

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA**

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2019



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Independent Auditors' Report

To the Board of Directors and Officers of
The National Federation of the Blind T/A Blind Federation of America

We have audited the accompanying consolidated financial statements of The National Federation of the Blind (a nonprofit organization), which comprise the consolidated statement of financial position as of December 31, 2019, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of The National Federation of the Blind as of December 31, 2019, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Rosen, Sapperstein & Friedlander, LLC

Rosen, Sapperstein & Friedlander, LLC
Baltimore, Maryland
March 3, 2020

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
December 31, 2019**

ASSETS

Cash and cash equivalents	\$ 3,354,466
Prepaid expenses	1,437,047
Receivables	769,031
Investments	20,328,037
Other investments - life insurance	3,079,924
Property and equipment - net	143,143
Intangible assets - net	<u>980,706</u>
TOTAL ASSETS	<u>\$ 30,092,354</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable and accrued expenses	\$ 608,641
Deferred revenue	335,360
Accrued annuity benefit	<u>28,130</u>

TOTAL LIABILITIES 972,131

NET ASSETS

Without donor restrictions	25,880,167
With donor restrictions	<u>3,240,056</u>

TOTAL NET ASSETS 29,120,223

TOTAL LIABILITIES AND NET ASSETS **\$ 30,092,354**

See Accompanying Notes to Consolidated Financial Statements

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
CONSOLIDATED STATEMENTS OF ACTIVITIES
For the Year Ended December 31, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS AND OTHER SUPPORT			
Public support			
Contributions	\$ 15,711,389	\$ 73,530	\$ 15,784,919
Donated services	5,919,966	-	5,919,966
Government grants and contract services	1,978,976	-	1,978,976
Net assets released from restrictions	<u>127,957</u>	<u>(127,957)</u>	<u>-</u>
 Total public support	 <u>23,738,288</u>	 <u>(54,427)</u>	 <u>23,683,861</u>
Revenue			
Sales - independence products and publications	533,061	-	533,061
Net investment income (loss)	<u>2,936,909</u>	<u>528,750</u>	<u>3,465,659</u>
 Total revenue	 <u>3,469,970</u>	 <u>528,750</u>	 <u>3,998,720</u>
 TOTAL REVENUES, GAINS AND OTHER SUPPORT	 <u>27,208,258</u>	 <u>474,323</u>	 <u>27,682,581</u>
EXPENSES			
Program services			
Blindness integration	11,834,004	-	11,834,004
Civil rights, advocacy and self-organization	4,459,131	-	4,459,131
Nonvisual access systems	<u>5,674,393</u>	<u>-</u>	<u>5,674,393</u>
 Total program services	 <u>21,967,528</u>	 <u>-</u>	 <u>21,967,528</u>
Supporting services			
Management and general	674,616	-	674,616
Fundraising	<u>1,001,325</u>	<u>-</u>	<u>1,001,325</u>
 Total supporting services	 <u>1,675,941</u>	 <u>-</u>	 <u>1,675,941</u>
 TOTAL EXPENSES	 <u>23,643,469</u>	 <u>-</u>	 <u>23,643,469</u>
 CHANGES IN NET ASSETS	 3,564,789	 474,323	 4,039,112
 NET ASSETS - BEGINNING OF YEAR	 <u>22,315,378</u>	 <u>2,765,733</u>	 <u>25,081,111</u>
 NET ASSETS - END OF YEAR	 <u>\$ 25,880,167</u>	 <u>\$ 3,240,056</u>	 <u>\$ 29,120,223</u>

