

**YOUNG MEN'S CHRISTIAN ASSOCIATION
BUFFALO NIAGARA
(d/b/a YMCA BUFFALO NIAGARA)**

**Financial Statements
With Independent Auditor's Report**

December 31, 2023

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
and the Board of Directors
Young Men's Christian Association Buffalo Niagara
(d/b/a YMCA Buffalo Niagara)

Opinion

We have audited the accompanying financial statements of Young Men's Christian Association Buffalo Niagara (d/b/a YMCA Buffalo Niagara) (the Association), which comprise the statement of financial position as of December 31, 2023, the related statements of activities and changes in net assets, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Association as of December 31, 2023, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Association and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Association's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Association's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized and Comparative Information

We have previously audited the Association's 2022 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated July 21, 2023. In our opinion, the summarized and comparative information presented herein as of and for the year ended December 31, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Dopkins & Company, LLP

CERTIFIED PUBLIC ACCOUNTANTS

April 26, 2024

YMCA BUFFALO NIAGARA

STATEMENT OF FINANCIAL POSITION

December 31, 2023

(With Comparative Financial Information as of December 31, 2022)

ASSETS	2023	2022
Current Assets		
Cash and cash equivalents	\$ 2,729,478	\$ 1,126,285
Receivables, net	836,603	740,937
Employee Retention Credit receivable	-	2,817,092
Prepaid expenses	23,691	7,993
Total current assets	3,589,772	4,692,307
Other Assets		
Cash designated for capital expenditure	3,578,637	3,216,226
Capital campaign pledges receivable, net, less current maturities	136,232	185,917
Investments	16,260,508	14,031,238
Beneficial interest in trusts	141,812	131,594
Interest rate swaps	164,573	242,673
	20,281,762	17,807,648
Right-of-Use Asset - Operating Lease	254,323	386,505
Property and Equipment, net	37,060,275	38,484,917
Total assets	\$ 61,186,132	\$ 61,371,377
LIABILITIES AND NET ASSETS		
Current Liabilities		
Current maturities of long-term debt	\$ 1,342,950	\$ 1,318,832
Current portion of operating lease liability	47,235	138,676
Accounts payable	751,554	639,499
Accrued expenses	671,843	579,693
Accrued loss contingency	1,475,000	-
Deferred revenue	1,250,993	1,475,435
Deferred naming rights revenue	-	600,000
Total current liabilities	5,539,575	4,752,135
Long-Term Debt, less current maturities	15,328,585	16,634,664
Operating Lease Liability, less current portion	218,995	266,230
Total liabilities	21,087,155	21,653,029
Net Assets		
Without donor restrictions:		
Undesignated	22,685,746	24,864,072
Board designated - endowment	14,888,396	12,695,797
	37,574,142	37,559,869
With donor restrictions	2,524,835	2,158,479
Total net assets	40,098,977	39,718,348
Total liabilities and net assets	\$ 61,186,132	\$ 61,371,377

YMCA BUFFALO NIAGARA

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Year Ended December 31, 2023

(With Summarized Comparative Financial Information for the Year Ended December 31, 2022)

	2023			2022 Total
	Without Donor Restrictions	With Donor Restrictions	Total	
Operating activities:				
Public support:				
Annual campaign	\$ 545,302	\$ -	\$ 545,302	\$ 490,250
Special events, net	252,063	-	252,063	230,622
Contributions	795,576	270,748	1,066,324	867,176
	<u>1,592,941</u>	<u>270,748</u>	<u>1,863,689</u>	<u>1,588,048</u>
Operating revenue:				
Membership fees	10,056,002	-	10,056,002	7,493,510
Program service fees	7,527,780	-	7,527,780	6,547,892
Government contracts	4,553,971	-	4,553,971	3,991,374
Rental income	113,712	-	113,712	98,278
Merchandise sales	31,039	-	31,039	12,537
Miscellaneous	145,812	-	145,812	56,934
	<u>22,428,316</u>	<u>-</u>	<u>22,428,316</u>	<u>18,200,525</u>
Total operating revenues	<u>24,021,257</u>	<u>270,748</u>	<u>24,292,005</u>	<u>19,788,573</u>
Operating expenses:				
Program services:				
Youth development	10,231,724	-	10,231,724	10,980,373
Healthy living	11,921,180	-	11,921,180	7,880,157
Social responsibility	257,652	-	257,652	174,696
	<u>22,410,556</u>	<u>-</u>	<u>22,410,556</u>	<u>19,035,226</u>
Support services:				
Management and general	2,705,604	-	2,705,604	2,488,321
Fundraising	286,907	-	286,907	268,340
	<u>2,992,511</u>	<u>-</u>	<u>2,992,511</u>	<u>2,756,661</u>
Total operating expenses	<u>25,403,067</u>	<u>-</u>	<u>25,403,067</u>	<u>21,791,887</u>
Operating loss	<u>(1,381,810)</u>	<u>270,748</u>	<u>(1,111,062)</u>	<u>(2,003,314)</u>
Non-operating activities:				
Investment income (loss), net	2,436,018	36,653	2,472,671	(2,434,772)
Change in fair value of beneficial interest in trusts	5,217	10,218	15,435	(21,880)
Change in fair value of interest rate swaps	(78,100)	-	(78,100)	698,484
Net gain (loss) on sale/disposal of property and equipment	(102,085)	-	(102,085)	3,537
Capital campaign contributions	467	58,303	58,770	652,299
Deferred naming rights revenue	600,000	-	600,000	-
Loss contingency (Note 17)	(1,475,000)	-	(1,475,000)	-
Employee Retention Credit (Note 18)	-	-	-	2,817,092
Paycheck Protection Program forgiveness (Note 18)	-	-	-	4,986,002
Other income	-	-	-	237,400
Net assets released from restriction	9,566	(9,566)	-	-
Total non-operating activities	<u>1,396,083</u>	<u>95,608</u>	<u>1,491,691</u>	<u>6,938,162</u>
Change in net assets	<u>14,273</u>	<u>366,356</u>	<u>380,629</u>	<u>4,934,848</u>
Net assets, beginning of year	<u>37,559,869</u>	<u>2,158,479</u>	<u>39,718,348</u>	<u>34,783,500</u>
Net assets, end of year	<u>\$ 37,574,142</u>	<u>\$ 2,524,835</u>	<u>\$ 40,098,977</u>	<u>\$ 39,718,348</u>

See Notes to Financial Statements.

