GEORGIA HIGH SCHOOL ASSOCIATION FINANCIAL STATEMENTS YEARS ENDED JUNE 30, 2019 AND 2018

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Established 1904

TABLE OF CONTENTS

	<u>PAGE</u>
INDEPENDENT AUDITOR'S REPORT	1- 2
FINANCIAL STATEMENTS	
Statements of Assets, Liabilities, and Net Assets – Modified Cash Basis	3
Statements of Support, Revenues, Expenses and Other Changes In Net Assets – Modified Cash Basis	4 – 5
Statements of Functional Expenses – Modified Cash Basis	6 – 8
Statements of Cash Flows – Modified Cash Basis	9
NOTES TO FINANCIAL STATEMENTS	10 -17

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Georgia High School Association

Report on the Financial Statements

We have audited the accompanying financial statements of the Georgia High School Association (a nonprofit organization), which comprise the statement of assets, liabilities, and net assets – modified cash basis as of June 30, 2019 and 2018, and the related statements of support, revenues, expenses and other changes in net assets – modified cash basis, functional expenses – modified cash basis, and cash flows – modified cash basis for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting, as described in Note A; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the 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

Georgia High School Association Page 2

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 assets, liabilities and net asset of Georgia High School Association as of June 30, 2019 and 2018, and its support, revenue, and expenses, and its cash flows for the years then ended in accordance with the modified cash basis of accounting as described in Note A.

Basis of Accounting

We draw attention to Note A of the financial statements which describes the basis of accounting. The financial statements are prepared on a modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinions are not modified with respect to this matter.

Jackson & Brown, P.C. Thomaston, Georgia September 27, 2019

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF ASSETS, LIABILITIES, AND NET ASSETS – MODIFIED CASH BASIS JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
ASSETS		
Current Assets Cash and cash equivalents Short - term investments	\$ 1,588,653 	\$ 1,325,346
TOTAL CURRENT ASSETS	1,588,653	1,325,346
Long - term investments Property and equipment (net of depreciation)	5,271,337 299,047	4,992,736 324,944
TOTAL ASSETS	<u>\$ 7,159,037</u>	<u>\$ 6,643,026</u>
LIABILITIES		
Current Liabilities – payroll withholdings	\$ 2,407	\$ 21,314
TOTAL CURRENT LIABILITIES	2,407	21,314
TOTAL LIABILITIES	2,407	21,314
COMMITMENTS AND CONTINGENCIES		
NET ASSETS Unrestricted Temporarily restricted Permanently restricted	7,156,630 	6,621,712
TOTAL NET ASSETS	7,156,630	6,621,712
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 7,159,037</u>	<u>\$ 6,643,026</u>

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF SUPPORT, REVENUES, EXPENSES AND OTHER CHANGES IN NET ASSETS – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

REVENUES	<u>2019</u>	<u>2018</u>
Invitational & regional tournaments Baseball Basketball Cheerleading Cross Country Golf Gymnastics Lacrosse One-Act Plays Soccer Softball Swimming Tennis Track Volleyball Wrestling	\$ 1,311 68,729 23,919 4,627 206 177 696 -0- 1,732 9,038 2,424 20 12,779 5,430 15,509 146,597	\$ 3,301 64,133 23,128 4,580 -0- 119 627 20 2,142 8,786 2,616 9 14,570 4,696 12,547 141,274
State tournaments & playoffs Baseball Basketball Cheerleading Competitive Dance Cross Country Esports Football Football Officials Gymnastics Lacrosse Soccer Soccer Officials Softball Swimming Tennis Track Volleyball Wrestling Weight Appeals	196,935 898,438 89,128 9,202 4,938 19,855 1,126,842 40,425 1,564 84,446 185,782 47,236 120,106 13,751 2,910 1,341 39,566 68,768 9,600	192,609 786,236 83,630 -0- 3,219 -0- 1,770,671 -0- 2,611 21,477 166,148 40,920 94,489 180 5,676 1,068 31,137 59,405 10,100
	2,960,833	3,269,576

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF SUPPORT, REVENUES, EXPENSES AND OTHER CHANGES IN NET ASSETS – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