See Accompanying Notes to Consolidated Financial Statements

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2019**

	PROGRAM SERVICES				SUPPORTING SERVICES			GRAND TOTAL
	Blindness Integration	Civil Rights, Advocacy and Self- Organization	Nonvisual Access Systems	Total	Management and General	Fundraising	Total	
Volunteer services	\$ 1,136,389	\$ 1,136,389	\$ 568,195	\$ 2,840,973	\$ -	\$ -	\$ -	\$ 2,840,973
Salaries	1,303,537	1,489,757	1,489,757	4,283,051	325,884	46,555	372,439	4,655,490
Payroll taxes and related expenses	213,749	244,285	244,285	702,319	53,437	7,634	61,071	763,390
Total salaries and related expenses	2,653,675	2,870,431	2,302,237	7,826,343	379,321	54,189	433,510	8,259,853
Supplies	110,088	100,445	428,744	639,277	18,590	4,267	22,857	662,134
Postage and shipping	497,818	27,718	22,009	547,545	2,774	485,431	488,205	1,035,750
Printing and publications	1,954,450	41,728	7,067	2,003,245	7,559	435,458	443,017	2,446,262
Travel	44,173	352,294	47,860	444,327	18,997	109	19,106	463,433
Conferences and conventions	25,087	301,814	15,440	342,341	9,203	843	10,046	352,387
Professional fees	3,047,245	163,193	438,774	3,649,212	133,841	10,691	144,532	3,793,744
Telephone	6,577	6,140	14,827	27,544	1,864	392	2,256	29,800
Occupancy	195,601	139,462	178,232	513,295	11,011	7,971	18,982	532,277
Donated media	3,078,993	-	-	3,078,993	-	-	-	3,078,993
Awards and grants	46,269	349,505	485,461	881,235	-	-	-	881,235
Information technology	110,186	81,967	1,183,205	1,375,358	22,233	1,307	23,540	1,398,898
Equipment rental, maintenance and repair	7,561	6,707	8,509	22,777	506	113	619	23,396
Equipment, Braille and Technology Center	-	-	33,213	33,213	-	-	-	33,213
Royalty fees	-	-	24,126	24,126	1,270	-	1,270	25,396
Data processing	37,317	-	-	37,317	37,317	-	37,317	74,634
Other	1,231	531	1,118	2,880	5,075	17	5,092	7,972
Total expenses before depreciation and amortization	11,816,271	4,441,935	5,190,822	21,449,028	649,561	1,000,788	1,650,349	23,099,377
Depreciation	17,733	17,196	17,734	52,663	537	537	1,074	53,737
Amortization	-	-	465,837	465,837	24,518	-	24,518	490,355
TOTAL EXPENSES	\$ 11,834,004	\$ 4,459,131	\$ 5,674,393	\$ 21,967,528	\$ 674,616	\$ 1,001,325	\$ 1,675,941	\$ 23,643,469

See Accompanying Notes to Consolidated Financial Statements

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
CONSOLIDATED STATEMENT OF CASH FLOWS
For the Year Ended December 31, 2019**

CASH FLOWS FROM OPERATING ACTIVITIES	
Changes in net assets	\$ 4,039,112
Adjustments to reconcile changes in net assets to net cash provided by operating activities	
Depreciation	53,737
Amortization	490,355
Write-off of notes receivable	34,798
Unrealized gain on investments	(2,379,894)
Realized gain on investments	(730,295)
Net life insurance proceeds	(1,928,425)
Loss on investments	358,869
Decrease (increase) in assets:	
Receivables	(9,212)
Prepaid expenses	(1,069,263)
Increase (decrease) in liabilities:	
Accounts payable and accrued expenses	(26,529)
Deferred revenue	<u>145,360</u>
NET CASH USED BY OPERATING ACTIVITIES	<u>(1,021,387)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Cash paid for investments	(8,130,799)
Proceeds from the sale of investments	7,034,652
Purchase of property and equipment	(100,789)
Net life insurance proceeds received in cash	<u>1,928,425</u>
NET CASH PROVIDED BY INVESTING ACTIVITIES	<u>731,489</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	(289,898)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	<u>3,644,364</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u><u>\$ 3,354,466</u></u>

See Accompanying Notes to Consolidated Financial Statements

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of the Organization

The National Federation of the Blind T/A Blind Federation of America (NFB), headquartered in Baltimore, Maryland, is a nonprofit corporation established for the purpose of integrating the blind into society on the basis of equality.