YMCA BUFFALO NIAGARA

STATEMENT OF CASH FLOWS

Year Ended December 31, 2023

(With Comparative Financial Information for the Year Ended December 31, 2022)

	2023	2022
Cash Flows From Operating Activities		
Change in net assets	\$ 380,629	\$ 4,934,848
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	2,295,164	2,516,756
Noncash deferred naming rights revenue	(600,000)	-
Amortization of deferred financing costs	36,873	36,873
Noncash operating lease expense (benefit)	(6,494)	18,401
Non-operating cash contributions from capital campaign	(52,104)	(350,600)
Non-operating contributions receivable from capital campaign	(6,666)	(105,100)
Net realized and unrealized (gains) losses on investments	(1,762,593)	2,746,031
Change in fair value of beneficial interest in trusts	(15,435)	21,880
Net (gain) loss on sale/disposal of property and equipment	102,085	(3,537)
Paycheck Protection Program forgiveness	-	(4,986,002)
Contributions of marketable securities	(5,353)	(10,868)
Change in fair value of interest rate swaps	78,100	(698,484)
Changes in assets and liabilities:		
(Increase) decrease in:		
Receivables	(100,233)	(322,167)
Employee Retention Credit receivable	-	(2,817,092)
Prepaid expenses	(15,698)	10,474
Increase (decrease) in:		
Accounts payable	159,979	(107,270)
Accrued expenses	1,567,150	103,039
Deferred revenue	(224,442)	(7,053)
Net cash provided by operating activities	1,830,962	980,129
Cash Flows From Investing Activities		
Purchases of property and equipment	(1,020,531)	(664,153)
Proceeds from sale of property and equipment	-	8,500
Proceeds from sale of investments	2,866,004	2,074,320
Purchase of investments	(3,327,328)	(2,378,321)
Distributions received through beneficial interest in trusts	5,217	5,832
Net cash used in investing activities	(1,476,638)	(953,822)
Cash Flows From Financing Activities		
Proceeds from Employee Retention Credit	2,817,092	-
Principal payments on long-term debt	(1,318,834)	(1,470,155)
Principal payments on finance leases	-	(234,363)
Proceeds from capital campaign pledges	113,022	2,923,986
Net cash provided by financing activities	1,611,280	1,219,468
Increase in cash and cash equivalents	1,965,604	1,245,775
Cash and cash equivalents:		
Beginning	4,342,511	3,096,736
Ending	\$ 6,308,115	\$ 4,342,511
Supplemental Disclosure of Cash Flow Information		
Cash paid for interest	\$ 863,302	\$ 579,403
Supplemental Schedule of Non-Cash Investing and Financing Activities		
Property and equipment purchases included in accounts payable	\$ 1,910	\$ 49,834
Non-operating contributions receivable from capital campaign	\$ 6,666	\$ 105,100

YMCA BUFFALO NIAGARA

STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2023

(With Summarized Comparative Financial Information for the Year Ended December 31, 2022)

	PROGRAM SERVICES					SUPPORT SERVICES				TOTAL	
	Youth Development	Healthy Living	Social Responsibility	2023 Total	2022 Total	Management and General	Fund - Raising	2023 Total	2022 Total	2023	2022
Salaries	\$ 7,044,728	\$ 4,781,646	\$ 117,539	\$ 11,943,913	\$ 9,720,919	\$ 1,300,518	\$ 193,064	\$ 1,493,582	\$ 1,445,147	\$ 13,437,495	\$ 11,166,066
Employee benefits	434,505	443,984	10,764	889,253	744,253	254,284	45,349	299,633	288,017	1,188,886	1,032,270
Payroll taxes	643,104	497,049	11,113	1,151,266	924,083	120,474	15,657	136,131	108,044	1,287,397	1,032,127
Total salaries and related expenses	8,122,337	5,722,679	139,416	13,984,432	11,389,255	1,675,276	254,070	1,929,346	1,841,208	15,913,778	13,230,463
Purchased services	53,447	24,960	256	78,663	43,104	634,147	13,502	647,649	521,413	726,312	564,517
Supplies	636,440	351,996	39,195	1,027,631	835,291	12,333	9,810	22,143	16,673	1,049,774	851,964
Telephone	41,999	91,490	1,556	135,045	135,185	11,924	330	12,254	9,936	147,299	145,121
Postage and shipping	2,743	9,726	1,535	14,004	15,810	4,343	1,233	5,576	751	19,580	16,561
Occupancy	559,042	2,029,620	34,236	2,622,898	2,497,814	220,620	-	220,620	202,280	2,843,518	2,700,094
Equipment rental and maintenance	103,774	130,250	2,516	236,540	168,730	16,656	240	16,896	19,309	253,436	188,039
Advertising and promotion	41,341	67,360	802	109,503	47,335	2,493	1,280	3,773	4,690	113,276	52,025
Travel	107,783	51,032	4,413	163,228	171,274	27,207	2,177	29,384	17,290	192,612	188,564
Training and meetings	29,061	23,291	175	52,527	51,817	31,223	3,771	34,994	27,470	87,521	79,287
Membership dues	146,512	158,230	1,377	306,119	193,636	50,241	494	50,735	47,069	356,854	240,705
Finance costs	53,617	1,214,580	2,671	1,270,868	902,398	16,325	-	16,325	47,188	1,287,193	949,586
Miscellaneous	14,492	97,950	4,010	116,452	68,080	298	-	298	125	116,750	68,205
Total expenses before depreciation	9,912,588	9,973,164	232,158	20,117,910	16,519,729	2,703,086	286,907	2,989,993	2,755,402	23,107,903	19,275,131
Depreciation	319,136	1,948,016	25,494	2,292,646	2,515,497	2,518	-	2,518	1,259	2,295,164	2,516,756
	\$ 10,231,724	\$ 11,921,180	\$ 257,652	\$ 22,410,556	\$ 19,035,226	\$ 2,705,604	\$ 286,907	\$ 2,992,511	\$ 2,756,661	\$ 25,403,067	\$ 21,791,887

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 1. Nature of the Association and Significant Accounting Policies

Nature of the Association:

Young Men’s Christian Association Buffalo Niagara (d/b/a YMCA Buffalo Niagara) (YMCA or the Association) is a nonprofit organization with the following mission statement:

“YMCA Buffalo Niagara is a charitable, community-based organization committed to providing programs designed to build a healthy spirit, mind and body for all.”

The Association’s goal is to advance its cause of strengthening the community through youth development, healthy living and social responsibility. The YMCA is a powerful association of men, women, and children committed to bringing about lasting personal and social change. With a focus on nurturing the potential of every child and teen, improving the nation’s health and well-being, and providing opportunities to give back and support its neighbors, the YMCA enables youth, adults, families and communities to be healthy, confident, connected and secure.

