KEEN GREATER DC, LLC FINANCIAL REPORT

December 31, 2024

KEEN GREATER DC, LLC

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Independent Auditors' Report

To the Board of Directors of KEEN Greater DC, LLC Washington, DC

Opinion

We have audited the accompanying financial statements of KEEN Greater DC, LLC (a nonprofit organization), which comprise the statements of financial position as of December 31, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of KEEN Greater DC, LLC as of December 31, 2024 and 2023, 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.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of KEEN Greater DC, LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. 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 these 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 KEEN Greater DC, LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' 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 generally accepted auditing standards 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 generally accepted auditing standards, 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 KEEN Greater DC, LLC'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 KEEN Greater DC, LLC'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.

Other Information Included in the Organization's Annual Report

Management is responsible for the other information included in the organization's annual report. The other information comprises a balance sheet, public support and revenue, and expenses, but it does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance on it.

In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

North Bethesda, Maryland
April 14, 2025

KEEN GREATER DC, LLC STATEMENTS OF FINANCIAL POSITION December 31, 2024 and 2023

	2024	2023
Assets		
Current Assets		
Cash and cash equivalents	\$ 445,426	\$ 986,111
Investments	551,136	-
Pledges receivable	25,085	7,703
Prepaid expenses	13,241	12,062
Total current assets	1,034,888	1,005,876
Fixed Assets		
Furniture, fixtures, equipment, & software	25,556	25,556
Less: accumulated depreciation	22,663	21,455
Furniture, fixtures, equipment, & software, net	2,893	4,101
Total Assets	\$ 1,037,781	\$ 1,009,977
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 5,394	\$ 4,468
Accrued expenses	41,703	27,790
Total current liabilities	47,097	32,258
Net Assets		
Without donor restrictions	833,331	878,321
With donor restrictions	157,353	99,398
Total net assets	990,684	977,719
Total Liabilities and Net Assets	\$ 1,037,781	\$ 1,009,977

KEEN GREATER DC, LLC STATEMENT OF ACTIVITIES Year Ended December 31, 2024

	Without			With		
		Donor		Donor		
	R	estrictions	Restrictions			Total
Revenue and Support						
Contributions						
Contributions	\$	313,878	\$	68,046	\$	381,924
KEENFest		169,227		-		169,227
Golf tournament		126,858		-		126,858
In-kind donations		85,860		-		85,860
Services						
KEENFest		132,578		-		132,578
Golf tournament		120,687		-		120,687
Investment income		34,208		_		34,208
Total revenue and support		983,296		68,046		1,051,342
Net assets released from restrictions		10,091		(10,091)		<u>-</u>
Revenue and support after restriction releases		993,387		57,955		1,051,342
Expenses						
Program services						
Program services		644,564		-		644,564
Special events		329,618		_		329,618
Total program services		974,182		<u>-</u>		974,182
Supporting services						
Management and general		41,380		_		41,380
Fundraising		22,815		_		22,815
Total supporting services		64,195		_	_	64,195
Total expenses		1,038,377				1,038,377
Increase (decrease) in net assets		(44,990)		57,955		12,965
Net assets, beginning of year		878,321		99,398		977,719
Net assets, end of year	\$	833,331	\$	157,353	\$	990,684

KEEN GREATER DC, LLC STATEMENT OF ACTIVITIES Year Ended December 31, 2023

	Without Donor Restrictions		With Donor Restrictions		Total
Revenue and Support					
Contributions					
Contributions	\$ 295,219	\$	23,895	\$	319,114
KEENFest	145,659		-		145,659
Golf tournament	120,781		-		120,781
In-kind donations	61,832		-		61,832
Services					
KEENFest	110,516		-		110,516
Golf tournament	87,549		-		87,549
Interest income	 28,602				28,602
Total revenue and support	 850,158		23,895		874,053
Net assets released from restrictions	 25,346		(25,346)		
Revenue and support after restriction releases	 875,504		(1,451)		874,053
Expenses					
Program services					
Program services	611,950		-		611,950
Special events	 271,196				271,196
Total program services	 883,146				883,146
Supporting services					
Management and general	41,432		-		41,432
Fundraising	23,850		_		23,850
Total supporting services	 65,282				65,282
Total expenses	 948,428		<u>-</u>		948,428
Decrease in net assets	(72,924)		(1,451)		(74,375)
Net assets, beginning of year	 951,245		100,849		1,052,094
Net assets, end of year	\$ 878,321	\$	99,398	\$	977,719