KNFB Reader, LLC (KNFB) was established in 2014 as a wholly-owned subsidiary of NFB. KNFB was formed to acquire, further develop, and market software applications (apps) to be of assistance and benefit to blind persons, in further pursuit of the purpose of the NFB.

Consolidation

In accordance with the Consolidation topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification, all wholly-owned entities are to be consolidated with the parent entity. These consolidated financial statements include the accounts of the NFB and KNFB (collectively the "Federation"). All significant intercompany balances and transactions have been eliminated in the consolidation of these financial statements.

Basis of Presentation

The Federation's consolidated financial statements are prepared on the accrual method of accounting, which recognizes revenues and the related assets when earned, and expenses and the related liabilities when obligations are incurred.

The Federation follows the Presentation of Financial Statements for Not-for-Profit Entities topic of the FASB Accounting Standards Codification. This pronouncement sets standards for the financial statement presentation for not-for-profit organizations. The Federation is required to report information regarding its financial position and activities according to two (2) classes of net assets: without donor restrictions and with donor restrictions based on the existence or absence of donor imposed restrictions. Net assets with donor restrictions consist of assets whose use is limited by donor imposed time and/or purpose restrictions.

Donor restricted net assets include scholarship funds and other funds where the donor has restricted that the income and the corpus be used for scholarships and other specific purposes; and other scholarship funds where the donor has restricted that only the income may be used for the scholarships and the corpus may not be invaded. Donor restricted contributions whose restrictions are met in the same reporting period are reported as revenue within net assets without donor restrictions.

Use of Estimates

The preparation of consolidated 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 consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition

On January 1, 2019, the Federation adopted both Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers (Topic 606) and ASU 2018-08, Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 958). ASU 2014-09 establishes principles for reporting useful information to users of financial statements about the nature, amount, timing, and uncertainty of revenue and cash flows arising from the entity's contracts with customers. The ASU requires that the Federation recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the Federation expects to be entitled in exchange for those goods or services. ASU 2018-08 clarifies and improves guidance for contributions received and contributions made, and provides guidance to organizations on how to account for certain exchanged transactions. This change is preferable in that it clarifies whether to account for transactions as contributions or as exchanged transactions. In addition, it clarified whether a contribution is conditional. Contributions should follow the guidance in FASB Accounting Standards Codification (FASB ASC) 958-605, Not-for-Profit Entities—Revenue Recognition, whereas, for exchange transactions, an entity should follow other guidance such as FASB ASC 606, Revenue from Contracts with Customers.

There was no significant impact to its financial position or results of operations, using the modified retrospective method for ASU 2014-09 and the modified prospective method for ASU 2018-08. Results for reporting periods beginning after January 1, 2019 are presented under ASU 2014-09 and ASU 2018-08, while prior period amounts have not been restated and continue to be reported in accordance with their historic accounting of revenue recognition. The Federation had no adjustment to opening net asset balances as of January 1, 2019 as a result of adopting ASU 2014-09 and ASU 2018-08. There was no material impact on revenues for the year ended December 31, 2019 as a result of applying ASU 2014-09 and ASU 2018-08.

The Federation has adopted the Revenue Recognition for Not-for-Profit Entities topic of the FASB ASC 958-605. In accordance with this standard, contributions received are recorded as without donor restrictions or with donor restrictions. All contributions are considered to be available without restrictions unless specifically restricted by the donor. Contributions received in advance of donor restrictions being satisfied are included in deferred revenue.

Contract services relate to fee-for-service arrangements. Under these contracts, revenue is measured based on the amount of consideration specified in the contract. Revenue is recognized when performance obligations are satisfied under the terms of the contract, which generally occurs on a straight-line basis over the course of the contract. Government grants include monies received from government agencies in support of specific program activities. The grants serve as reimbursements of program costs incurred by the Federation. Revenue is recognized when there is reasonable assurance that the Federation has complied with the requirements of the grants and receipt of funds is reasonably assured. These contracts and government grants are covered under FASB ASC 606, Revenue from Contracts with Customers, as revenue is recognized over time. The Federation's receivables will generally be collected in less than thirty days in accordance with the underlying payment terms. The receivable balances are included in Note 2.