Program activities:

A summary of the Association’s significant program activities follows:

Youth Development – The YMCA is committed to nurturing the potential of every child and teen. The YMCA believes that all children deserve the opportunity to discover who they are and what they can achieve. That is why the YMCA helps young people cultivate the values, skills and relationships that lead to positive behaviors, better health and educational achievement. YMCA programs, such as school age child care, summer camp and preschool education, offer a range of experiences that enrich cognitive, social, physical and emotional growth.

Healthy Living – The YMCA is a leading voice on health and well-being. The YMCA brings families closer together, encourages good health and fosters connections through fitness, sports, fun and shared interests. As a result, people in the community are receiving the support, guidance and resources they need to achieve greater health in spirit, mind and body. This is particularly important as the nation struggles with an obesity crisis, families struggle with work/life balance and individuals search for personal fulfillment.

Social Responsibility – The YMCA believes in giving back and supporting its neighbors. The YMCA has been listening and responding to the community’s most critical social needs. YMCA programs, such as the senior citizen center, volunteer service programs, and CPR & First Aid training, are examples of how the YMCA delivers training, resources and support that empower its neighbors to effect change, bridge gaps and overcome obstacles. The YMCA engages members, participants and volunteers in activities that strengthen the community and pave the way for future generations to thrive.

As part of the YMCA’s mission, the programs are accessible, affordable and open to all faiths, backgrounds, abilities and income levels. The YMCA provides financial assistance to people who otherwise are not able to participate.

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

YMCA of the USA:

The Association is a member of the National Council of Young Men's Christian Associations of the United States of America. The Association is an independent autonomous organization, recognized as a member of, but separate from the National Council. The Association must meet annual certification requirements to remain a member.

A summary of the Association's significant accounting policies follows:

Basis of accounting:

The financial statements of the Association have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Basis of presentation:

The Association records resources for accounting and reporting purposes based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions – Net assets available for use in general operations and not subject to donor restrictions. The governing board has designated, from net assets without donor restrictions, a board-designated endowment.

Net assets with donor restrictions – Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

Operating activities:

Operating activities reflect all transactions increasing or decreasing net assets except those contributions received for long-term investment purposes or governmental assistance received in response to the Coronavirus Pandemic (Note 18), investment returns, changes in the fair value of the interest rate swaps, and gains/losses from sale/disposal of property and equipment.

Public support:

The Association receives public support in the form of contributions through its annual campaign, special events, the United Way and other fundraising efforts. Contributions are received from individuals, foundations and corporations to support specific programming activities, capital projects, general operations, and endowments.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Public support (continued):

All contributions are considered to be available for unrestricted use unless specifically restricted by a donor. Unconditional contributions not subject to a pledge agreement with the Association are recorded as revenue when received. The Association records unconditional promises to give as contribution revenues and pledges receivable, net of an estimate for uncollectible amounts, when there is sufficient evidence in the form of verifiable documentation that an unconditional promise was received. Conditional contributions containing a measurable performance or other barrier and right of return for contributions received are reported as deferred revenue. Conditional promises to give are not recognized until the conditions on which they depend are substantially met or explicitly waived by the donor.

The Association reports gifts of land, buildings and equipment at estimated fair value as support without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Absent explicit donor stipulations, the Association reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Donor restricted contributions whose restrictions are met in the same reporting period are reported as support without donor restrictions in the statement of activities and changes in net assets.

Revenue recognition and deferred revenue:

Membership and program service fees consist of revenues earned from providing health, fitness, education, childcare, summer camp and recreation programs to families and individuals. Certain programs are also available to the public. Membership and program service fees are specific to distinct performance obligations that are satisfied over time. Accordingly, revenue is recognized ratably on a straight-line basis in an amount that reflects the consideration the Association expects to be entitled to, net of financial assistance provided, in exchange for providing services. Financial assistance represents reductions from gross membership and program service fees for individuals that demonstrate financial need. Financial assistance is estimated in the same period the revenue is recognized based on the amount an individual is most likely to receive in accordance with the terms of the financial assistance. Membership and program service fees are generally due in advance of the membership or program service period and are reported as deferred revenue until the membership or program service period occurs.

Contracts with governmental agencies consist of revenues earned from providing education, recreation and child care programs primarily to school districts. Contracts with governmental agencies are recognized as revenue over time as the distinct performance obligations are satisfied, which is generally as related expenditures are incurred over the service period. Advances from governmental agencies are reported as deferred revenue until the performance obligations are satisfied.

Revenues may be affected by consumer recreation and fitness trends as well as general economic conditions. There is generally not an extension of credit and, therefore, no financing component to revenue transactions.

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Donated services:

The Association receives services from a large number of volunteers who give significant amounts of their time to the programs of the Association. No amounts have been reflected for these types of donated services, as there is no objective basis available to measure their value.

Cash, cash equivalents and cash designated for capital expenditure:

The Association reports all cash accounts, except amounts designated for capital expenditure, as cash and cash equivalents on the accompanying statement of financial position. The Association maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Association has not experienced any losses in such accounts and believes it is not exposed to any significant risk with respect to its cash balances.

The following table provides a reconciliation of cash and cash equivalents and cash designated for capital expenditure reported on the statement of financial position to the statement of cash flows:

	2023	2022
Cash and cash equivalents	\$ 2,729,478	\$ 1,126,285
Cash designated for capital expenditure	<u>3,578,637</u>	<u>3,216,226</u>
	<u>\$ 6,308,115</u>	<u>\$ 4,342,511</u>

Receivables:

Receivables include amounts for trade accounts, fundraising pledges, and investment income. Effective January 1, 2023, the Association adopted Accounting Standards Codification (Topic 326) - *Financial Instruments - Credit Losses* (ASC 326) using the modified retrospective method whereas comparative period information is not restated. The adoption of ASC 326 did not have a significant impact on the Association's financial statements, therefore, no cumulative effect adjustment to the opening balance of net assets was recorded. The allowance for expected credit losses represents the Association's best estimate of the amount of probable credit losses within trade receivables and is based upon economic conditions, the number of days that receivables are past due, historical loss patterns, an evaluation of the potential risk of loss associated with specific accounts, and reasonable and supportable forecasts about future conditions, when applicable. Account balances are charged against the allowance after all means of collection have been exhausted and the potential for recovery is considered remote. The provisions for allowances for credit losses are recorded in miscellaneous expense. Recoveries of receivables previously written off are recorded when received. Due to the short-term nature of most receivables, the Association uses the aging method to estimate its expected credit losses. The Association maintains an allowance for expected credit losses on trade receivables in the amount of \$18,743 at December 31, 2023. Prior to adoption of ASC 326, the Association's allowance for doubtful accounts utilized the incurred loss model to reserve for potentially uncollectible receivables. The allowance for doubtful accounts was \$31,284 at December 31, 2022.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Receivables (continued):

For non-trade receivables, the Association maintains an allowance for doubtful accounts utilizing an incurred loss model. The allowance for doubtful non-trade receivables was \$42,783 and \$37,007 at December 31, 2023, and 2022, respectively.