Other revenues	<u>2019</u>	<u>2018</u>
Dues from member schools	400.460	110 202
	109,160	110,202
Corporate sponsorships	710,340	791,914
Rule books and publications	163	285
Vendor & Licensing Royalties	64,082	134,846
Fines	339,814	285,320
Officials' registration & insignia	365,842	298,082
Community coach registration	518,050	504,860
Trophies and awards	6,496	12,674
·	•	•
Media Partnerships	80,000	80,000
Miscellaneous	3,405	2,630
Camp fees	84,073	<u>80,110</u>
	2,281,425	2,300,923
TOTAL UNRESTRICTED REVENUES	5,388,855	5,711,773
EXPENSES	5,136,991	5,561,382
INCREASE IN NET ASSETS – OPERATING	251,864	150,391
NON-OPERATING ITEMS Investment income Write-off of stale checks	279,227 <u>3,827</u>	448,915 2,726
TOTAL NON-OPERATING ITEMS	283,054	451,641
	·	
INCREASE IN UNRESTRICTED		
NET ASSETS	<u>534,918</u>	602,032
NET ASSETS AT BEGINNING OF YEAR	6,621,712	6,019,680
	<u></u>	
NET ASSETS AT END OF YEAR	<u>\$ 7,156,630</u>	<u>\$ 6,621,712</u>

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

SALARIES Executive Director Assistant Executive Director Associate Directors Administrative Associates Executive Director – Retired	\$ 12 9 44 26	28,750 95,585 48,978 64,093 -0- 37,406	2018 \$ 125,000 90,755 430,900 255,731 133,875 1,036,261
TRAVEL EXPENSES AND ALLOWANCES National Meetings State Meetings State Executive Committee Executive Director Administrative Staff Hardship Committee Youth Leadership Program Reclassifications and Miscellaneous		58,549 6,930 43,214 1,200 2,751 6,332 9,272 15,727 43,975	27,891 -0- 26,574 5,529 5,589 8,375 14,222 8,886 97,066
TOURNAMENTS Baseball Payout to Schools Basketball Payout to Schools Cheerleading Payout to Schools Competitive Dance Cross Country Football Payout to Schools Golf Gymnastics Lacrosse Payout to Schools Riflery Soccer Payout to Schools	20 20 78	35,561 64,430 45,148 64,844 63,213 12,264 8,501 4,272 04,384 80,163 8,952 6,173 14,269 17,127 3,373 36,460 59,309	71,326 37,245 132,230 281,331 64,896 13,470 1,302 3,820 271,220 1,030,313 7,058 5,810 10,556 7,051 2,959 105,375 29,549

Continued

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
Softball	49,361	46,821
Payout to Schools	46,257	22,530
Swimming	10,319	15,674
Tennis	3,367	5,412
Track	14,146	19,593
Volleyball	11,277	11,652
Payout to Schools	8,185	5,790
Wrestling	<u>105,325</u>	<u>137,080</u>
TOTAL TOURNAMENTS	2,126,680	2,340,063
BOOKS AND PUBLICATIONS		
Rule books	73,734	79,972
CLINICS AND EXAMS		
Baseball	4,855	4,618
Basketball	5,740	3,882
Cheerleading	362	699
Football	4,575	4,628
Gymnastics	58	84
Lacrosse	50	50
Soccer	2,036	3,529
Softball	5,072	5,180
Swimming/Diving	120	296
Track	926 4 579	336 608
Volleyball Wrestling	1,578 200	1,673
vvicsuiily	<u>200</u> 25,572	25,583
	20,012	25,503

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
BUILDING AND EQUIPMENT MAINTENANCE AND EXPENSE		
Outside services and supplies	46,788	50,319
Utilities	13,466	12,959
Repairs	9,023	16,199
·	69,277	79,477
OTHER EXPENSES		
Insurance	764,293	837,138
Outside services	168,614	171,082
Office supplies	12,241	15,813
Postage and delivery	16,523	13,169
Telephone & communications	3,228	11,497
Professional fees	57,327	58,710
Marketing expense	10,613	13,260
State meets (non-athletic)	40,007	38,695
Flowers and honoraria	600	200
Retirement expense	101,711	116,718
Community coaching program	172,549	166,031
AAASP Sports modicine	76,000	75,500
Sports medicine NASO summit	2,494 6,000	757 823
Depreciation	27,431	21,659
Dues and subscriptions	2,743	2,732
Trophies and awards	93,130	84,213
Officials' evaluations	17,367	17,322
Officials' supplies	14,375	24,006
Officials' camps	58,865	53,081
Payroll taxes	69,609	78,867
City and county taxes	783	1,256
Licensing payouts	43,844	100,431
	1,760,347	1,902,960
	<u>\$ 5,136,991</u>	\$ 5,561,382

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF CASH FLOWS – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2019 AND 2018

		<u>2019</u>		<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES Increase in net assets Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:	\$	534,918	\$	602,032
Depreciation Net (gain) on investments (Decrease) Increase in payables Decrease in prepaid expenses		27,431 (279,227) (18,907) -0-		21,659 (448,915) 15,815 4,750
NET CASH PROVIDED BY OPERATING ACTIVITIES		264,215		195,341
CASH FLOWS FROM INVESTING ACTIVITIES				
Cash provided by investments Payments for property and equipment		625 (1,533)		116,192 (23,398)
NET CASH PROVIDED BY INVESTING ACTIVITIES		(908)		92,794
CASH FLOWS FROM FINANCING ACTIVITIES				
NET INCREASE IN CASH AND CASH EQUIVALENTS		263,307		288,135
BEGINNING CASH AND CASH EQUIVALENTS		<u>1,325,346</u>		1,037,211
ENDING CASH AND CASH EQUIVALENTS	<u>\$</u>	<u>1,588,653</u>	<u>\$</u>	1,325,346
SUPPLEMENTAL DISCLOSURES OF CASH PAID	DURI	NG THE YE	AR F	OR:
Interest Foreign taxes on investments	\$	 539	\$	 492

See the accompanying notes and auditor's report.