**THE NATIONAL FEDERATION OF THE BLIND
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition (Continued)

The Federation sells independence products and publications as a part of its mission to help blind individuals increase their independence and carry out daily activities. Revenue is recognized at the point of sale and is reported net of sales returns and allowances. These sales are covered under FASB ASC 606, Revenue from Contracts with Customers as revenue recognized at a point in time.

Cash and Cash Equivalents

For purposes of reporting cash flows, the Federation considers all highly liquid investments purchased with an original maturity of three (3) months or less to be a cash equivalent.

Financial Credit Risk

The Federation maintains its cash balances at several financial institutions. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to insured limits. As of December 31, 2019, the Federation's cash balances were in excess of these insured limits. Management believes that the Federation is not exposed to any significant credit risk with respect to its cash balances. In addition, the Federation generally maintains investment balances in excess of the Securities Investor Protection Corporation (SIPC) limits.

The Federation invests in various investment securities. 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 those changes could materially affect the value reported in the consolidated financial statements.

Receivables

Receivables represent monies due from grantors and other third parties. The Federation considers various factors as of the date of the consolidated financial statements in evaluating the credit quality of these balances, including historical collection experience and assessment of the counterparties' ability to repay their obligations. Based on these factors, management considers all receivables to be fully collectible; therefore, no allowance for doubtful accounts has been reflected in the consolidated financial statements.

Investments

The Federation's investment portfolio is classified as trading and is reported at its fair value, based on quoted market prices at December 31, 2019. Realized and unrealized holding gains and losses on trading securities with readily determinable market values are included in net investment income (loss) in the consolidated statements of activities. Other investments are recorded under the equity or cost methods of accounting, as appropriate, in accordance with Investments – Equity and Joint Ventures Investments topic of the FASB Accounting Standards Codification. When the Federation owns less than a 20% interest and does not exert significant influence over the investment entity, the Federation applies the cost method of accounting.

**THE NATIONAL FEDERATION OF THE BLIND
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments (Continued)

Under the cost method, any dividends received are recognized as investment income and a gain or loss is only reported when the investment is sold. When the Federation has a controlling interest and can exert significant influence, the Federation applies the equity method of accounting. Under the equity method of accounting, the Federation increases its investments for cash contributions and its share of the investee's net income and decreases its investments for cash distributions and its share of the investee's net loss. The fair value of these investments has not been estimated because it is not practicable to estimate fair value on these investments. See Note 5 for a discussion of these other investments and Note 6 for a discussion of fair value measurements.

Property and Equipment

Property and equipment is recorded at cost, net of accumulated depreciation. Major additions and betterments are charged to the asset accounts while maintenance and repairs which do not improve or extend the lives of the assets are expensed when incurred. Contributed property is recorded at fair value at the date of donation. Upon the sale or other disposition of assets, the cost and related accumulated depreciation are removed from the respective accounts, and any resulting gain or loss is included in operations. Depreciation expense is calculated using the straight-line method over the estimated useful lives of the respective assets.

Intangible Assets

In accordance with the topic Intangibles – Goodwill and Other of the FASB Accounting Standards Codification, identified intangible assets other than goodwill are amortized over their estimated useful lives. Definite-lived intangible assets are amortized using the straight-line method over their estimated period of benefit. Management estimated the useful lives of these assets to be seven years. See Note 3.

The Federation makes certain estimates and assumptions in order to determine the fair value of net assets and liabilities, including, among other things, projected cash flows, cost of capital and growth rates, which could significantly impact the reported value of intangible assets. Estimating future cash flows requires significant judgment and the projections may vary from cash flows eventually realized. No indicators of impairment were identified in 2019.