KEEN GREATER DC, LLC STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2024

	Program Services					Supporting Services														
	I	Program		Special	Total I		Total		Management & General				Total		Total					
		Services		Events]	Program	& General				& General		& General		& General		Fu	ndraising	Supporting	
Payroll and benefits	\$	473,165	\$	76,429	\$	549,594	\$	5,194	\$	18,009	\$	23,203	\$	572,797						
Facility rental		84,148		186,646		270,794		-		-		-		270,794						
Office expenses		16,967		22,235		39,202		3,232		3,511		6,743		45,945						
Donated goods and services		6,355		17,050		23,405		15,455		-		15,455		38,860						
Contract labor		16,956		4,256		21,212		821		294		1,115		22,327						
Accounting		10,541		-		10,541		8,220		450		8,670		19,211						
Advertising		6,731		11,038		17,769		4		1		5		17,774						
Computer expenses		12,640		2,109		14,749		505		394		899		15,648						
Insurance		5,822		-		5,822		7,761		-		7,761		13,583						
Equipment and activities		3,630		6,780		10,410		-		-		-		10,410						
Travel and meetings		5,219		1,352		6,571		63		112		175		6,746						
Bad debt expense		-		1,690		1,690		-		-		-		1,690						
Refreshments and food		1,351		33		1,384		-		-		-		1,384						
Depreciation		1,039				1,039		125		44		169		1,208						
	\$	644,564	\$	329,618	\$	974,182	\$	41,380	\$	22,815	\$	64,195	\$	1,038,377						

KEEN GREATER DC, LLC STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2023

	Program Services					Supporting Services								
]	Program		Special	pecial Total		Management			Total		Total		
		Services		Events		Program		& General		Fundraising		pporting	E	Expenses
Payroll and benefits	\$	474,088	\$	57,345	\$	531,433	\$	4,533	\$	10,908	\$	15,441	\$	546,874
Facility rental		55,947		157,582		213,529		-		-		-		213,529
Office expenses		16,712		17,024		33,736		3,849		11,175		15,024		48,760
Donated goods and services		7,620		19,651		27,271		17,561		-		17,561		44,832
Contract labor		11,910		6,121		18,031		760		319		1,079		19,110
Advertising		9,110		8,076		17,186		90		38		128		17,314
Insurance		8,877		-		8,877		8,184		-		8,184		17,061
Accounting		9,307		-		9,307		4,857		400		5,257		14,564
Computer expenses		10,357		1,691		12,048		754		317		1,071		13,119
Travel and meetings		4,365		1,725		6,090		19		648		667		6,757
Equipment and activities		2,364		1,981		4,345		-		-		-		4,345
Refreshments and food		1,293		-		1,293		-		45		45		1,338
Depreciation								825				825		825
	\$	611,950	\$	271,196	\$	883,146	\$	41,432	\$	23,850	\$	65,282	\$	948,428

KEEN GREATER DC, LLC STATEMENTS OF CASH FLOWS Years Ended December 31, 2024 and 2023

	2024		2023
Cash flows from operating activities:			
Increase (decrease) in net assets	\$ 12,965	\$	(74,375)
Adjustments to reconcile increase (decrease) in net assets to			
net cash provided by (used in) operating activities			
Net realized and unrealized gain on investments	(8,179)		-
Depreciation	1,208		825
Bad debt expense	1,690		-
(Increase) decrease in assets:			
Pledges receivable	(19,072)		4,017
Prepaid expenses	(1,179)		(620)
Increase (decrease) in liabilities:			
Accounts payable	926		16,338
Accrued expenses	 13,913		(584)
Net cash provided by (used in) operating activities	 2,272	_	(54,399)
Cash flows from investing activities:			
Purchase of investments	(542,957)		_
Purchase of fixed assets	 		(2,324)
Net cash used in investing activities	 (542,957)		(2,324)
Net decrease in cash and cash equivalents	(540,685)		(56,723)
Cash and cash equivalents, beginning of year	 986,111	_	1,042,834
Cash and cash equivalents, end of year	\$ 445,426	\$	986,111

Note 1. Nature of Activities

KEEN Greater DC, LLC (the Foundation) was introduced to the United States in February 1992. Its purpose is to provide one-on-one recreational activities to children and young adults with developmental and physical disabilities. The Foundation's activities are conducted in a non-competitive environment that encourages the fulfillment of individual goals.

