

The Pittsburgh Promise Foundation

(A Controlled Supporting Organization of The Pittsburgh Foundation)

Audited Financial Statements as of and for the Years Ended June 30, 2021 and 2020, and Independent Auditor's Report

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of The Pittsburgh Promise Foundation

We have audited the accompanying financial statements of The Pittsburgh Promise Foundation (a controlled supporting organization of The Pittsburgh Foundation), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows 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 accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization'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.

INDEPENDENT AUDITOR'S REPORT (continued)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Pittsburgh Promise Foundation as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Sisterson & Co.LLP

November 9, 2021

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENTS OF FINANCIAL POSITION AS OF JUNE 30, 2021 AND 2020

		2021		2020
ASSETS				
Cash and cash equivalents	\$	2,683,808	\$	6,498,471
Investment income receivable		35,894		44,116
Contributions receivable - net		5,601,252		5,672,181
Investments		58,066,796		51,419,781
Furniture, fixtures, and equipment net of accumulated depreciation				
of \$447,374 and \$388,234, respectively		206,297		178,978
Total	\$	66,594,047	\$	63,813,527
LIABILITIES AND NET ASSETS LIABILITIES:				
Accounts payable and other liabilities	\$	177,880	\$	206,914
Scholarships payable	Ψ	115,000	Ψ	302,000
Deferred revenue		300,000		-
				_
Total liabilities		592,880		508,914
NET ASSETS:				
Without donor restrictions		58,844,154		54,479,279
With donor restrictions		7,157,013		8,825,334
Total net assets		66,001,167		63,304,613
Total	\$	66,594,047	\$	63,813,527

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2021

REVENUES, GAINS, AND OTHER SUPPORT:	Without Donor Restrictions	With Donor Restrictions	Total
Contributions and transfers:			
Amounts from donors	\$ 1,512,430	\$ 2,419,408	\$ 3,931,838
Amounts from The Pittsburgh Foundation	613,150	10,000	623,150
Total contributions and transfers	2,125,580	2,429,408	4,554,988
Sponsorship revenue	90,835	-	90,835
Membership, ticket sales, and miscellaneous income	76,985	-	76,985
Investment income - net of fees of \$146,350	735,383	-	735,383
Net gain on investments	9,445,848		9,445,848
Total revenues and gains	10,349,051	-	10,349,051
Net assets released resulting from the satisfaction			
of donor restrictions	4,097,729	(4,097,729)	
Total revenues, gains, and other support	16,572,360	(1,668,321)	14,904,039
EXPENSES:			
Scholarships approved - net of refunds	9,170,574	-	9,170,574
Other program related expenses	1,795,853	-	1,795,853
Development	1,038,722	_	1,038,722
Administrative	202,336		202,336
Total expenses	12,207,485		12,207,485
INCREASE (DECREASE) IN NET ASSETS	4,364,875	(1,668,321)	2,696,554
NET ASSETS - Beginning of year	54,479,279	8,825,334	63,304,613
NET ASSETS - End of year	\$ 58,844,154	\$ 7,157,013	\$ 66,001,167

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020

REVENUES, GAINS, AND OTHER SUPPORT:	Without Donor Restrictions	With Donor Restrictions	Total
Contributions and transfers:	Φ 2005000	ф. 5 5 00 10 4	Ф. 0.600. 01 .
Amounts from donors	\$ 2,905,093	\$ 5,793,124	\$ 8,698,217
Amounts from The Pittsburgh Foundation	672,125		672,125
Total contributions and transfers	3,577,218	5,793,124	9,370,342
Sponsorship revenue	442,130	-	442,130
Membership, ticket sales, and miscellaneous income	113,641	-	113,641
Investment income - net of fees of \$137,981	1,090,832	-	1,090,832
Net gain on investments	1,745,198	<u>-</u>	1,745,198
Total revenues and gains	6,969,019	5,793,124	12,762,143
Net assets released resulting from the satisfaction			
of donor restrictions	3,129,258	(3,129,258)	
Total revenues, gains, and other support	10,098,277	2,663,866	12,762,143
EXPENSES:			
Scholarships approved - net of refunds	11,983,427	-	11,983,427
Other program related expenses	1,151,446	_	1,151,446
Development	1,125,808	-	1,125,808
Administrative	216,982		216,982
Total expenses	14,477,663		14,477,663
INCREASE (DECREASE) IN NET ASSETS	(4,379,386)	2,663,866	(1,715,520)
NET ASSETS - Beginning of year	58,858,665	6,161,468	65,020,133
NET ASSETS - End of year	\$ 54,479,279	\$ 8,825,334	\$ 63,304,613

