FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2017 AND 2016

OFFICERS

President Vice President Executive Director Assistant Executive Director Dr. Glenn White Lisa Moore Williams Dr. James R.Hines,Jr. Jay Russell

BOARD OF TRUSTEES

Don Corr

Jesse Crews

Jim Finch

Joe Lancaster

Gary Long

Tommy Stringer

Wes Taylor

Established 1904

TABLE OF CONTENTS

	~
INDEPENDENT AUDITOR'S REPORT	- 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	- 16

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, 2017 and 2016, 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 combined financial statements.

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

<u>Opinion</u>

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, 2017 and 2016, 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 15, 2017

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF ASSETS, LIABILITIES, AND NET ASSETS – MODIFIED CASH BASIS JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
ASSETS		
Current Assets Cash and cash equivalents Short - term investments Prepaid expenses	\$ 1,037,211 115,605	\$ 964,972 149,728 <u>4,750</u>
TOTAL CURRENT ASSETS	1,157,566	1,119,450
Long - term investments Property and equipment (net of depreciation)	4,544,409 <u>323,205</u>	3,933,745 339,569
TOTAL ASSETS	<u> </u>	5,392,764
LIABILITIES		
Current Liabilities – payroll taxes	<u>\$ </u>	<u>\$ </u>
TOTAL CURRENT LIABILITIES	5,499	3,118
TOTAL LIABILITIES	5,499	3,118
COMMITMENTS AND CONTINGENCIES		
NET ASSETS Unrestricted Temporarily restricted Permanently restricted	6,019,680 	5,389,646
TOTAL NET ASSETS	<u> 6,019,680</u>	5,389,646
TOTAL LIABILITIES AND NET ASSETS	<u> </u>	5,392,764

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, 2017 AND 2016

UNRESTRICTED REVENUES	<u>2017</u>	<u>2016</u>
Invitational & regional tournaments One-Act Plays Tennis Swimming Baseball Basketball Cheerleading Cross Country Lacrosse Soccer Softball Track Volleyball Wrestling	\$ 20 45 2,313 3,481 63,174 22,361 4,444 690 1,850 10,349 13,916 4,784 <u>11,908</u> 139,335	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
State tournaments & playoffs Baseball Basketball Cheerleading Cross Country Football Gymnastics Lacrosse Soccer Soccer Soccer officials Softball Swimming Track Volleyball Wrestling Weight Appeals	215,768 618,644 80,530 6,191 1,686,086 2,091 29,584 152,061 43,608 99,877 5,646 329 32,530 57,418 13,325 3,043,688	$\begin{array}{r} 73,193\\ 647,904\\ 75,210\\ 11,204\\ 1,577,487\\ 2,418\\ 15,245\\ 120,853\\ 140,700\\ 82,185\\ 5,894\\ 920\\ 27,812\\ 47,079\\ \underline{12,725}\\ 2,840,829\end{array}$

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, 2017 AND 2016

Other revenues	<u>2017</u>	<u>2016</u>
Dues from member schools	108,699	103,560
Corporate sponsorships	682,803	654,010
Rule books and publications	1,025	37,460
Vendor & Licensing Royalties	106,397	96,755
Fines	251,983	256,055
Officials' registration & insignia	309,819	285,900
Community coach registration	480,220	517,403
Trophies and awards	10,670	9,667
Media Partnerships	80,000	90,000
Miscellaneous	594	96
Camp fees	67,426	69,180
	2,099,636	2,120,086
TOTAL UNRESTRICTED REVENUES	5,282,660	5,095,320
EXPENSES	5,265,561	5,141,102
INCREASE (DECREASE) IN NET ASSETS – OPERATING	17,099	(45,782)
NON-OPERATING ITEMS		
Investment income	611,130	(7,040)
Write-off of stale checks	1,805	4,492
TOTAL NON-OPERATING ITEMS	612,935	(2,548)
INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS	630,034	(48,330)
NET ASSETS AT BEGINNING OF YEAR	5,389,646	5,437,976
NET ASSETS AT END OF YEAR	<u>\$ 6,019,680</u>	<u>\$ 5,389,646</u>