The Foundation operates several separate programs to serve young people with disabilities. Programs are one-on-one, individualized, and non-competitive. They are generally divided into sessions for kids, teens, and young adults, based on program enrollment and the nature of the activity. Specific programming is determined locally, based on demand, facility availability, and funding considerations. Programming includes:

- KEEN Sports (an open-gym experience)
- KEEN Swim
- KEEN Yoga
- KEEN Basketball
- KEEN Music
- KEEN Dance and/or Zumba
- KEEN Tennis
- Sport Festivals and Family Fun Days

The Foundation's programs are mostly volunteer-operated and offered at no cost to the athletes or their families. The Foundation is supported primarily by donor and foundation contributions, as well as the net proceeds from funds raised through annual golf tournaments, silent auction galas, and dinner events such as KEENFest.

Note 2. Summary of Significant Accounting Policies

Basis of Accounting

The accompanying financial statements 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 Foundation is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. Net assets without donor restrictions represent the expendable net assets that are available to support the Foundation. Net assets with donor restrictions are subject to donor-imposed stipulations that may be met by the Foundation's actions and/or the passage of time or stipulations requiring the Foundation to maintain them permanently. Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions are met in the same reporting period in which the contributions are recognized.

Note 2. Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Foundation considers all checking, money market, and short-term liquid investment accounts to be cash and cash equivalents. Interest income on these accounts is recognized when received.

Pledges Receivable

Pledges receivable are presented at the gross amount due to the Foundation. The Foundation periodically reviews the status of all pledges receivable for collectability. Each receivable balance is assessed based on the Foundation's knowledge of the donor, relationship with the donor, and the age of the receivable. As a result of these reviews, customer balances suspected to be uncollectible are offset by an allowance for doubtful accounts and recorded as bad debt expense. If additional collection attempts indicate that payment will not be received, the pledge receivable and corresponding allowance are written off. The Foundation has determined that an allowance for doubtful accounts is not necessary as of December 31, 2024, and 2023. All pledges receivable are expected to be collected in less than a year.

Fixed Assets

Management capitalizes furniture, fixtures, equipment, and software purchases with values in excess of \$1,000 at cost. All fixed assets are depreciated using the straight-line method over useful lives of five years.

Revenue Recognition

The Foundation's service revenue is recognized at a point in time based on the performance obligations of each contract. Various economic factors affect revenues and cash flows. Substantially all customers are in the United States.

Revenue is generated from the following:

<u>Contributions and In-Kind Donations</u> - These transactions are unconditional contributions since there are no performance obligations or conditions. Revenue is recognized when notice from the donor is received. For more information regarding in-kind donations, see Note 7.

Note 2. Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

<u>KEENFest and Golf Tournament</u> - Silent auction, dinner events, and golf tournament revenue consist of both contributions and exchange transactions. The exchange transaction portion is recognized at a point in time, after the events, when the Foundation's performance obligations have been completed. Revenue from these events is allocated based on the commensurate value received by the customer—this portion is recorded as exchange transactions, while the remaining amount is recorded as contributions.

<u>Investment Income</u> - Investment income is recognized when received.

All streams of revenue are driven by the Foundation's mission to encourage youth with disabilities to participate in physical activity and support the well-being of all. The Foundation has a history of fulfilling this mission, attracting new donors, and is unaware of any factors that may negatively impact its future funding.

Advertising

Advertising costs are expensed as they are incurred.

Functional Allocation of Expenses

The costs of providing various program, fundraising, and administrative services have been summarized on a functional basis in the statements of functional expenses. Expenses related to a specific program are charged directly to the appropriate program. Expenses attributable to more than one program or supporting function are allocated on a reasonable and consistently applied basis, using time and effort as the allocation method.

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 and disclosures. Actual results could differ from those estimates.