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2021

Program Services									
	<u>S</u>	<u>cholarships</u>		Other	<u>De</u>	velopment	<u>Adn</u>	<u>ninistrative</u>	<u>Total</u>
Scholarships approved - net of refunds	\$	9,170,574	\$	_	\$	_	\$	_	\$ 9,170,574
Salaries and benefits		-		1,199,124		695,290		120,920	2,015,334
Professional and administrative services		-		264,888		151,499		48,035	464,422
Rent and building expense		-		41,438		24,027		4,179	69,644
Depreciation		-		35,187		20,403		3,550	59,140
Communications and marketing		-		167,884		97,345		16,929	282,158
Information technology		-		61,318		35,554		6,183	103,055
Professional development and travel		-		10,245		5,940		1,033	17,218
Office expenses				15,769		8,664		1,507	 25,940
Total expenses	\$	9,170,574	\$	1,795,853	\$	1,038,722	\$	202,336	\$ 12,207,485

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020

Program Services						
	Scholarships	Other	Development	Administrative	<u>Total</u>	
Scholarships approved - net of refunds	\$ 11,983,427	\$ -	\$ -	\$ -	\$ 11,983,427	
Salaries and benefits	-	592,574	602,539	116,181	1,311,294	
Professional and administrative services	-	339,347	322,572	62,102	724,021	
Rent and building expense	-	32,347	32,891	6,342	71,580	
Depreciation	-	30,111	30,618	5,904	66,633	
Communications and marketing	-	69,764	70,937	13,678	154,379	
Information technology	-	41,165	41,857	8,071	91,093	
Professional development and travel	-	16,075	16,345	3,152	35,572	
Office expenses		30,063	8,049	1,552	39,664	
Total expenses	\$ 11,983,427	\$ 1,151,446	\$ 1,125,808	\$ 216,982	\$ 14,477,663	

THE PITTSBURGH PROMISE FOUNDATION (A Controlled Supporting Organization of The Pittsburgh Foundation)

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES:		
Increase (decrease) in net assets	\$ 2,696,554	\$ (1,715,520)
Adjustments to reconcile increase (decrease) in net assets to net cash		
used in operating activities:		
Depreciation	59,140	66,633
Net gain on investments	(9,445,848)	(1,745,198)
Decrease in contributions receivable	70,929	454,521
Decrease in investment income receivable	8,222	4,172
Decrease in prepaid expenses	-	4,711
Decrease in accounts payable and accrued liabilities	(29,034)	(57,279)
Increase (decrease) in scholarships payable	(187,000)	152,000
Increase (decrease) in deferred revenue	300,000	(145,400)
Net cash used in operating activities	(6,527,037)	(2,981,360)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of furniture, fixtures, and equipment	(86,459)	-
Purchases of investments	(16,093,116)	(26, 137, 434)
Proceeds from sales of investments	18,891,949	26,225,456
Net cash provided by investing activities	2,712,374	88,022
DECREASE IN CASH AND CASH EQUIVALENTS	(3,814,663)	(2,893,338)
CASH AND CASH EQUIVALENTS - Beginning of year	6,498,471	9,391,809
CASH AND CASH EQUIVALENTS - End of year	\$ 2,683,808	\$ 6,498,471

THE PITTSBURGH PROMISE FOUNDATION

(A Controlled Supporting Organization of The Pittsburgh Foundation)

NOTES TO FINANCIAL STATEMENTS AS OF AND FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization — The Pittsburgh Promise Foundation (the "Promise") operates as a supporting organization of The Pittsburgh Foundation (the "Foundation"); therefore, any transactions between the Promise and the Foundation are recorded as transfers. Financial and administrative oversight is provided by a twenty-four-member Board of Directors which is comprised of prominent civic and community leaders from the Pittsburgh region. Management and fundraising for the program are carried out by staff headed by an executive director. The Promise is a visionary scholarship program that promotes high educational aspirations among urban youth, funds scholarships for post-secondary success, and fuels a prepared and diverse regional workforce.

