

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
FINANCIAL REPORT
AUGUST 31, 2018 AND 2017

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION

AUGUST 31, 2018 AND 2017

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Brenda J. McGivern, P.C.
Certified Public Accountant

INDEPENDENT ACCOUNTANTS' REPORT

To the Board of Directors of
New England Educational Opportunity Association
77 Massachusetts Ave. Rm N52-130
Cambridge, MA 02139

We have reviewed the accompanying statements of financial position of New England Educational Opportunity Association (a non-profit corporation) as of August 31, 2018 and 2017, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Organization management. A review is substantially less in scope than an audit, the objective of which is to express and opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Brenda J. McGivern CPA

March 26, 2019

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OFFICES

STOUGHTON
532 Page Street
Stoughton, MA 02072
(781) 341-0930

PRUDENTIAL TOWER
800 Boylston Street, 16th Floor
Boston, MA 02199
(617) 830-2289

RIVERSIDE CENTER
275 Grove Street, Ste. 2-400
Newton, MA 02466
(617) 334-7400

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
 STATEMENTS OF FINANCIAL POSITION
 AUGUST 31, 2018 and 2017
 SEE INDEPENDENT ACCOUNTANTS' REPORT

	2018	2017
<hr/>		
ASSETS		
Cash	\$ 141,444	\$ 141,801
Prepaid Expenses and Deposits	4,053	10,000
Investments - Short Term	<u>19,682</u>	<u>56,823</u>
Total Current Assets	165,179	208,624
Investments - Long Term	<u>69,383</u>	<u>32,078</u>
Total Assets	<u>\$ 234,562</u>	<u>\$ 240,702</u>
NET ASSETS		
Unrestricted	<u>\$ 234,562</u>	<u>\$ 240,702</u>
Total Net Assets	<u>\$ 234,562</u>	<u>\$ 240,702</u>

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
 STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
 FOR THE YEARS ENDED AUGUST 31, 2018 and AUGUST 31, 2017
 SEE INDEPENDENT ACCOUNTANTS' REPORT

	2018	2017
SUPPORT AND REVENUE		
Annual Conference	\$ 114,972	\$ 87,018
National Trio Day	41,565	33,690
Member and State Dues	19,125	15,395
Leadership Institute	-	3,000
Professional Development Reg Fees	975	3,140
Miscellaneous Income	-	760
Interest Income	176	160
General Foundation Support	<u>11,000</u>	<u>10,000</u>
Total Support and Revenue	<u>187,813</u>	<u>153,163</u>
EXPENSES		
Annual Conference	58,417	50,046
Council for Opportunities in Education	40,632	48,209
National Trio Day	49,036	12,137
Leadership Institute	3,300	10,094
General & Administrative	<u>42,568</u>	<u>37,570</u>
Total Expenses	<u>193,953</u>	<u>158,056</u>
INCREASE IN NET ASSETS	(6,140)	(4,893)
NET ASSETS, Beginning of Year	<u>240,702</u>	<u>245,595</u>
NET ASSETS, End of Year	<u>\$ 234,562</u>	<u>\$ 240,702</u>

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED AUGUST 31, 2018 and AUGUST 31, 2017
SEE INDEPENDENT ACCOUNTANTS' REPORT

	2018	2017
Annual Conference		
Hotel	\$ 54,382	\$ 47,317
Printing	1,572	-
Committee Expense	761	-
Speaker Fees	755	750
Miscellaneous	546	-
Refunds	300	1,240
Supplies	101	739
Total Annual Conference	<u>58,417</u>	<u>50,046</u>
Council for Opportunities in Education		
Policy Seminar	22,529	25,787
Travel	12,817	12,334
Dues	4,000	4,000
Other	683	1,080
Advertising	500	-
Gift Basket	103	8
Fair Share Contribution	-	5,000
Total Council for Opportunities in Education	<u>40,632</u>	<u>48,209</u>
National Trio Day		
Hotel	39,248	4,832
Transportation	8,038	6,400
Refunds	1,250	310
Food and Entertainment	500	500
Miscellaneous	-	95
Speaker Fees	-	-
Total National Trio Day	<u>49,036</u>	<u>12,137</u>
Leadership Institute		
Director Contract	3,000	2,500
Hotel	300	4,474
Faculty	-	2,940
Travel	-	180
Total Leadership Institute	<u>3,300</u>	<u>10,094</u>
General and Administrative		
Board/Committee Travel and Meetings	16,094	18,290
Member Professional Development	8,046	5,867
Professional Fees	4,424	4,905
Committee Expenses	3,416	615
Bonding and Insurance	2,376	2,376
President Account	1,916	832
NEOA Achiever Expenses	1,759	236
Bank and Paypal Fees	1,756	1,482
President - Elect	1,009	1,273
Website and Software Expenses	765	694
Affiliate Memberships	500	500
Association Awards	340	492
Treasurer	113	8
Miscellaneous	54	-
Total General and Administrative	<u>42,568</u>	<u>37,570</u>
Total Functional Expenses	<u>\$ 193,953</u>	<u>\$ 158,056</u>

