Functional Expenses, salaries and both direct and indirect expenses are allocated to program services and management and general services based on the employee's time devoted to those programs. The percentage of employee's time devoted to those programs are then multiplied by the square footage of the employee's office floor space.

Use of Estimates

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

Fair Value Measurements

The Corporation uses fair value measurements in the preparation of its financial statements, which utilize various inputs, including those that can be readily observable, corroborated, or are generally unobservable. The Corporation utilizes market-based data and valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Additionally, the Corporation applies assumptions that market participants would use in pricing an asset or liability, including assumptions about risk. The FASB codification establishes a framework for measuring fair value, which includes a hierarchy based on the quality of inputs used to measure fair value, and provides specific disclosure requirements based on the hierarchy. The FASB codification requires the categorization of financial assets and liabilities, based on the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets and liabilities and the lowest priority to unobservable inputs. The various levels of the FASB codification fair value hierarchy are described as follows:

(2) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fair Value Measurements (continued)

- Level 1 Financial assets and liabilities whose values are based on unadjusted quoted market prices for identical assets and liabilities in an active market that the Corporation has the ability to access.
- Level 2 Financial assets and liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable for substantially the full term of the asset or liability.
- Level 3 Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement.

The FASB Codification requires the use of observable market data, when available, in making fair value measurements. When inputs used to measure fair value fall within different levels of the hierarchy, the level within which the fair value measurement is categorized is based on the lowest level input that is significant to the fair value measurement.

(3) CONCENTRATIONS OF RISK

Concentration of Credit Risk

Financial instruments which can potentially subject the Corporation to concentrations of credit risk consist principally of cash, cash equivalents, grants receivable and accounts receivable. The Corporation's cash is in two different banking institutions. At December 31, 2019, the carrying balance is \$700,615 and the bank balance is \$703,918, which exceeded the FDIC limit by \$345,031. The Corporation's grants receivable and accounts receivable are principally due from foundations.

(4) GRANTS AND ACCOUNTS RECEIVABLE

Grants and accounts receivable as of December 31, 2019 and 2018 are as follows:

		<u>2019</u>	<u>2018</u>
Grants Receivable	\$	150,000	\$ -
Accounts Receivable	-	55,865	 48,210
Total Grants and Accounts Receivable	\$	205,865	\$ 48,210

An allowance for uncollectible accounts was not considered necessary at December 31, 2019 and 2018.

(5) INVESTMENTS

The Corporation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of December 31, 2019 are summarized as follow:

							<u>Fa</u>	<u>iir Value at I</u>	Repoi	rting Date
<u>Description</u>	Price Ma	Level 1: Quoted es in Active arkets for tical Assets	Sig (Obs	evel 2: nificant Other servable nputs	Siç Uno	evel 3: gnificant bservable Inputs		<u>2019</u>		<u>2018</u>
Investment in Endowment Fund	\$		\$	-	\$	62,250	\$	62,250	\$	55,053
Cash and Cash Equivalents		700,615		_		-	angesta quin	700,615	\$	910,381
Total	\$	700,615	\$	•	\$	62,250	\$	762,865	\$	965,434

(5) INVESTMENTS (CONTINUED)

The fair value reconciliation of the Corporation's Level 3 assets measured at fair value on a recurring basis for the year ended December 31, 2019 is as follows:

 owment und
\$ 55,053
10,077
 (2,880)
\$ 62,250
\$ 10,077
Ē

(6) AVAILABILITY AND LIQUIDITY

The following represents the Corporation's financial assets at December 31, 2019:

Financial Assets at Year End:	
Cash	\$ 700,615
Grants and Contracts Receivable	 205,865
Total Financial Assets	\$ 906,480
Less amounts not available to be used within one year:	
Net Assets with Donor Restriction	 192,892
Financial Assets available to meet general expenditures over the next	
twelve months	\$ 713,588

(7) PROPERTY AND EQUIPMENT

Property and equipment activity for the year ended December 31, 2019 is presented below:

	В	eginning						End
	9	of Year	<u>Ac</u>	<u>lditions</u>	Re	<u>tirements</u>	9	of Year
Furniture and Equipment	\$	67,207	\$	-	\$	(24,983)	\$	42,224
Less: Accumulated Depreciation		(59,463)		(2,757)		23,535		(38,685)
Net Total	<u>\$</u>	7,744	\$	(2,757)	\$	(1,448)	\$	3,539

(8) FIDUCIARY DEPOSITS

The Corporation acts as a fiduciary for several non-profit organizations. As such, the Corporation receives contributions from various funding sources on behalf of its client organizations. These funds are held in a fiduciary capacity until they are disbursed. Under the FASB codification, the Corporation reports amounts received and not disbursed on behalf of its clients as Cash and Cash Equivalents and Fiduciary Deposits Payable. Activity in Fiduciary Deposits Payable for the years ended December 31, 2019 and 2018 is as follows:

	<u>2019</u>		<u>2018</u>
Balance, Beginning of Year	\$ 180,133	\$	30,133
Funds Received as a Fiduciary	-		150,000
Funds Disbursed as a Fiduciary	(150,000)		
Balance, End of Year	\$ 30,133	<u>\$</u>	180,133

(9) CHARITABLE ENDOWMENT FUND

The Corporation has established the New Detroit Race Relations Fund (the "Endowment Fund") as a component fund of the Community Foundation for Southeast Michigan (the "Foundation"). The Endowment Fund is an asset of the Foundation. The Foundation transfers earnings on the Endowment Fund to the Corporation periodically in the form of grants so long as the Corporation continues to meet its tax-exempt purpose. In accordance with the FASB

Codification, the portion of the Endowment Fund that was funded by the Corporation, plus net earnings on that balance, represent a reciprocal transfer and are therefore included in the Corporation's financial statements.