The Promise, a not-for-profit corporation, is exempt from federal income tax under the provisions of section 501(c)(3) of the Internal Revenue Code of 1986 (the "Code") and has been classified as an organization which is not a private foundation as defined in section 509(a)(3) of the Code.

During 2021 and 2020, the Promise reimbursed the Foundation \$974,758 and \$1,438,650 for certain administrative and staff costs, respectively; which included purchased services of \$84,536 and \$77,100 from the Foundation during 2021 and 2020, respectively.

The Pittsburgh Promise Foundation's Vision:

The Promise envisions a future where all of our urban youth are equipped to reach post-secondary success, our public schools serve all children excellently, our city is flourishing in all its neighborhoods, and our workforce is widely diverse and highly skilled to advance a region that is good and just for all.

The Pittsburgh Promise Foundation's Mission:

The Pittsburgh Promise promotes high educational aspirations among urban youth, funds scholarships for post-secondary access, and fuels a prepared and diverse regional workforce.

The Pittsburgh Promise Foundation's Guiding Principles:

- Equity and Inclusion: We are committed to educational, economic, racial, social, and cultural equity and inclusion.
- Excellence: We conduct our work with urgency, steward our resources prudently, and apply the highest standards of professionalism.
- Integrity: We demonstrate accountability to our students, families, and community partners by performing our work with transparency, discipline, and compassion.
- Impact: We regularly evaluate our impact and use data and research to guide our decision-making.
- Commitment: We are driven by a passion for our vision and mission and a belief that our work strengthens the region, inspires systemic change, and transforms lives.

The Promise was launched in 2007 with a \$100 million commitment by the University of Pittsburgh Medical Center ("UPMC"). On July 19, 2017, UPMC fulfilled this commitment through a final payment of \$41,091,654.

Cash and Cash Equivalents — Cash and cash equivalents consist primarily of funds invested in money market funds. Cash equivalents are recorded at carrying value which approximates fair value and were \$1,246,908 and \$2,694,209 as of June 30, 2021 and 2020, respectively.

Investments — Investments are recorded at fair value. Realized and unrealized gains and losses are computed by deducting from the proceeds of the sale or the fair value of instruments the historical cost of the investment using the last-in first-out method. Net realized and unrealized gain or loss on investments and income on investments, which includes dividends and interest earned on funds without donor restrictions, are reflected in the statements of activities. Investment income is recorded on the accrual basis.

Furniture, Fixtures, and Equipment — Furniture, fixtures, and equipment are recorded at cost and depreciated over the estimated useful lives, which range from 3 to 15 years on the straight-line method.

Classification of Net Assets — The Promise classifies resources for accounting and reporting purposes into separate net asset classes based on the existence or absence of donor-imposed restrictions. A description of the Promise's net asset categories is as follows:

Net Assets without Donor Restrictions — Net assets that are not subject to donor-imposed restrictions or stipulations as to purpose of use.

Net Assets with Donor Restrictions — Net assets that are subject to time-implied restrictions or donor-imposed restrictions for specific projects, including those that require the principal be invested in perpetuity and the income be used to support the Promise's objectives in accordance with the wishes of the donor. The Promise held no assets required to be held in perpetuity as of June 30, 2021 and 2020.

When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released resulting from the satisfaction of donor restrictions.

Contributions/Contributions Receivable — Contributions are recorded as revenue when an unconditional promise to give is received. Contributions subject to conditions are recorded as revenue when the conditions limiting the transfer of assets have been satisfied. Contributions are recorded at fair value at the date of donation. Contributions originally expected to be collected within one year are recorded at their net realizable value. Contributions that are expected to be collected in future years are recorded at the present value of the estimated future cash flows.