Reclassifications

Certain reclassifications to prior year balances have been made in the accompanying financial statements to make disclosures consistent with those of the current year.

Note 2. Summary of Significant Accounting Policies (continued)

Subsequent Events

In preparing its financial statements, the Foundation has evaluated subsequent events and transactions through April 14, 2025, which is the date the financial statements were available to be issued.

Note 3. Income Taxes

The Foundation is exempt from payment of income taxes on its exempt activities under the provisions of Section 501(c)(3) of the Internal Revenue Code. Under these provisions, no tax is imposed on any income related to the Foundation's tax-exempt purpose. The Foundation has determined that it does not have any material unrecognized tax benefits or obligations as of December 31, 2024, and 2023. The Foundation is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Foundation's federal and state income tax returns are subject to examination by the Internal Revenue Service and state tax authorities, generally for a period of three years after the returns are filed.

Note 4. Concentration of Credit Risk

The Foundation maintains its cash in accounts at institutions with balances that may exceed \$250,000, which is the amount insured by the Federal Deposit Insurance Corporation. The Foundation has not experienced any losses in such accounts and monitors the creditworthiness of the financial institutions with which it conducts business. Management believes that the Foundation is not exposed to any significant credit risk with respect to its cash balances.

Note 5. Fair Value Measurements

Financial Accounting Standards Board (FASB) provides the framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to the valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1) and the lowest priority to unobservable inputs (level 3). 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 Foundation has the ability to access.

Note 5. Fair Value Measurements (continued)

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;
- 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 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 maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2024.

Treasury Notes: Valued as similar assets with comparable rates.

Certificates of Deposit: Valued as similar assets with comparable interest rates, maturities, and investment grade.

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 Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Foundation's assets and liabilities measured at fair value on a recurring basis:

Note 5. Fair Value Measurements (continued)

Assets at Fair Value as of December 31, 2024

	Lev	vel 1	 Level 2	Lev	el 3	 Total
Investments:						
Treasury notes	\$	-	\$ 199,773	\$	-	\$ 199,773
Certificates of deposit			 351,363			 351,363
_	\$		\$ 551,136	\$		\$ 551,136

The Foundation had no investments for the year ended December 31, 2023.

The following schedule summarizes the investment income and its classification in the statement of activities for the year ended December 31, 2024:

Interest and dividends	\$ 26,029
Realized and unrealized gain	 8,179
Investment income	\$ 34,208

Note 6. Net Assets with Donor Restrictions

Net assets with donor restrictions totaled \$ 157,353 and \$ 99,398 as of December 31, 2024, and 2023, respectively, and are restricted for specific sports and literacy program use.

Note 7. Contributions In-Kind

The Foundation received donated goods and services from various businesses. The following summarizes the approximate value of donated goods and services included in the financial statements for the years ended December 31:

	2024	2023
Donated facilities Donated services Donated goods	\$ 47,000 26,355 12,505	30,281
Total contributions in-kind	<u>\$ 85,860</u>	\$ 61,832

The donated facilities, goods, and services were used to provide various goods and services in relation to KEENFest. Unless otherwise noted, contributed non-financial assets did not have donor-imposed restrictions and were utilized in the year reported. All contributed facilities, services, and goods are valued and reported at fair value in the financial statements based on current rates for similar facilities, services, and goods.

Note 8. Related Party Transactions

The Foundation pays an affiliate fee to Kids Enjoy Exercise Now Foundation, Inc. The affiliate fee was \$1,000 for the years ended December 31, 2024 and 2023.

Note 9. Liquidity and Availability

The following reflects the Foundation's financial assets for the years ended December 31 that could be readily available within one year of the Statement of Financial Position date to meet general expenditures. These assets have been reduced by amounts not available for general use because of donor-imposed restrictions:

	2024	2023
Cash and cash equivalents Investments Pledges receivable	\$ 445,426 551,136 25,085	\$ 986,111 - 7,703
Less: Net assets with donor restrictions	157,353	99,398
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 864,294</u>	<u>\$ 894,416</u>

The Foundation manages its liquid position by maintaining adequate net assets without donor restrictions. Contributions are received throughout the year to cover that year's expenses. The Foundation maintains its liquid assets in checking, money market, and short-term liquid investment accounts.