Investments:

The Association has investments in debt, marketable equity securities and money market funds. Investments are reported at fair value, with realized and unrealized holding gains and losses reported in the statement of activities and changes in net assets. Interest on debt securities and money market funds is recognized in income as earned, and dividends on marketable equity securities are recognized in income when declared. Realized gains and losses are determined on the basis of the specific securities sold.

Beneficial interest in trusts:

The Association recognizes its beneficial interest in a trust as a contribution in the period in which it receives notice that the trust agreement conveys an unconditional right to receive benefits. The Association is an income beneficiary under the trusts, the corpus of which is not controlled by the Association. Although the Association has no control over the administration of the investment of the trusts' assets, the fair value of the Association's beneficial interest is recognized in the statement of financial position. The Association values the beneficial interest in trusts based upon the Association's interest in the underlying assets of the trusts reported at fair value by the trustees.

Leases:

The Association determines if an arrangement is or contains a lease at inception, which is the date on which the terms of the contract are agreed to, and the agreement creates enforceable rights and obligations. A contract is or contains a lease when (i) explicitly or implicitly identified assets have been deployed in the contract and (ii) the Association obtains substantially all of the economic benefits from the use of that underlying asset and directs how and for what purpose the asset is used during the term of the contract. The Association also considers whether its service arrangements include the right to control the use of an asset.

The Association recognizes most leases on its statement of financial position as a right-of-use (ROU) asset representing the right to use an underlying asset and a lease liability representing the obligation to make lease payments over the lease term, measured on a discounted basis. Leases are classified as either finance leases or operating leases based on certain criteria. Classification of the lease affects the pattern of expense recognition in the statement of activities and changes in net assets.

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Leases (continued):

For leases with a term greater than 12 months, ROU assets and lease liabilities are measured based on the present value of future lease payments over the lease term at the commencement date of the lease. The ROU assets also include any initial direct costs incurred and lease payments made at or before the commencement date and are reduced by any lease incentives received. To determine the present value of lease payments, the Association uses the implicit discount rate when readily determinable, otherwise it applies an incremental borrowing rate comparable to the lease term. ROU assets and lease liabilities also consist of any prepaid lease payments and deferred rent liabilities. The lease terms used to calculate ROU assets and lease liabilities include options to extend the lease or purchase the underlying asset when it is reasonably certain that the Association will exercise those options.

Amortization of ROU assets pursuant to operating lease arrangements is recorded as rental expense over the lease term.

Property and equipment:

Property and equipment are stated at cost. The Association capitalizes items that are over \$5,000 and provide future value. Depreciation is computed on the straight-line basis over the following estimated useful lives:

	<u>Years</u>
Buildings and improvements	5 - 40
Equipment	3 - 20

Expenditures for maintenance and repairs are charged to expense as incurred.

The carrying value of the Association's long-lived assets is periodically reviewed to determine if facts or circumstances suggest that the assets may be impaired or that the remaining useful, depreciable lives may need to be changed. The Association considers internal and external factors related to each asset, including future asset utilization and business climate. If these factors and the projected undiscounted cash flows of the asset over its remaining life indicate that the asset will not be recoverable, the carrying value will be adjusted down to the estimated fair value if less than book value.

Interest rate swap:

The interest rate swap is recorded in the statement of financial position at its fair value. Changes in fair value are recorded in the statement of activities and changes in net assets.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Deferred financing costs:

Financing costs related to debt instruments are deferred and presented in the statement of financial position as a direct reduction from the carrying amount of the related debt. Amortization of deferred financing costs is presented as a component of interest expense.

Deferred naming rights revenue:

In 2011, the Association received a \$2,000,000 conditional sponsorship for naming rights of the Independent Health Family Branch YMCA. Sponsorship revenue of \$1,400,000 was contingent on the construction of the facility and \$600,000 was contingent on the facility remaining open for ten years. The YMCA recognized \$1,400,000 as revenue in 2013 when the building was placed in service. The balance of \$600,000 remained in the accompanying statement of financial position as deferred naming rights revenue until the final condition was resolved, which occurred in 2023. Deferred naming rights revenue of \$600,000 is recorded in the non-operating activities section of the accompanying statement of activities and changes in net assets for the year ended December 31, 2023.

Endowments:

The Association's endowments consist of donor-restricted and board-designated endowment funds. The donor-restricted endowment is established through donor-restricted contributions. The Board of Trustees of the Association has set aside funds through unrestricted donor contributions representing a portion of the Association's net assets without donor restrictions in a board-designated endowment.

The New York Prudent Management of Institutional Funds Act (NYPMIFA or the Act), New York's version of the Uniform Prudent Management of Institutional Funds Act, governs the management and investment of funds held by not-for-profit corporations and other institutions. The Association has interpreted the Act as requiring the preservation of the fair value of the original gift as of the gift date of donor-restricted endowment funds which is prudent, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association retains in perpetuity (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not retained in perpetuity is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Association in a manner consistent with the standards of prudence prescribed by NYPMIFA.

When making a determination to appropriate or accumulate donor-restricted endowment funds, the Association considers the following: the duration and preservation of the endowment fund; the purposes of the donor-restricted endowment fund; general economic conditions; the possible effect of inflation and deflation; the expected total return from income and the appreciation of investments; other resources of the Association; where appropriate and circumstances would otherwise warrant, alternatives to expenditure of the endowment fund, giving due consideration to the effect that such alternatives may have on the Association; and the investment policies of the Association.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Endowments (continued):

From time-to-time the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or relevant law requires the Association to retain as a fund of perpetual duration. In accordance with generally accepted accounting principles, deficiencies of this nature would be reported in net assets with donor restrictions. The reporting of such deficiencies as a reduction of Association-controlled net assets with donor restrictions does not legally create an affirmative obligation of the Association to restore the fair value of those funds from net assets without donor restrictions.

The Association, under the direction of the Board of Trustees, has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to the Association while seeking to maintain the purchasing power of the endowment assets after considering the effects of inflation. Under these policies, endowment assets are invested in a manner that is intended to achieve returns, net of fees, in excess of a relevant balanced benchmark, as defined by the target asset allocation, while assuming a moderate level of investment risk.

To satisfy its long-term rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Association targets a diversified asset allocation that places a greater emphasis on equity-based and fixed income investments to achieve its long-term return objectives within prudent risk constraints.