The discounts on those amounts are computed using a risk-free rate of return. The discount rates used ranged from 0.07% to 0.87% in 2021 and 0.16% to 0.29% in 2020.

Scholarships — Scholarships are recorded based upon a multitude of factors including, but not limited to, eligibility information provided by the Pittsburgh Public Schools, and applicants attending a qualifying center for continuing education. Scholarship cancellations and refunds of paid scholarships are recorded as they occur. Individual scholarships can vary based on the need of individual students after all other grants and scholarships have been deducted (i.e. "last dollar"). This "last dollar" amount is determined by financial information provided by the applicant's respective attended educational facility.

The scholarship structure is approved by the Board of Directors. Prior to June 30, 2015, the Promise granted between \$1,000 and \$10,000 per student per academic year, based on need as discussed above. Effective July

14, 2015, the maximum scholarship was reduced to \$7,500 per student per academic year for students of the Class of 2017. Effective December 12, 2017, the maximum scholarship was reduced to \$5,000 per student per academic year for students of the Class of 2018 and beyond. All scholarships payable as of June 30, 2021 are expected to be paid during the following year.

Functional Allocation of Expenses— The costs of providing program services, development, and administrative activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited, based on an analysis of personnel time attributable to the related activities.

Taxes — The Promise adopted Financial Accounting Standards Board ("FASB") guidance for accounting for uncertainty in income taxes, which provides criteria for the recognition and measurement of uncertain tax positions. This guidance requires that an uncertain tax position should be recognized only if it is "more likely than not" that the position is not sustainable based on its technical merits. Recognizable tax positions should then be measured to determine the amount of benefit or liability recognized in the financial statements. The Promise files U.S. federal, state, and local information returns, and no returns are currently under examination. The statute of limitations on the Promise's U. S. federal tax returns remains open for the years ended June 30, 2018 through the present. The Promise continues to evaluate its tax positions pursuant to the principles of FASB guidance and has determined that there is no material impact on the Promise's financial statements.

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

Risks and Uncertainties — Investment securities are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in risks and values of investment securities will occur in the near-term and that such changes could materially affect the amounts reported on the statements of financial position.

2. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor restrictions limiting their use, within one year of the statement of financial position date of June 30, 2021 and 2020 are comprised of the following:

2021		2020
\$ 2,683,808	\$	6,498,471
1,867,607		1,546,454
 58,066,796		51,419,781
\$ 62,618,211	\$	59,464,706
\$	\$ 2,683,808 1,867,607 58,066,796	\$ 2,683,808 \$ 1,867,607 58,066,796

As part of the Promise's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due. The Promise invests cash in excess of daily requirements in short-term investments.

3. INVESTMENTS

Investments are carried at fair value. The aggregate carrying value of investments, exclusive of cash equivalents, is summarized as follows as of June 30:

	2021	2020
Public equity	\$ 35,038,854	\$ 28,102,835
Core fixed income	20,696,482	20,987,461
Opportunistic fixed income	2,331,460	2,227,570
Public real assets	 	 101,915
Total investments	\$ 58,066,796	\$ 51,419,781

In determining fair value, the Promise follows the FASB ASC Topic 820 regarding fair value measurements. This establishes a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset based on market data obtained from sources independent of the organization.

Unobservable inputs are inputs that would reflect an organization's assumptions about the assumptions market participants would use in pricing the asset developed based on the best information available in the circumstances. The hierarchy is broken down into three levels based on the observability of inputs as follows:

Level 1 — Valuations based on quoted market prices in active markets for identical assets that the organization has the ability to access. Since valuations are based on quoted market prices that are readily available in an active market, valuation of these products does not entail a significant degree of judgment.

Level 2 — Valuations based on one or more quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.

Level 3 — Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

The Promise did not hold any Level 2 or Level 3 investments as of June 30, 2021 and 2020.

The availability of observable inputs can vary from instrument to instrument and is affected by a wide variety of factors, including, for example, the liquidity of markets and other characteristics particular to the transaction. To the extent that valuation is based on models or inputs that are less observable in the market, the determination of fair value requires more judgment.