The fair value of the Endowment Fund as of December 31, 2019 and 2018, and the portion included in the Corporation's investments, are as follows:

	<u>2019</u>	<u>2018</u>
Fair Value of the Endowment Fund	\$ 97,396	\$ 86,135
Portion of Endowment Fund included in the Financial Statements:		
Without Donor Restrictions	\$ 62,250	\$ 55,053

Reconciliations of the fair value of Endowment Fund assets included in the Corporation's financial statements as of December 31, 2019 and 2018 are as follows:

Without Donor

	Restrictions			
Changes in Endowment Fund Assets:		<u>2019</u>		<u>2018</u>
Changes in Endowment Fund Assets: Net Realized and Unrealized (Loss)/Gain Less: Administrative Expenses	\$	10,077 (2,880)	\$	(5,215) (574)
Net (Decrease)/Increase in Endowment Fund Assets	\$	7,197	\$	(5,789)
Endowment Fund Assets, Beginning of Year		55,053		60,842
Endowment Fund Assets, End of Year	\$	62,250	\$	55,053

(10) NET ASSETS WITH DONOR RESTRICTIONS

Net Assets With Donor Restrictions are available as of December 31, 2019 and 2018 for the following purposes and periods:

	<u>2019</u>	<u>2018</u>
Net Assets With Donor Restrictions-Program Activities		
Racial Understanding	\$ 15,900	\$ 328,037
Improving Educational Opportunity	23,173	45,492
Community Engagement	 3,819	 <u>3,819</u>
Total Net Assets With Donor Restrictions Programs-Program Activities	\$ 42,892	\$ 377,348
Net Assets With Donor Restrictions for use in Future Periods	 150,000	 _
Total Net Assets With Donor Restrictions	\$ 192,892	\$ 377,348

(11) RELEASED NET ASSETS WITH DONOR RESTRICTIONS

Net Assets With Donor Restrictions were released from donor restrictions by incurring expenses, satisfying the restricted purposes or by occurrence of other events specified by donors, as follows:

Net Assets With Donor Restrictions whose restrictions were accomplished for the following programs:	<u>2019</u>		<u>2018</u>
Racial Understanding	\$ 318,482	\$	438,675
Improving Educational Opportunity	 15,976	-,,,,,,	108,159
Total Restricted for Programs	\$ 334,458	\$	546,834
Net Assets With Donor Restrictions for use in Future Periods	_		125,000
Total Net Assets With Donor Restrictions Released from Restrictions	\$ 334,458	\$	671,834

(12) LEASES

The Corporation leases office space and copier equipment under non-cancelable operating leases. Total rental expense was \$124,011 and \$143,381 in 2019 and 2018, respectively.

Future minimum lease payments are as follow:

2020	\$ 33,042
2021	44,568
2022	43,651
2023	35,218
2024	36,179
2025	 12,167
Total	\$ 204,825

(13) COMPARATIVE TOTALS

The financial statements include certain prior-year summarized comparative information in total but not in detail in a statement of functional expenses. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Corporation's financial statements as of and for the year ended December 31, 2018, from which the summarized information was derived.

(14) SUBSEQUENT EVENTS

Subsequent events have been evaluated through August 5, 2020, which is the date the financial statements were available to be issued. Events occurring after that date have not been evaluated to determine whether a change in the financial statements would be required.

(14) SUBSEQUENT EVENTS (CONTINUED)

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) originated in Wuhan, China and has since spread to other countries including the U.S. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. In addition, as of March 23, 2020, Michigan governor Gretchen Whitmer ordered the closure of the physical location of every "non-life sustaining" business for what may be an extended period of time. The Corporation closed their physical locations and all employees began working remotely on March 16, 2020. Future potential impacts may include continued disruptions or restrictions on their employees' ability to work and impairment of our ability to obtain contributions and volunteers. Many charitable organizations that the Corporation anticipated being sources of philanthropic revenue have focused their giving to COVID response and public health. In addition, many of the institutions that the Corporation anticipated providing fee-based services to have been disrupted. The future effects of these issues are unknown particularly as national attention has shifted to racial justice in the wake of health and mortality disparities by race and civil unrest following the death of George Floyd.

Subsequent to year end, the Corporation applied for and was approved a \$73,800 loan under the Paycheck Protection Program created as part of the relief efforts related to COVID-19 and administered by the Small Business Administration. The loan accrues interest at 1%, but payments are not required to begin for six months after the funding of the loan. The Corporation is eligible for loan forgiveness of up to 100% of the loan, upon meeting certain requirements. The loan is uncollateralized and is fully guaranteed by the Federal government.