Valuation of Long-Lived Assets

The Federation accounts for the valuation of long-lived assets under the Impairment or Disposal of Long-Lived Assets topic of the FASB Accounting Standards Codification. Long-lived assets, such as property and equipment and purchased intangibles subject to amortization, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable, and evaluated at least annually. Recoverability of assets to be held and used is measured by comparing the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized in the amount by which the carrying amount of the asset exceeds the fair value of the asset.

**THE NATIONAL FEDERATION OF THE BLIND
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Valuation of Long-Lived Assets (Continued)

Assets to be disposed of would be separately presented in the consolidated statement of financial position and reported at the lower of the carrying amount or fair value less costs to sell, and are no longer depreciated. The assets and liabilities of a disposed group classified as held for sale would be presented separately in the appropriate asset and liability sections of the consolidated statement of financial position. Management believes the value of long-lived assets exceed their carrying value as of December 31, 2019.

Accrued Annuity Benefit

The Federation had established a charitable gift annuity program where donors may contribute assets to the Federation and in return receive a guaranteed fixed income for life. The Federation maintains a segregated investment account to hold reserves required for gift annuity instruments. As of December 31, 2019, the balance in this reserve account amounted to \$133,195 and is adequate to cover the accrued annuity benefit liability. The Federation recognizes contribution revenue for the difference between the fair value of the assets received and the annuity liability. The accrued annuity benefit liability represents monies restricted until the annuity is satisfied.

Annuity benefit liabilities are recorded for the required life annuity payments at the present value of expected future cash payments discounted using interest rates at the date of gift and actuarial assumptions. The calculation of the liability includes a donor's estimated life expectancy. The annuity obligations are adjusted each year for changes in the life expectancy of the beneficiaries and are reduced as payments are made to the donor. This program has since been discontinued. The accrued annuity benefit liability at December 31, 2019 includes future payments for beneficiaries who entered the program prior to its termination.

Income Taxes

The Federation is exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). There were no income taxes paid on unrelated business activities for the year ended December 31, 2019.

Accounting for Uncertainty in Income Taxes

The Federation adopted the Accounting for Uncertainty in Income Taxes standard of the FASB Accounting Standards Codification. The standard requires the recognition and measurement of uncertain tax positions taken or expected to be taken by the Federation in the preparation of its tax returns. The Federation determines whether it is more-likely-than-not that a certain tax position will be sustained upon examination by a taxing authority. If an uncertain tax position is more-likely-than-not to be sustained, an estimate of the potential effect is recognized in the consolidated financial statements and the uncertain tax position is required to be disclosed. Per the Federation's evaluation as of December 31, 2019, including all prior tax years subject to examination, it was determined that no material adjustments were required in the consolidated financial statements for tax positions more-likely-than-not to be sustained upon examination by a taxing authority. The Federation believes it is no longer subject to income tax examinations for years prior to 2016.

**THE NATIONAL FEDERATION OF THE BLIND
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated Services and Media

The Federation has adopted the Revenue Recognition for Not-for-Profit Entities topic of the FASB Accounting Standards Codification in the recognition of donated services. Donated services are recognized at fair value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Donated services and media are recorded as both public support and program services; therefore, there is no effect on the change in net assets.

Donated services consist of volunteer services, primarily for the orientation and adjustment to blindness and blindness advocacy. Volunteer services are recorded on the basis of time spent at rates paid by other organizations for comparable services. The volunteer services revenue for the year ended December 31, 2019 amounted to \$2,840,973 and is included in donated services in the consolidated statements of activities, and the expenditure is included in volunteer services in the consolidated statements of functional expenses.

The Federation has adopted the Revenue Recognition for Not-for-Profit Entities topic of the FASB Accounting Standards Codification in the recognition of donated media. Management employs an independent third party to assist in the valuation of the Federation's exposure to the public through various means including internet, radio, television time and printed materials in publications using the advertising value equivalency metric. The donated media revenue for the year ended December 31, 2019 amounted to \$3,078,993 and is included in donated services in the consolidated statements of activities, and the expenditure is included in donated media in the consolidated statements of functional expenses.