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2017 AND 2016

SALARIES	<u>2017</u>	<u>2016</u>
Executive Director	\$ 131,731	\$ 125,000
Assistant Executive Director	95,067	88,880
Associate Directors	457,105	367,099
Administrative Associates	255,796	241,515
Executive Director – Retired	 15,144	 -0-
	954,843	822,494
TRAVEL EXPENSES AND ALLOWANCES		
National Meetings	30,443	29,994
State Executive Committee	91,403	77,074
Executive Director	822	3,753
Administrative Staff	4,364	5,441
Hardship Committee	10,750	8,625
Reclassifications and Miscellaneous	 10,349	 16,601
	148,131	141,488
TOURNAMENTS		
Baseball	70,647	33,503
Payout to Schools	46,454	
Basketball	73,501	136,582
Payout to Schools	210,548	244,554
Cheerleading	65,114	54,688
Payout to Schools	10,123	14,379
Cross Country	9,372	9,086
Football	146,088	126,509
Payout to Schools	965,747	971,837
Golf	8,744	14,005
Gymnastics	3,815	4,097
Lacrosse	9,387 2,205	6,378
Payout to School	3,305	
Riflery Soccer	3,263 87 900	3,694 103 148
	87,900 33.008	193,148
Payout to Schools	33,098	43,042

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
Softball Payout to Schools Swimming Tennis Track Volleyball Payout to Schools Wrestling	39,286 36,866 18,588 2,719 31,750 11,165 7,296 94,134	31,185 27,079 14,032 3,360 24,037 11,587 7,145 100,444
TOTAL TOURNAMENTS	1,988,910	2,074,371
BOOKS AND PUBLICATIONS Rule books	91,013	119,302
CLINICS AND EXAMS Baseball Basketball Cheerleading Football Gymnastics Riflery Soccer Softball Swimming/Diving Track Volleyball Wrestling Lacrosse	4,986 7,465 2,018 6,930 350 1,565 5,346 100 529 100 341 <u>50</u> 29,780	10,188 8,276 158 2,024 260 119 1,683 7,741 184 851 1,885 33,369

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF FUNCTIONAL EXPENSES – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
PRINTING AND SUPPLIES Office supplies Constitution & by-laws Directories	21,236 	17,355 7,012 16,288
	21,236	40,655
BUILDING AND EQUIPMENT MAINTENANCE AND EXPENSE		
Outside services and supplies Utilities Repairs	36,254 13,182 6,306	47,264 14,053 5,192
	55,742	66,509
OTHER EXPENSES Insurance Outside services Postage and delivery	903,766 175,855 38,886	843,502 163,819 33,276
Telephone & communications Professional fees Marketing expense	16,573 119,340 12,769	16,753 89,918 47,256
State meets (non-athletic) Flowers and honoraria Retirement expense Community coaching program	37,675 2,750 107,770 167,624	32,792 2,296 92,571 174,187
AAASP Sports medicine NASO summit	76,000 126 3,000	75,000 2,319 3,000
Depreciation Dues and subscriptions Trophies and awards Officials' evaluations	25,581 2,731 84,451 15,936	23,844 2,621 70,703 20,246
Officials' supplies Officials' camps Payroll taxes	15,657 36,892 72,536	42,003 39,383 63,036
City and county taxes Licensing payouts	1,051 <u>58,937</u> <u>1,975,906</u> <u>\$5,265,561</u>	1,164 <u>3,225</u> <u>1,842,914</u> <u>\$5,141,102</u>

See the accompanying notes and auditor's report.

GEORGIA HIGH SCHOOL ASSOCIATION STATEMENTS OF CASH FLOWS – MODIFIED CASH BASIS YEARS ENDED JUNE 30, 2017 AND 2016

		<u>2017</u>		<u>2016</u>	
CASH FLOWS FROM OPERATING ACTIVITIES Increase (Decrease) in net assets Adjustments to reconcile increase (decrease) in net assets to net cash provided by	\$	630,034	\$	(48,330)	
operating activities: Depreciation Net (gain) loss on investments Increase in payables	_	25,581 (611,130) <u>2,381</u>		23,844 7,040 <u>98</u>	
NET CASH USED PROVIDED (USED) BY OPERATING ACTIVITIES		46,866		(17,348)	
CASH FLOWS FROM INVESTING ACTIVITIES					
Cash provided by investments Payments for property and equipment	_	34,589 (9,216)	_	559 (13,094)	
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES		25,373		(12,535)	
CASH FLOWS FROM FINANCING ACTIVITIES					
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		72,239		(29,883)	
BEGINNING CASH AND CASH EQUIVALENTS	_	964,972	_	994,855	
ENDING CASH AND CASH EQUIVALENTS	<u>\$</u>	<u>1,037,211</u>	<u>\$</u>	964,972	
SUPPLEMENTAL DISCLOSURES OF CASH PAID DURING THE YEAR FOR:					

Interest	\$ 	\$
Foreign taxes	305	\$ 446

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 music, homemaking, and other 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 2017 were \$ 200,725 and were \$ 180,080 for fiscal year 2016. 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.