NOTES TO FINANCIAL STATEMENTS

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Georgia High School Association (the Association) promotes education in Georgia high schools from a mental, physical, and moral viewpoint through the study of public speaking, the standardization and encouragement of athletics, and the appreciation of fine arts through regional and state contests. The Association's support comes primarily from member dues, corporate sponsorships, and event admission receipts.

Basis of Accounting

The books of the Association are maintained on the "modified cash basis" of accounting, which is a comprehensive basis of accounting other than generally accepted accounting principles. Consequently, certain revenues and related assets are recognized when received rather than when earned and certain expenses and purchases of assets are recognized when cash is disbursed rather than when the obligation is incurred. Modifications to the cash basis of accounting result from management's decision to record property and equipment and related depreciation, prepaid expenses and current liabilities in the accompanying statement of assets, liabilities and net assets-modified cash basis.

Basis of Presentation

The Association is required to report 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.

Catastrophic insurance premiums collected from member schools in fiscal year 2019 were \$ 202,835 and were \$ 200,235 for fiscal year 2018. These amounts have been subtracted from insurance expense for statement presentation.

Property and Equipment

The Association capitalizes property and equipment over \$500. Lesser amounts are expensed. Purchased property and equipment is capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions.

Absent donor stipulations regarding how long those donated assets must be maintained, the Association reports expirations of donor restrictions when the donated or acquired assets are placed in service.

NOTES TO FINANCIAL STATEMENTS

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Con't)

Property and Equipment (Con't)

The Association reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property and equipment are depreciated using both straight line and modified accelerated cost recovery system methods over estimated useful lives ranging from five to forty-five years.

Estimates

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

Contributions

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

Contributed Services

No amounts have been reflected in the financial statements for donated services. The Association generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Association at the members' facilities, but these services do not meet the criteria for recognition as contributed services. The Association receives more that 3,000 volunteer hours per year.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

NOTES TO FINANCIAL STATEMENTS

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Con't)

Investments (Con't)

Short-term investments consist of certificates of deposit with original maturities of twelve months or less. Long-term investments consist of money market funds and debt and equity securities with original maturities greater than twelve months.

Income Taxes

The Association is a not – for – profit organization that is exempt from income taxes under Section 501(c) (3) of the Internal Revenue Code and is classified by the Internal Revenue Service as an organization that is not a private foundation..

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Association considers all highly liquid investments available for current use with a maturity of three months or less when purchased to be cash equivalents.

Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform with the presentation in the current-year financial statements.

NOTE B - RESTRICTIONS OF NET ASSETS

All of the Association's net assets are unrestricted.

NOTE C - CONCENTRATION OF CASH DEPOSITS

As of August 4, 2017 The Association has established an Automated Clearing House (ACH) debit and credit link between its Raymond James broker account and its SouthCrest Bank accounts. This arrangement allows The Association to secure deposits over \$250,000 under Securities Investor Protection Corporation (SIPC). From time to time, the deposits in SouthCrest Bank exceed FDIC insurance limits.

NOTES TO FINANCIAL STATEMENTS

NOTE D - INVESTMENTS

The fair values of short-term investments totaled \$ -0- and \$ -0- at June 30, 2019 and 2018, respectively. The fair values of long-term investments totaled \$5,271,337 and \$4,992,736 at June 30, 2019 and 2018, respectively. Investment advisory fees of \$37,960 and \$35,900 were paid at June 30, 2019 and 2018 respectively.

Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the value of investment securities will occur in the near term and that such changes could materially affect the Association's financial condition.