The Federation operates from the National Center for the Blind which allows free usage of facilities for organizations that serve the blind.

Functional Expense Allocations

The consolidated financial statements report certain costs that are attributable either to one or more program functions and / or to one or more program functions in conjunction with one or more supporting functions. Such costs are reported according to their natural expense category and then allocated to the appropriate functional category on a reasonable basis that is consistently applied. Salaries are allocated on the basis of estimates of time and effort; occupancy costs are allocated on the basis of square footage; and other natural costs are allocated on the basis of management identification based on observation and professional evaluation of the direct benefit of the cost to a particular program function or supporting function. If a joint cost is incurred for an activity that includes both informational messages and fundraising appeals, that cost is also evaluated on the basis of the content of the messages, reasons for distributing the messages, and the audience to whom the message is distributed.

**THE NATIONAL FEDERATION OF THE BLIND
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 1 – NATURE OF THE ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

New Accounting Standards Adopted

In January 2016, the FASB issued ASU 2016-01, Financial Instruments – Overall: Recognition and Measurement of Financial Assets and Financial Liabilities, and subsequently issued related ASU 2018-03, Technical Corrections and Improvements to Financial Instruments—Overall. These standards amend certain aspects of accounting and disclosure requirements for financial instruments. The Federation has adopted this ASU as of and for the year ended December 31, 2019. The adoption of this standard did not have a significant impact on the investments valuation and classification.

Subsequent Events

Events that occurred subsequent to December 31, 2019 have been evaluated by the Federation’s management for potential recognition or disclosure in the consolidated financial statements through the date of the independent auditors’ report, which is the date the consolidated financial statements were available to be issued. The Federation did not have any material recognizable subsequent events during this period.

NOTE 2 – RECEIVABLES

Receivables at December 31, 2019 consist of the following:

Contracts receivable	\$ 291,250
Accounts receivable	384,048
Grants receivable	<u>93,733</u>
Total receivables	<u>\$ 769,031</u>

NOTE 3 – INTANGIBLE ASSETS

During 2015, the Federation’s senior secured notes receivable from Media Arc, Inc. (Media Arc) were exchanged for the assignment of the rights of the KNFB hand held reading technology, as part of the dissolution and eventual sale of Media Arc. As a result of this transaction, the Federation acquired several intangible assets. The Federation’s intangible assets at December 31, 2019 consist of the following:

KNFB Reader App	\$ 2,072,260
Patents	195,351
Other intangibles	<u>97,668</u>
	2,365,279
Less: Accumulated amortization	<u>(1,384,573)</u>
Intangible assets - net	<u>\$ 980,706</u>

**THE NATIONAL FEDERATION OF THE BLIND
T/A BLIND FEDERATION OF AMERICA
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2019**

NOTE 3 – INTANGIBLE ASSETS (Continued)

Amortization expense on intangible assets for the year ended December 31, 2019 amounted to \$490,355. Estimated annual amortization expense for each of the ensuing years through December 31, 2021 amounts to approximately \$490,000.

NOTE 4 – PROPERTY AND EQUIPMENT

Property and equipment as of December 31, 2019 consists of the following:

Office furniture and equipment	\$ 1,493,565
Computer equipment	<u>525,055</u>
	2,018,620
Less: Accumulated depreciation	<u>(1,875,477)</u>
Property and equipment - net	<u>\$ 143,143</u>

Depreciation expense for the year ended December 31, 2019 amounted to \$53,737.

NOTE 5 – OTHER INVESTMENTS

The Federation makes program-related investments to further its purpose of integrating the blind into society on the basis of equality. Such investments are made primarily to accomplish the Federation's program purpose rather than to produce income. As a result, changes in investments as a result of the investee's income or loss are reported as program costs in the consolidated statement of activities.