The Promise uses prices and inputs that are current as of the measurement date, obtained through multiple third-party custodians from independent pricing services.

A description of the valuation techniques applied to the major categories of investments measured at fair value is outlined below.

The fair value of common stocks, exchange-traded funds, American Depository Receipts, and publicly traded real estate investment trusts are valued using quoted market prices in active markets when available. Such actively traded securities are categorized in Level 1 of the fair value hierarchy.

Equity and fixed income mutual funds are open-ended Securities and Exchange Commission-registered funds, with daily net asset values ("NAV"). The mutual funds allow investors to sell their interests at the published daily NAV, with no restrictions on redemptions. These mutual funds are categorized in Level 1 of the fair value hierarchy.

The fair value hierarchy table presenting the Promise's investments measured at fair value is as follows as of June 30:

	2021	2020
Level 1 — Quoted prices in active markets for		
identical securities:		
American Depository Receipts	\$ 121,362	\$ 112,765
Common stocks	12,228,773	9,230,888
Exchange-traded funds	12,065,835	9,837,901
Mutual funds	33,650,826	32,043,754
Real estate investment trusts		 194,473
		 _
Total investments	\$ 58,066,796	\$ 51,419,781

Net gain on investments consisted of the following for the years ended June 30:

	2021			2020			
Net realized gains on investments Net unrealized gains (losses) on investments	\$	2,407,222 7,038,626	\$	1,888,780 (143,582)			
Net gain on investments	\$	9,445,848	\$	1,745,198			

4. CONTRIBUTIONS RECEIVABLE

A summary of contributions receivable by expected year of receipt is as follows at June 30, 2021:

2022	\$ 1,867,607
2023	1,118,750
2024	1,112,600
2025	532,500
2026	522,385
Thereafter	500,000
	5,653,842
Less: discount	(52,590)
Net present value of contributions receivable	\$ 5,601,252

5. ACCOUNTS PAYABLE AND OTHER LIABILITIES

Accounts payable and other liabilities, as reported in the statements of financial position, consisted of the following at June 30:

	2021			2020			
Accounts payable Due to the Foundation	\$	130,081 47,799		\$	19,658 187,256		
Total	\$	177,880	_	\$	206,914		

6. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions were as follows at June 30:

	2021	2020
Time-implied restrictions Project-based restrictions	\$ 5,476,146 1,680,867	\$ 5,672,074 3,153,260
Total net assets with donor restrictions	\$ 7,157,013	\$ 8,825,334

7. LEASE COMMITMENTS

On June 29, 2016, the Promise entered a lease agreement to occupy office space at Hope Square, 1901-15 Centre Avenue, Pittsburgh, Pennsylvania 15219. The lease term began August 1, 2016 and was scheduled to terminate November 30, 2018, for suites 201, 203, 204, and 206 of the Hope Square office location. On June 4, 2018, the Promise amended the June 29, 2016 lease agreement to exclude suite 201 from the rentable square footage, and extend the term of the lease through June 30, 2023. The amended terms were effective July 1, 2018.

Future minimum lease payments required under non-cancellable operating leases for office space are as follows for the years ending June 30:

2022	\$	61,328
2023		62,271
Total	_\$	123,599

8. POST RETIREMENT BENEFITS

The Promise sponsors a 401(k) defined contribution plan covering all employees who are over the age of 21. The Promise is required to contribute 4% of the employees' compensation and will match an additional 50% of each employees' contributions up to 4% of eligible compensation. The Promise may also make additional discretionary contributions. Total contribution expense for the years ended June 30, 2021 and 2020 were \$88,296 and \$58,286, respectively.

9. CONCENTRATION

Invested assets which potentially expose the Promise to concentrations of credit risk include cash and cash equivalents and investments. As a matter of policy, the Promise only maintains invested assets with highly rated financial institutions. At times, balances of such invested assets may be in excess of the FDIC and SIPC insured limits. Management believes that the credit risk for investments in the Promise's portfolio is mitigated by the overall diversification of each managed investment portfolio.

10. SUBSEQUENT EVENTS

The Promise has evaluated events through November 9, 2021, the date the financial statements were available to be issued.

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