The following schedule summarizes investment income and their classification in the statement of activities for the years ended:

	June 30, 2019		June 30, 201			<u> 2018 </u>		
	Ur	nrestricte	d	Total	L	Inrestricte	b	Total
Interest & dividend income Net realized & unrealized	\$	106,045	\$	106,045	\$	89,425	\$	89,425
gains (Losses) Total investment income	\$	173,182 279,227	\$	173,182 279,227	\$	359,490 448,915	\$	359,490 448,915

NOTES TO FINANCIAL STATEMENTS

NOTE E - FAIR VALUE MEASUREMENTS

The fair value measurements and levels within the fair value hierarchy of those measurements for the assets reported at fair value on a recurring basis are as follows:

Description	Fair Val	f	in Ac	oted Prices ctive Market ntical Assets (Level 1)			Qu in Ac	oted Prices tive Markets entical Assets (Level 1)
<u> </u>		<u> </u>		(=0.01.1)	<u> </u>	vaiae		(==++
Short-term Investments Certificates of Deposit	\$	<u>-0</u> -	<u>\$</u>	-0-	\$	-0-	<u>\$</u>	-0-
Total short-term Investments	<u>\$</u>	<u>-0</u> -	<u>\$</u>	-0-	<u>\$</u>	-0-	<u>\$</u>	-0-
Long-term Investments								
Money Market Funds Common Stocks, Bonds	\$ 233, ¹	706	\$	233,706	\$	193,772	\$	193,772
REITs	4,376,	652		1,376,652	4	,210,571		4,210,571
Government Securities	660,			660,979	• ;	<u>588,393</u>	_	588,393
Total long-term Investments	<u>\$ 5,271,3</u>	<u>337</u>	\$ <u></u>	5,271,337	<u>\$ 4.</u>	<u>,992,736</u>	<u>\$</u>	4,992,736

The Association recognizes transfers of assets into and out of levels as of the date an event or change in circumstances causes the transfer. There were no transfers between levels in the years ended June 30, 2019 and 2018.

Short-term investments and long-term investments are reported at fair value on a recurring basis determined by reference to quoted market prices and other relevant information generated by market transactions.

NOTES TO FINANCIAL STATEMENTS

NOTE F – PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	<u>2019</u>		<u>2018</u>
Office furniture, fixtures, and equipment Office building & improvements Land – office building (non-depreciable) Land – other (non-depreciable)	\$ 588,800 603,183 6,210 11,774	\$	587,267 603,183 6,210 11,774
Accumulated depreciation	1,209,967 <u>(910,920)</u>		1,208,434 (883,490)
	<u>\$ 299,047</u>	<u>\$</u>	324,944

NOTE G - RETIREMENT PLANS

The Association provides a defined contribution retirement plan.

Contributions are made to various tax sheltered annuities (TSA's) established in the names of the individuals.

Retirement expense recognized by the Association for fiscal years 2019 and 2018 was as follows:

	<u>2019</u>	<u>2018</u>
Tax sheltered annuities	<u>\$ 101,711</u>	<u>\$ 116,718</u>
Total Retirement Expense	<u>\$ 101,711</u>	<u>\$ 116,718</u>

NOTES TO FINANCIAL STATEMENTS

NOTE H - CONTINGENCIES

As of September 27, 2019 (the date of this report), The Georgia High School Association was not involved in any threatened or pending litigation with the exception of the following:

On November 17, 2016, Charles Dawson Ellis filed suit against the Georgia High School Association and others in Civil Action File No. 16109198 in the Superior Court of Cobb County, Georgia. The suit alleges that the Plaintiff participated in a wrestling tournament sanctioned by the GHSA and during the tournament contracted a skin disease as a result of the failure of the Defendants to properly supervise the event and otherwise prevent injury to participants. The GHSA filed its defenses on numerous grounds including, among other defenses, that the tournament was not sanctioned by the GHSA and that the suit had not been filed within the applicable statute of limitations.

The GHSA subsequently filed a motion to dismiss the complaint as to the GHSA and thereafter the Plaintiff dismissed his action without prejudice on August 14, 2017. The action was subsequently refiled by the Plaintiff. The GHSA will defend the same vigorously and no loss is anticipated which would exceed the liability insurance coverage of the GHSA.

Counsel is not aware of any unasserted claims or assessments against the GHSA other than those associated with student eligibility to participate in extracurricular activities and member disciplinary appeals which seek no monetary damages, other than a request for attorney's fees.

NOTE I - STATEMENT OF CASH FLOWS

The Association had non-cash investing transactions consisting of reinvested interest, dividends and capital gains in the amount of \$94,319 in fiscal year 2019 and \$409,455 in fiscal year 2018.

NOTES TO FINANCIAL STATEMENTS

NOTE J - UNCERTAIN TAX POSITIONS

The Association has determined that there are no uncertain tax positions that qualify for either recognition or disclosure in the financial statements.

The Association's Form 990, *Return of Organization Exempt from Income Tax*, for the fiscal years ending in 2016, 2017, and 2018 are subject to examination by the IRS, generally for three years after they are filed.

NOTE K - SUBSEQUENT EVENTS

The Association has evaluated subsequent events for potential recognition or disclosure through September 27, 2019 the date which the financial statements were available to be issued.