The Federation has invested \$125,000 in E.A.S.Y., LLC (EASY), to develop and market products to enhance the technologies for freehand tactile graphics. The Federation considers its investment in EASY to be a program-related investment made for the purpose of ensuring that the blind have tools to produce, edit and communicate using freehand tactile drawings. The Federation has a 20% interest and has the ability to exert significant influence. The investment is accounted for under the equity method of accounting. EASY's investment balance as of December 31, 2019 amounted to \$89,608.

The following is a summary of EASY's condensed financial information as of and for the year ended December 31, 2019:

Assets	<u>\$ 38,870</u>
Liabilities	\$ 94,557
Equity	<u>(55,687)</u>
Total liabilities and equity	<u>\$ 38,870</u>
Revenue	\$ 61,170
Expenses	<u>(61,716)</u>
Net income (loss)	<u>\$ (546)</u>

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NOTE 5 – OTHER INVESTMENTS (Continued)

The Federation had invested \$350,000 in Aira Tech Corp. (Aira), to support and encourage the development of advanced wearable technology and services that facilitate access to information. The Federation considered its investment in Aira to be a program-related investment made for the purpose of significantly enhancing the everyday experience of blind individuals. The Federation had a less than one percent interest and did not have the ability to exert significant influence. The investment was accounted for under the cost method of accounting. As a result of this programmatic investment, the wearable technology and associated services developed by Aira have created a system that facilitates access to information by blind individuals, the use of which significantly advances their everyday experience. As of December 31, 2019, the Federation's program-related purpose has been fulfilled. Based on a number of factors including future profit potential and current equity of Aira, the Federation does not believe it will receive further return on its investment and has terminated its investment. For the year ended December 31, 2019, the Federation has recognized an expense based on this termination in the amount of \$350,000 which is reflected as Information Technology in the consolidated statements of functional expenses.

The Federation has invested in other investment activities using the cost method of accounting. The balance in these investment activities as of December 31, 2019 amounted to \$9,980.

NOTE 6 – FAIR VALUE MEASUREMENTS

The Federation accounts for the fair value of its investments under the Fair Value Measurement topic of the FASB Accounting Standards Codification, which provides the framework for measuring fair value. That framework provides a fair value hierarchy that 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 measurements) and the lowest priority to unobservable inputs (level 3 measurements).

The three (3) levels of the fair value hierarchy under this guidance 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 Federation has the ability to access.

Level 2

Inputs to the valuation methodology 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
- 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.

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NOTE 6 – FAIR VALUE MEASUREMENTS (Continued)

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 following is a description of the valuation methodologies used for assets and liabilities measured at fair value:

Mutual funds and corporate bonds: Valued at the daily closing price as reported by the funds/bonds. They are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV), to transact at that price, and are deemed to be actively traded.

Alternative investments: Consists of mutual funds which are illiquid and valued at net asset value (NAV) using daily, monthly and quarterly valuations.

Other investments: Valued using the equity and cost methods of accounting.

Investments in life insurance: Valued at accumulated value, net of surrender charges.

Accrued annuity benefit: Valued at the present value of expected future cash payments discounted using the interest rates at the time of the gift and actuarial assumptions.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Federation'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 financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Federation's assets and liabilities at fair value at December 31, 2019:

<u>Payor Class</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Fair Value</u>
<u>Assets:</u>				
Corporate bonds	\$ 675,581	\$ -	\$ -	\$ 675,581
Mutual funds	16,918,348	-	-	16,918,348
Alternative investments	-	2,634,520	-	2,634,520
Other investments	-	-	99,588	99,588
Investments subtotal	17,593,929	2,634,520	99,588	20,328,037
Other investments - life insurance	-	-	3,079,924	3,079,924
Total Assets at Fair Value	<u>\$ 17,593,929</u>	<u>\$ 2,634,520</u>	<u>\$ 3,179,512</u>	<u>\$ 23,407,961</u>
<u>Liabilities:</u>				
Accrued annuity benefits	\$ -	\$ -	\$ 28,130	\$ 28,130

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NOTE 6 – FAIR VALUE MEASUREMENTS (Continued)

Included in these investments are certain private equities that have unfunded commitments of \$200,000 as of December 31, 2019.