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED AUGUST 31, 2018 and AUGUST 31, 2017
SEE INDEPENDENT ACCOUNTANTS' REPORT

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ (6,140)	\$ (4,893)
Adjustments to Reconcile Excess of Support and Revenue Over Expenses to Net Cash Provided by Operating Activities		
Change in Prepaid Expenses and Deposits	5,947	(10,000)
Net Cash (Used In) Provided by Operating Activities	<u>(193)</u>	<u>(14,893)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
(Increase)/Decrease in Short-Term Investments	37,141	(14,995)
Decrease/(Increase) in Long-Term Investments	<u>(37,305)</u>	<u>14,834</u>
Net Cash Used for Investing Activities	<u>(164)</u>	<u>(161)</u>
Net (Decrease) Increase in cash and cash equivalents	(357)	(15,054)
Cash and cash equivalents, Beginning of Year	<u>141,801</u>	<u>156,855</u>
Cash and cash equivalents, End of Year	<u>\$ 141,444</u>	<u>\$ 141,801</u>

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2018 and 2017
SEE INDEPENDENT ACCOUNTANTS' REPORT

NOTE 1. SUMMARY OF OPERATIONS AND ACCOUNTING POLICIES

Operations:

New England Educational Opportunity Association (NEOA) is a Massachusetts not-for-profit corporation chartered in 1976. NEOA's mission is to advocate for access to and success in postsecondary education for low income individuals, minority group members, first generation college students and college students with disabilities. NEOA also works to develop the skills and knowledge of educational opportunity professionals working with this population.

NEOA qualifies as an organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code.

Accounting policies:

A summary of the Organization's significant accounting policies applied in the preparation of the accompanying financial statements follows:

A. Basis of accounting

The Organization maintains its books and recorded on an accrual basis of accounting, which recognizes expenses as incurred and income as earned, and accordingly reflects all significant receivables, payables and other liabilities.

B. Basis of presentation

In accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification, the Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

C. Investments

Short-Term Investments are comprised of Certificates of Deposit with maturity dates of one year or less. Long-Term Investments are comprised of Certificates of Deposit with a maturity date of more than one year.

D. Advertising

The production costs of advertising are expensed as incurred.

E. Use of estimates

In preparing financial statements in conformity with generally accepted accounting principles, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the reported period. Actual results could differ from those estimates.

F. Donated Services

No amounts have been reflected in the financial statements for donated services. NEOA generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist NEOA with its charitable mission.

NEW ENGLAND EDUCATIONAL OPPORTUNITY ASSOCIATION
 NOTES TO FINANCIAL STATEMENTS
 AUGUST 31, 2018 and 2017
 SEE INDEPENDENT ACCOUNTANTS' REPORT

NOTE 2. CASH

An analysis of cash as of August 31, 2018 and August 31, 2017 is as follows:

2018	Cash in bank and deposits in transit	Less outstanding checks	Carrying amount
Checking account	\$ 148,036	\$ 6,592	\$ 141,444
	<u>\$ 148,036</u>	<u>\$ 6,592</u>	<u>\$ 141,444</u>
2017			
Checking account	\$ 143,659	\$ 1,848	\$ 141,811
	<u>\$ 143,659</u>	<u>\$ 1,848</u>	<u>\$ 141,811</u>

NOTE 3. INVESTMENTS

An analysis of investments as of August 31, 2018 and August 31, 2017 is as follows:

	2018	2017
Certificates of Deposit - Short-Term	\$ 19,682	\$ 56,823
Certificates of Deposit - Long-Term	<u>69,383</u>	<u>32,078</u>
Total investments	<u>\$ 89,065</u>	<u>\$ 88,901</u>

NOTE 4. FEDERAL DEPOSITORY INSURANCE CORPORATION (FDIC)

The bank balances (Cash and Investments) are covered by the Federal Depository Insurance Corporation (FDIC) to the limit of \$250,000 per bank at August 31, 2018 and 2017. This limit was not exceeded at August 31, 2018 and 2017.

NOTE 5. SUBSEQUENT EVENTS

The Organization's management has included in the financial statements all contingencies and significant transactions that might influence the user's conclusions about the Organization's Statements of Financial Condition, Statement of Activities and Changes in Net Assets, Statements of Functional Expenses, and Statement of Cash Flows, through and as of March 26, 2019 the issuance date of the Independent Accountants' Report.