The Board of Trustees will review the fund's performance at least annually and will appropriate for distribution an amount it feels is appropriate. Annual endowment fund spending is expected to be no more than 5% of the average market value for the last twenty quarters, unless modified and approved by a majority of the Board of Trustees. All endowment expenditures will be made in accordance with any donor restrictions or board designations.

Income taxes:

The Association has received a favorable determination letter from the Internal Revenue Service stating that it is exempt from federal income taxes under Section 501(a) of the Internal Revenue Code (IRC) of 1986, as an organization described in Section 501(c)(3), except for income taxes pertaining to unrelated business income.

The Financial Accounting Standards Board (FASB) guidance requires tax effects from uncertain tax positions to be recognized in the financial statements only if the position is more likely than not to be sustained if the position were to be challenged by a taxing authority. Management has determined that there are no material uncertain positions that require recognition in the financial statements. Accordingly, no provision for uncertain income tax positions is reflected in these financial statements. Interest and penalties would be recognized as tax expense; however, there are no interest or penalties recognized. The tax years after 2019 are still open to audit for both federal and state purposes.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 1. Nature of the Association and Significant Accounting Policies (Continued)

Functional allocation of expenses:

The financial statements report certain categories of expenses that are attributable to one or more programs or supporting function of the Association. Those expenses include personnel, occupancy, finance costs and depreciation. Expenses are allocated to the program or supporting functions based on the revenue produced by each program or function.

Use of estimates:

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.

Summarized comparative financial information:

The statements of activities and changes in net assets and functional expenses include prior year summarized comparative financial information. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP). Accordingly, such information should be read in conjunction with the Association's financial statements for the year ended December 31, 2022, from which the summarized information was derived.

Subsequent events:

Management has evaluated subsequent events through April 26, 2024, which is the date the financial statements were available to be issued.

Note 2. Liquidity Management

The Association regularly monitors liquidity required to meet its annual operating needs and other contractual commitments while also striving to maximize the return on board-designated endowment investments not required for annual operations. The Association had financial assets consisting of cash, cash equivalents and certain receivables amounting to \$3,456,674 and \$4,606,473 at December 31, 2023 and 2022, respectively, to meet annual operating needs for the following fiscal year. The Association has additional sources of liquidity available, including a revolving credit facility (Note 8) and board-designated endowment investments (Note 12), which are subject to appropriation by the Board of Trustees. The Association's revenue bonds (Note 9) require the Association to maintain a minimum of \$6,500,000 of cash and investments not subject to donor restrictions.

YMCA BUFFALO NIAGARA

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 3. Receivables

Receivables at December 31, 2023 and 2022 are summarized as follows:

	2023	2022
Current maturities of capital campaign pledges	\$ 66,171	\$ 70,271
Trade accounts	606,011	557,891
Annual campaign pledges	121,185	105,205
Interest and dividends	43,236	7,570
	\$ 836,603	\$ 740,937

Note 4. Capital Campaign Pledges Receivable

The Association has sponsored a capital campaign to assist in financing a project in North Buffalo, New York (North Buffalo Project). The status of this campaign at December 31, 2023 and 2022 is summarized as follows:

	2023	2022
Total pledges since inception	\$ 3,479,150	\$ 3,420,379
Less payments received to date	3,244,830	3,131,808
Gross pledges receivable	234,320	288,571
Less allowance for doubtful pledges receivable	11,716	14,555
Pledges receivable, net	222,604	274,016
Less present value of estimated future payments at 8.50%	20,201	17,828
Total present value of pledges receivable	202,403	256,188
Less current maturities of pledges receivable	66,171	70,271
Pledges receivable less current maturities	\$ 136,232	\$ 185,917

Gross pledges receivable at December 31, 2023 are due as follows:

Years ending December 31,	
2024	\$ 66,171
2025	82,699
2026	48,616
2027	35,584
2028	1,250
	\$ 234,320

YMCA BUFFALO NIAGARA

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 5. Investments

Investments at December 31, 2023, stated at fair value, consist of the following:

	Cost	Net Unrealized Gain	Fair Value
Common stocks	\$ 4,039,644	\$ 2,709,171	\$ 6,748,815
Bonds	904,027	210,904	1,114,931
Mutual funds	6,833,532	99	6,833,631
Exchange traded funds	258,062	74,835	332,897
Money market funds	1,230,234	-	1,230,234
	<u>\$ 13,265,499</u>	<u>\$ 2,995,009</u>	<u>\$ 16,260,508</u>

Investments at December 31, 2022, stated at fair value, consist of the following:

	Cost	Net Unrealized Gain (Loss)	Fair Value
Common stocks	\$ 4,281,161	\$ 2,091,619	\$ 6,372,780
Bonds	400,249	110,534	510,783
Mutual funds	5,764,646	(434,837)	5,329,809
Exchange traded funds	697,095	(6,587)	690,508
Money market funds	1,127,358	-	1,127,358
	<u>\$ 12,270,509</u>	<u>\$ 1,760,729</u>	<u>\$ 14,031,238</u>

A summary of net investment income (loss) for the years ended December 31, 2023 and 2022 is as follows:

	2023	2022
Unrealized gain (loss)	\$ 1,234,280	\$ (2,765,174)
Realized gain on sale of securities	528,313	19,143
Interest and dividend income	788,241	385,491
Investment expenses	<u>(78,163)</u>	<u>(74,232)</u>
Total investment income (loss), net	<u>\$ 2,472,671</u>	<u>\$ (2,434,772)</u>

The Association 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 risks associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the financial position of the Association.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 6. Fair Value Measurements

U.S. GAAP establishes a framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority level 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 levels of the fair value hierarchy 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 Association 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.

The asset's 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 the Association's assets and liabilities measured at fair value. There have been no changes in the methodologies used at December 31, 2023 and 2022:

Common stocks: Valued at the daily closing price as reported on public exchanges.

Bonds: Valued at approximate fair value as determined by a service provider to the bond custodian using a pricing model.

Mutual funds: Mutual funds, except for money market mutual funds, are valued at the daily closing price as reported by the fund. Mutual funds owned by the Association are open-end funds that are registered with the Securities and Exchange Commission (SEC). These funds are required to publish their daily net asset value (NAV) and to transact at that price. The Association deems funds owned by them to be actively traded.

Exchange traded funds: Exchange traded funds (ETF) are traded at quoted prices throughout the day and valued at the end of the day at NAV as determined by the fund based upon the fair value of the underlying investments held by the fund less its liabilities. The ETFs are registered with the SEC and are deemed to be actively traded.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 6. Fair Value Measurements (Continued)

Money market funds: Money market funds generally transact at \$1.00 NAV as reported by the fund and is based on the amortized cost of the underlying securities of the fund. The \$1.00 NAV is considered to be the price to sell the money market fund and its estimated fair value. The Association's investments in money market funds have a daily redemption frequency. There are no required redemption notice periods and there are no unfunded commitments at December 31, 2023 and 2022.