There have been no changes in the methodologies used at December 31, 2019. 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 consolidated financial statements.

The following table sets forth a summary of changes in the fair value of the Federation's level 3 assets and liabilities for the year ended December 31, 2019:

	<u>Assets</u>	<u>Liabilities</u>
Balance - beginning of year	\$ 3,765,581	\$ 28,130
Net decrease in cash surrender value	(177,200)	-
Loss on investments	(358,869)	-
Transfer of investments	<u>(50,000)</u>	<u>-</u>
Balance - end of year	<u>\$ 3,179,512</u>	<u>\$ 28,130</u>

The Federation's return on investments for the year ended December 31, 2019 consisted of the following components:

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Total</u>
Interest and dividends - net	\$ 480,026	\$ 181,196	\$ 661,222
Gains (losses) on investments:			
Net realized gains	725,904	4,391	730,295
Net change in unrealized gains	1,642,356	343,163	1,985,519
Life insurance - net of premiums	<u>88,623</u>	<u>-</u>	<u>88,623</u>
Net gains on investments	<u>2,456,883</u>	<u>347,554</u>	<u>2,804,437</u>
Total return on investments	<u>\$ 2,936,909</u>	<u>\$ 528,750</u>	<u>\$ 3,465,659</u>

Expenses relating to investment revenue, including custodial fees and investment advisory fees, amounted to \$152,167 for the year ended December 31, 2019 and have been netted with interest and dividends.

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NOTE 7 – NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions at December 31, 2019 are as follows:

Board designated funds	\$ 133,195
Investment in property and equipment	143,143
Undesignated	<u>25,603,829</u>
Total net assets without donor restrictions	<u>\$ 25,880,167</u>

Board designated funds consist of financial assets designated specifically by the board of directors of the Federation. The board designated funds consist of funds available to cover the annuity benefit obligations.

NOTE 8 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at December 31, 2019 are as follows:

Scholarship funds	\$ 815,810
Bolotin award	2,208,701
General funds	<u>215,545</u>
Total net assets with donor restrictions	<u>\$ 3,240,056</u>

NOTE 9 – NET ASSETS RELEASED FROM RESTRICTIONS

During the year, net assets with donor restrictions were released for the following purpose:

Scholarships	\$ 31,305
Bolotin award	<u>96,652</u>
Net assets released from restrictions	<u>\$ 127,957</u>

NOTE 10 – ALLOCATION OF JOINT COSTS

The Federation incurred joint costs of \$1,782,990 for informational messages and activities that included fundraising appeals. Of those costs, \$909,325 was allocated to fundraising expense and \$873,665 was allocated to blindness integration. Management based these allocations on an analysis of the content of the messages, reasons for distributing the messages and the audience to whom the messages were distributed.

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NOTE 11 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Federation’s financial assets available to meet cash needs for general expenditures within one year of December 31, 2019 are as follows:

Cash and cash equivalents	\$ 3,354,466
Receivables	769,031
Investments	20,328,037
Other investments - life insurance	<u>3,079,924</u>
Total financial assets	27,531,458
Donor imposed restrictions	
Scholarships, Bolotin and General funds	<u>(3,240,056)</u>
Financial assets available to meet cash needs for general expenditures within one year (includes board designated funds)	24,291,402
Board designated funds	<u>(133,195)</u>
Financial assets available to meet cash needs for general expenditures within one year (excludes board designated funds)	<u><u>\$ 24,158,207</u></u>

As part of the Federation’s liquidity management, 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 Federation invests cash in excess of daily requirements in short term investments and has board designated net assets without donor restrictions that could be made available for current operations, if necessary. General expenditures are expenses the Federation expects to disburse for program and supporting services.