<u>Estimates</u>

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

There are no restrictions on the net assets of the Association.

NOTE C – CONCENTRATION OF CASH DEPOSITS

The Association's cash balance includes deposits held at SouthCrest Bank, NA which exceed the federally insured limit of \$250,000. SouthCrest Bank, NA has pledged municipal securities with a par value of \$20,000,000 to cover the excess deposit amount over the federally insured limit of \$250,000. No losses are anticipated due to this condition.

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).

NOTES TO FINANCIAL STATEMENTS

NOTE D – INVESTMENTS

The fair values of short-term investments totaled \$115,605 and \$149,728 at June 30, 2017 and 2016, respectively. The fair values of long-term investments totaled \$4,544,409 and \$3,933,745 at June 30, 2017 and 2016, 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 returns and their classification in the statement of activities for the years ended:

	June 30, 2017			_	June 3	30,	2016	
		Unrestricted Total		U	nrestricte	d	Total	
Interest & dividend income Net realized & unrealized	\$	79,174	\$	79,174	\$	81,401	\$	81,401
gains (Losses)		<u>531,956</u>	_	<u>531,956</u>		<u>(88,441)</u>		(88,441)
Total investment income	<u>\$</u>	<u>611,130</u>	<u>\$</u>	<u>611,130</u>	\$	(7,040)	<u>\$</u>	(7,040)

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:

	J	June 30, 2017), 2016
		Quoted Prices in Active Market		Quoted Prices in Active Markets
		for Identical Assets	; f	or Identical Assets
Description	<u>Fair Value</u>	e (Level 1)	Fair Value	(Level 1)
Short-term Investments Certificates of Deposit	<u>\$ 115,60</u>	<u>5 \$ 115,605</u>	<u>\$ 149,728</u>	<u>\$ 149,728</u>
Total short-term Investments	<u>\$ 115,60</u>	<u>5 \$ 115,605</u>	<u>\$ 149,728</u>	<u>\$ 149,728</u>
Long-term Investments Money Market Funds Common Stocks Government Securities	\$ 206,93 3,754,34 583,12	8 3,754,348	\$ 188,102 3,120,587 <u>625,056</u>	\$ 188,102 3,120,587 625,056
Total long-term Investments	<u>\$ 4,544,40</u>	<u>9 </u>	<u>\$ 3,933,745</u>	<u>\$ 3,933,745</u>

NOTES TO FINANCIAL STATEMENTS

NOTE E – FAIR VALUE MEASUREMENTS (Con't)

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, 2017 and 2016.

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.

NOTE F – PROPERTY AND EQUIPMENT

Property and equipment consists of the following:

	<u>2017</u>	<u>2016</u>
Office furniture, fixtures, and equipment Office building & improvements Land – office building (non-depreciable) Land – other (non-depreciable)	\$ 563,868 603,183 6,210 <u>11,774</u>	\$ 554,651 603,183 6,210 <u>11,774</u>
Accumulated depreciation	1,185,035 <u>(861,830)</u>	1,175,818 <u>(836,249)</u>
OTE G – RETIREMENT PLANS	<u>\$ 323,205</u>	<u>\$ 339,569</u>

NOTE G – RETIREMENT PLANS

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 2017 and 2016 was as follows:

	<u>2017</u>			<u>2016</u>	
Tax sheltered annuities	<u>\$</u>	107,770	<u>\$</u>	92,571	
Total Retirement Expense	<u>\$</u>	107,770	<u>\$</u>	92,571	

NOTES TO FINANCIAL STATEMENTS

NOTE H – CONTINGENCIES

As of September 15, 2017 (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. It is anticipated that Plaintiff may refile the complaint within the six month period allowed by law, however, he has not yet done so.

In the event the Plaintiff does refile the complaint, 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. There is no currently pending litigations.

NOTE I – STATEMENT OF CASH FLOWS

The Association has non-cash investing transactions consisting of reinvested interest, dividends and capital gains in the amount of \$610,655 in fiscal year 2017 and \$0 in fiscal year 2016.

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 2014, 2015, and 2016 are subject to examination by the IRS, generally for three years after they were filed.

NOTES TO FINANCIAL STATEMENTS

NOTE K – SUBSEQUENT EVENTS

The Association has evaluated subsequent events for potential recognition or disclosure through September 15, 2017 the date which the financial statements were available to be issued.