Beneficial interest in trusts: Valued based upon the Association's interest in the fair value of the underlying trust assets as reported by the trustees. The underlying assets of the trusts are primarily invested in equity securities and mutual funds that are valued daily on public exchanges.

Interest rate swaps: Valued by the issuing financial institution using a proprietary market-based model.

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 Association 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.

YMCA BUFFALO NIAGARA

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 6. Fair Value Measurements (Continued)

Financial instruments at December 31, 2023, stated at fair value, consist of the following:

	Level 1	Level 2	Level 3	Total
Investments:				
Common stocks:				
Consumer discretionary	\$ 611,564	\$ -	\$ -	\$ 611,564
Consumer staples	581,072	-	-	581,072
Energy	284,648	-	-	284,648
Energy (International)	389,542	-	-	389,542
Financials	726,272	-	-	726,272
Healthcare	740,592	-	-	740,592
Industrials	360,207	-	-	360,207
Information technology	1,639,892	-	-	1,639,892
Materials	406,900	-	-	406,900
Other (International)	287,233	-	-	287,233
Real estate	176,285	-	-	176,285
Telecom services	405,099	-	-	405,099
Utilities	139,509	-	-	139,509
	<u>6,748,815</u>	-	-	<u>6,748,815</u>
Bonds:				
Corporate medium-term	-	603,086	-	603,086
Structured notes	-	511,845	-	511,845
	-	<u>1,114,931</u>	-	<u>1,114,931</u>
Mutual funds:				
International large-cap	1,614,497	-	-	1,614,497
International small-cap	301,325	-	-	301,325
Infrastructure	278,005	-	-	278,005
Domestic mid-cap	503,207	-	-	503,207
Domestic small-cap	359,359	-	-	359,359
Bond	2,289,520	-	-	2,289,520
Real estate	577,271	-	-	577,271
Alternative	910,447	-	-	910,447
	<u>6,833,631</u>	-	-	<u>6,833,631</u>
Exchange traded funds:				
Domestic small-cap	200,497	-	-	200,497
Bonds	132,400	-	-	132,400
	<u>332,897</u>	-	-	<u>332,897</u>
Money market funds	-	1,230,234	-	1,230,234
	<u>\$ 13,915,343</u>	<u>\$ 2,345,165</u>	<u>\$ -</u>	<u>\$ 16,260,508</u>
Beneficial interest in trusts	\$ -	\$ -	\$ 141,812	\$ 141,812
Interest rate swap	\$ -	\$ 164,573	\$ -	\$ 164,573

YMCA BUFFALO NIAGARA

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 6. Fair Value Measurements (Continued)

Financial instruments at December 31, 2022, stated at fair value, consist of the following:

	Level 1	Level 2	Level 3	Total
Investments:				
Common stocks:				
Consumer discretionary	\$ 523,453	\$ -	\$ -	\$ 523,453
Consumer staples	507,321	-	-	507,321
Energy	425,031	-	-	425,031
Energy (International)	219,038	-	-	219,038
Financials	450,813	-	-	450,813
Healthcare	839,613	-	-	839,613
Industrials	468,642	-	-	468,642
Information technology	1,189,742	-	-	1,189,742
Materials	362,960	-	-	362,960
Materials (International)	76,284	-	-	76,284
Transportation (International)	20,512	-	-	20,512
Real estate	904,570	-	-	904,570
Telecom services	271,397	-	-	271,397
Utilities	113,404	-	-	113,404
	<u>6,372,780</u>	<u>-</u>	<u>-</u>	<u>6,372,780</u>
Bonds:				
Corporate short-term	-	49,962	-	49,962
International	-	49,506	-	49,506
Structured notes	-	411,315	-	411,315
	<u>-</u>	<u>510,783</u>	<u>-</u>	<u>510,783</u>
Mutual funds:				
International large-cap	1,447,986	-	-	1,447,986
Domestic mid-cap	399,466	-	-	399,466
Domestic small-cap	280,463	-	-	280,463
Bond	1,904,052	-	-	1,904,052
Alternative	1,297,842	-	-	1,297,842
	<u>5,329,809</u>	<u>-</u>	<u>-</u>	<u>5,329,809</u>
Exchange traded funds:				
Domestic small-cap	176,800	-	-	176,800
Bonds	513,708	-	-	513,708
	<u>690,508</u>	<u>-</u>	<u>-</u>	<u>690,508</u>
Money market funds	-	1,127,358	-	1,127,358
	<u>\$ 12,393,097</u>	<u>\$ 1,638,141</u>	<u>\$ -</u>	<u>\$ 14,031,238</u>
Beneficial interest in trusts	\$ -	\$ -	\$ 131,594	\$ 131,594
Interest rate swaps	\$ -	\$ 242,673	\$ -	\$ 242,673

YMCA BUFFALO NIAGARA

2023 NOTES TO FINANCIAL STATEMENTS (With Comparative Financial Information For 2022)

Note 6. Fair Value Measurements (Continued)

The following table sets forth a summary of changes in the fair value of Level 3 assets for the years ended December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Balance, beginning of year	\$ 131,594	\$ 159,306
Change in fair value	15,435	(21,880)
Distributions received	<u>(5,217)</u>	<u>(5,832)</u>
Balance, end of year	<u>\$ 141,812</u>	<u>\$ 131,594</u>

Note 7. Property and Equipment

Property and equipment at December 31, 2023 and 2022 consist of the following:

	<u>2023</u>	<u>2022</u>
Land	\$ 7,347,396	\$ 7,347,396
Buildings and improvements	57,338,626	56,442,628
Equipment	4,946,335	4,936,381
Construction-in-progress	<u>52,345</u>	<u>135,200</u>
	<u>69,684,702</u>	<u>68,861,605</u>
Less accumulated depreciation	<u>32,624,427</u>	<u>30,376,688</u>
Total property and equipment, net	<u>\$ 37,060,275</u>	<u>\$ 38,484,917</u>

Note 8. Revolving Credit

The YMCA has a bank revolving credit facility with a maximum borrowing capacity of \$1,000,000 at December 31, 2023. Borrowed amounts bear interest at the Secured Overnight Financing Rate (SOFR). There were no outstanding borrowings on this facility at either December 31, 2023 or 2022.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 9. Long-Term Debt

Long-term debt at December 31, 2023 and 2022 consists of the following:

	2023	2022
Civic facility revenue bond with a bank due in monthly principal payments ranging from \$75,000 to \$87,000 plus interest through July 2033. Effective July 1, 2023, as a result of a mandatory redemption feature, the bond was repurchased and reissued with the bank at the amount equaling the outstanding principal and interest. Variable interest is equal to adjusted term SOFR plus the applicable margin, times 79%. The applicable margin is determined quarterly based on the debt service coverage ratio with the margin ranging from 2.75% to 5%. The owner of the bond can utilize the mandatory redemption feature in June of 2025 at which time the bonds are repriced with the bank or sold to a new owner.	\$ 9,356,769	\$ 10,251,596
Less deferred financing costs	184,605	203,868
	9,172,164	10,047,728
 Civic facility revenue bond with a bank due in monthly principal payments ranging from \$35,000 to \$50,000 plus interest through March 2039. The bond has a mandatory redemption feature where the owner of the bond can put it back to the YMCA in March of 2029. At that time, the bonds are repriced with the bank or sold to a new owner. Variable interest is equal to adjusted term SOFR plus the applicable margin of 2.15%, times 65%.	7,766,451	8,190,457
Less deferred financing costs	267,080	284,689
	7,499,371	7,905,768
	16,671,535	17,953,496
Less current maturities	1,342,950	1,318,832
	\$ 15,328,585	\$ 16,634,664

The revenue bonds are secured by a mortgage on property in Amherst, West Seneca and Lockport, New York along with property and equipment at three other branches. The revenue bonds are subject to certain covenants which, among other things, require the Association to maintain a certain amount of net assets, change in net assets, and unrestricted cash and investments. At December 31, 2023, the Association was in compliance with these requirements.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 9. Long-Term Debt (Continued)

Aggregate maturities of long-term debt at December 31, 2023 are as follows:

Years ending December 31,	
2024	\$ 1,342,950
2025	1,367,519
2026	1,392,547
2027	1,418,043
2028	1,444,016
Thereafter	<u>10,158,145</u>
Total	<u>\$ 17,123,220</u>

The Association maintains an interest rate swap agreement with a bank to eliminate the risk of changes in interest rates on one of the civic facility revenue bonds. The notional amount for the swap agreement at December 31, 2023 and 2022 is \$6,316,691 and \$6,668,314, respectively. It effectively changes the Association's interest rate exposure on the related borrowings to a fixed rate of 3.05% through December 2028. Prior to January 2023, the Association maintained a second swap agreement on the other civic facility revenue bond which effectively changed the Association's interest rate exposure to a fixed rate of 3.00%.

The Association is exposed to credit loss in the event of non-performance by the counterparties to the interest rate swap agreements; however, the Association does not anticipate such non-performance. The valuation of the interest rate swap agreements resulted in an asset of \$164,573 and \$242,673 as of December 31, 2023 and 2022, respectively.

Interest expense amounted to \$898,624 and \$641,450 for the years ended December 31, 2023 and 2022, respectively. Interest expense is included in finance costs in the accompanying statement of functional expenses.

Note 10. Operating Lease

The Association leases an administrative building under a non-cancelable operating lease agreement. On April 2, 2024, the Association modified the lease agreement initially expiring in 2025 to extend the lease term to February 2033.

2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)

Note 10. Operating Lease (Continued)

The following table presents the maturities of the agreement as modified:

Years ending December 31,

2024	\$ 64,546
2025	22,130
2026	88,520
2027	124,149
2028	127,874
Thereafter	<u>573,015</u>
Total undiscounted cash flows	1,000,234
Less the amount representing interest at 5.00%	<u>218,084</u>
Total operating lease liability	<u>\$ 782,150</u>

Prior to signing the lease modification, the undiscounted cash flows of the operating lease liability and the amount representing interest at 3.25% amounted to \$273,859 and \$7,629, respectively, at December 31, 2023. The total operating lease liability amounted to \$266,230 at December 31, 2023. Single lease costs related to the operating lease amounted to \$142,883 for the years ended December 31, 2023 and 2022. Cash paid for amounts included in the measurement of the operating lease liability amounted to \$149,378 and \$124,481 for the years ended December 31, 2023 and 2022, respectively. Single lease costs for 2023 and 2022 are included in occupancy costs in the statement of functional expenses.

YMCA BUFFALO NIAGARA

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 11. Net Assets with Donor Restrictions

Net assets with donor restrictions as of December 31, 2023 and 2022 are available for the following purposes or periods:

	2023	2022
Subject to the passage of time:		
Capital campaign receivables to fund the North Buffalo Project.	\$ 202,403	\$ 256,188
Subject to expenditure for a specified purpose:		
Contributions received to fund specific program operations.	270,729	-
Contributions received to fund the North Buffalo Project.	537,779	435,256
Restricted in perpetuity with income subject to appropriation or expenditure:		
Donor-restricted endowment (Note 12) - investments in perpetuity at the original gift amount plus accumulated gains or losses, the income from which is expendable, once approved, to support specific YMCA branch operations.	1,372,112	1,335,441
Beneficial interest in trusts, the income from which is expendable, once approved, to support general YMCA operations and programming in the City of Niagara Falls.	141,812	131,594
	\$ 2,524,835	\$ 2,158,479

During 2023, net assets of \$9,566 were released from donor restrictions primarily through satisfaction of purpose restrictions.

YMCA BUFFALO NIAGARA

**2023 NOTES TO FINANCIAL STATEMENTS
(With Comparative Financial Information For 2022)**

Note 12. Endowment Funds

The Association's endowment consists of donor-restricted endowment funds and funds that have been designated by the Board of Trustees to function as an endowment.

Changes in endowment net assets and net asset composition as of and for the years ended December 31, 2023 and 2022 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, December 31, 2021	\$ 15,137,589	\$ 1,324,811	\$ 16,462,400
Investment return:			
Net loss on investments	(2,677,196)	(68,835)	(2,746,031)
Interest and dividends	385,491	-	385,491
Investment expenses	(74,232)	-	(74,232)
	<u>(2,365,937)</u>	<u>(68,835)</u>	<u>(2,434,772)</u>
Appropriation of endowment net assets for expenditure	<u>(86,723)</u>	<u>-</u>	<u>(86,723)</u>
Cash contributions	<u>-</u>	<u>79,465</u>	<u>79,465</u>
Donated securities	<u>10,868</u>	<u>-</u>	<u>10,868</u>
Endowment net assets, December 31, 2022	<u>12,695,797</u>	<u>1,335,441</u>	<u>14,031,238</u>
Investment return:			
Net gain on investments	1,725,940	36,653	1,762,593
Interest and dividends	788,241	-	788,241
Investment expenses	(78,163)	-	(78,163)
	<u>2,436,018</u>	<u>36,653</u>	<u>2,472,671</u>
Appropriation of endowment net assets for expenditure	<u>(258,829)</u>	<u>-</u>	<u>(258,829)</u>
Cash contributions	<u>10,057</u>	<u>18</u>	<u>10,075</u>
Donated securities	<u>5,353</u>	<u>-</u>	<u>5,353</u>
Endowment net assets, December 31, 2023	<u>\$ 14,888,396</u>	<u>\$ 1,372,112</u>	<u>\$ 16,260,508</u>

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Note 12. Endowment Funds (Continued)

Endowment net asset composition by type of fund as of December 31, 2023 and 2022 are as follows:

	2023		
	Without Donor Restrictions	With Donor Restrictions	Total
Restricted in perpetuity	\$ -	\$ 1,416,534	\$ 1,416,534
Accumulated investment losses on amounts to be retained in perpetuity	-	(44,422)	(44,422)
Board designated endowment fund	<u>14,888,396</u>	-	<u>14,888,396</u>
	<u>\$ 14,888,396</u>	<u>\$ 1,372,112</u>	<u>\$ 16,260,508</u>
	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Restricted in perpetuity	\$ -	\$ 1,416,516	\$ 1,416,516
Accumulated investment losses on amounts to be retained in perpetuity	-	(81,075)	(81,075)
Board designated endowment fund	<u>12,695,797</u>	-	<u>12,695,797</u>
	<u>\$ 12,695,797</u>	<u>\$ 1,335,441</u>	<u>\$ 14,031,238</u>

The aggregate fair value and cost of underwater donor-restricted endowment fund investments at December 31, 2023 and 2022 is as follows:

	2023	2022
Fair value	\$ 400,208	\$ 549,737
Cost	<u>444,630</u>	<u>630,812</u>
	<u>\$ (44,422)</u>	<u>\$ (81,075)</u>

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Note 13. Special Events

As part of its fundraising efforts, the Association holds periodic special events. Revenue from special events is recognized in the period in which the event is held and is presented net of direct expenses in the statement of activities and changes in net assets. Special event revenue and direct expenses for the years ended December 31, 2023 and 2022 are as follows:

	2023	2022
Revenue	\$ 637,926	\$ 525,394
Direct expenses	<u>385,863</u>	<u>294,772</u>
Special event revenue, net	<u>\$ 252,063</u>	<u>\$ 230,622</u>

Note 14. Financial Assistance Provided

Gross membership and program service fees along with financial assistance provided for the years ended December 31, 2023 and 2022 amounted to:

	2023	2022
Gross membership fees	\$ 10,781,061	\$ 7,995,314
Less financial assistance provided	<u>725,059</u>	<u>501,804</u>
Membership fees, net	<u>\$ 10,056,002</u>	<u>\$ 7,493,510</u>
Gross program service fees	\$ 8,062,552	\$ 7,180,412
Less financial assistance provided	<u>534,772</u>	<u>632,520</u>
Program service fees, net	<u>\$ 7,527,780</u>	<u>\$ 6,547,892</u>

Note 15. Retirement Plans

The Association participates in the YMCA Retirement Fund Retirement Plan (the Retirement Plan) which is a defined contribution, money purchase, church plan that is intended to satisfy the qualification requirements of Section 401(a) of the IRC, as amended, and The YMCA Retirement Fund Tax-Deferred Savings Plan (the Tax-Deferred Savings Plan) which is a retirement income account plan as defined in Section 403(b)(9) of the IRC. Both plans are sponsored by The Young Men's Christian Association Retirement Fund (the Fund). The Fund is a not-for-profit, tax-exempt pension fund incorporated in the State of New York. The Fund is organized and operated for the purpose of providing retirement and other benefits for employees of YMCAs throughout the United States. The plans are operated as church pension plans. Participation is available to all duly organized and reorganized YMCAs and their eligible employees. As a defined contribution plan, the Retirement Plan and Tax-Deferred Savings Plan have no unfunded benefit obligations.

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Note 15. Retirement Plans (Continued)

In accordance with an agreement between the Fund and the Association, contributions to the Retirement Plan are a percentage of the participating employees' salaries. These amounts are paid by the Association. Total cash contributions charged to retirement costs were \$694,738 and \$589,793 for the years ended December 31, 2023 and 2022, respectively.

Contributions to the Tax-Deferred Savings Plan are withheld from employees' salaries and remitted to the YMCA Retirement Fund. There is no matching employer contribution to this plan.

Note 16. Related Parties

The Association pays dues to YMCA of the USA and Alliance of New York State YMCAs. Dues paid to YMCA of the USA for the years ended December 31, 2023 and 2022 were \$270,864 and \$162,529, respectively. Dues paid to Alliance of New York State YMCAs for the years ended December 31, 2023 and 2022 were \$31,424 and \$31,427, respectively.

Note 17. Contingencies

In the normal course of business, various legal actions and claims are asserted against the Association.

The Association is a defendant in three claims relating to incidents alleged to have occurred from the 1950's through 1990's. The Association has identified insurance coverage for one of the claims, and is defending all three in court. In 2023, the Association recorded an accrued loss contingency amounting to \$1,475,000 related to two of the claims. For the other claim, the Association has not concluded that a loss is probable and is unable to reasonably estimate the ultimate effect of an adverse decision resulting from the claim on its financial position, results of operations or cash flow.

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Note 18. Government Assistance – Coronavirus Pandemic

In response to the health pandemic from the COVID-19 virus, the United States Congress passed several relief bills. One of these bills established the Paycheck Protection Program (PPP) administered by the U.S. Small Business Administration (SBA). Under this program, the Association was awarded two loans totaling \$4,986,002. The Association was notified in 2022 that the SBA approved its application for forgiveness of the entire PPP loan balance and recorded the forgiveness in non-operating activities in the statement of activities and changes in net assets for the year ended December 31, 2022. The forgiveness of the PPP loan may be subject to audit by the SBA.

The Employee Retention Credit (ERC) was also established in response to the economic adversity caused by the Coronavirus Pandemic to encourage businesses to keep employees on their payroll. Employers who met certain eligibility requirements could apply for the ERC, which is a refundable payroll tax credit issued by the Internal Revenue Service. The Association determined it was eligible for the ERC related to the first three calendar quarters of 2021 payroll and filed amended payroll tax forms, resulting in an amount receivable to the Association of \$2,817,092 at December 31, 2022. The Association recorded the ERC in non-operating activities in the statement of activities and changes in net assets for the year ended December 31, 2022. The Association received payment of the ERC in 2023. The ERC may be subject to audit by the Internal Revenue Service.

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