

**GREAT ASPIRATIONS  
SCHOLARSHIP PROGRAM, INC.**

**Audited Financial Statements**

**Years Ended  
June 30, 2014 and 2013**

***Owen, PLC***

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*Certified Public Accountants  
Accounting • Tax • Consulting*

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# **GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.**

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# Owen, PLC

Certified Public Accountants  
Accounting • Tax • Business Consulting

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
GGreat Aspirations Scholarship Program, Inc.

### ***Report on the Financial Statements***

We have audited the accompanying financial statement of GGreat Aspirations Scholarship Program, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2014 and 2013, and related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

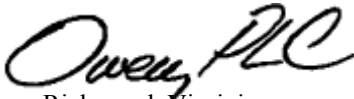
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of GGreat Aspirations Scholarship Program, Inc. as of June 30, 2014 and 2013, and its statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



Richmond, Virginia  
November 11, 2014

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**GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.**

**STATEMENTS OF FINANCIAL POSITION**

<b>June 30,</b>	<b>2014</b>	<b>2013</b>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	\$ 334,546	\$ 675,354
Investments in Virginia529 Plans	1,868,961	847,989
Accounts and grants receivable	51,000	117,221
<b>Total current assets</b>	<b>2,254,507</b>	<b>1,640,564</b>
<b>Property and equipment</b>		
Office equipment	29,224	24,338
Accumulated depreciation	(13,661)	(8,325)
<b>Property and equipment, net</b>	<b>15,563</b>	<b>16,013</b>
<b>Total assets</b>	<b>\$ 2,270,070</b>	<b>\$ 1,656,577</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accrued payroll taxes	\$ 1,603	\$ 3,841
<b>Total current liabilities</b>	<b>1,603</b>	<b>3,841</b>
<b>Total liabilities</b>	<b>1,603</b>	<b>3,841</b>
<b>Net assets</b>		
Unrestricted	1,803,893	1,308,128
Temporarily restricted	464,574	344,608
<b>Total net assets</b>	<b>2,268,467</b>	<b>1,652,736</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,270,070</b>	<b>\$ 1,656,577</b>

*See accompanying notes.*

**GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.**

**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS**

<b>Years Ended June 30,</b>	<b>2014</b>	<b>2013</b>
<b>Unrestricted Net Assets</b>		
<b>Unrestricted Revenue</b>		
Donations	\$ 832,323	\$ 499,375
Commonwealth of Virginia	212,500	213,250
State Council of Higher Education for Virginia grant	77,647	177,326
SOAR Virginia®	73,500	63,000
Public school advisor fees	53,000	59,000
Donated (in - kind) services	21,588	17,143
Fees earned scholarships	16,028	29,392
General program fees	3,467	-
Event Income	3,276	500
Library program fees	1,225	-
Miscellaneous income	175	-
Angel emergency fund	-	3,847
Career Coach program	-	7,000
Investment income	13,688	4,757
	<hr/>	<hr/>
<b>Total unrestricted revenue</b>	<b>1,308,417</b>	<b>1,074,590</b>
Net assets released from restrictions	168,460	157,619
	<hr/>	<hr/>
<b>Total unrestricted revenue and other support</b>	<b>1,476,877</b>	<b>1,232,209</b>
	<hr/>	<hr/>
<b>Expenses</b>		
Program services	844,740	703,749
Management and general support services	136,372	109,884
	<hr/>	<hr/>
<b>Total costs and expenses</b>	<b>981,112</b>	<b>813,633</b>
	<hr/>	<hr/>
<b>Increase in unrestricted net assets</b>	<b>495,765</b>	<b>418,576</b>
	<hr/>	<hr/>
<b>Temporarily Restricted Net Assets</b>		
<b>Temporarily Restricted Revenue</b>		
Donations for scholarships	284,624	360,977
Investment income	3,802	1,700
Net assets released from restrictions	(168,460)	(157,619)
	<hr/>	<hr/>
<b>Increase (decrease) in temporarily restricted net assets</b>	<b>119,966</b>	<b>205,058</b>
	<hr/>	<hr/>
<b>Increase in net assets</b>	<b>615,731</b>	<b>623,634</b>
<b>Net assets, beginning of period</b>	<b>1,652,736</b>	<b>1,029,102</b>
	<hr/>	<hr/>
<b>Net assets, end of period</b>	<b>\$ 2,268,467</b>	<b>\$ 1,652,736</b>
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*See accompanying notes.*

**GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.****STATEMENTS OF FUNCTIONAL EXPENSES**

<b>Years Ended June 30,</b>	<b>2014</b>		<b>2013</b>	
	<b>Program Services</b>	<b>Management and General</b>	<b>Program Services</b>	<b>Management and General</b>
<b>Expenses</b>				
Salaries and wages	\$ 331,737	\$ 110,579	\$ 270,735	\$ 90,245
Scholarships	308,665	-	270,318	-
Fundraising expenses	33,096	-	30,097	-
Occupancy costs	30,748	10,250	19,555	6,519
Payroll taxes	25,378	8,459	20,715	6,905
Office supplies and expenses	24,007	-	17,855	-
Training expenses	17,854	-	18,092	-
Professional fees	16,547	5,516	13,495	4,498
Computer database services	13,551	-	11,243	-
Mileage reimbursement	13,329	-	10,377	-
Costs associated with Reach for the Stars	7,291	-	-	-
Miscellaneous	5,464	-	5,535	-
Depreciation	5,336	-	4,399	-
Employee benefits	2,862	-	2,855	-
Cellular communications	2,408	803	2,353	784
Postage and delivery	2,271	-	2,106	-
Bank service charges	1,327	-	116	-
Workers' compensation insurance	1,086	362	1,045	348
Liability insurance	923	308	923	308
Program expense	327	-	-	-
Licenses and permits	283	95	1,500	277
Background checks	180	-	100	-
Dues and subscriptions	70	-	105	-
Broker fees on securities donated	-	-	100	-
Marketing	-	-	130	-
<b>Total expenses</b>	<b>\$ 844,740</b>	<b>\$ 136,372</b>	<b>\$ 703,749</b>	<b>\$ 109,884</b>

See accompanying notes.

**GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.**

**STATEMENTS OF CASH FLOWS**

<b>Years Ended June 30,</b>	<b>2014</b>	<b>2013</b>
<b>Cash flows from operating activities</b>		
Cash received from program activities	\$ 1,339,362	\$ 1,004,984
Cash received temporarily restricted donations	284,624	360,977
Cash paid to employees, scholarships and vendors	(937,755)	(774,794)
Investment income received	17,490	6,457
<b>Net cash provided by operating activities</b>	<b>703,721</b>	<b>597,624</b>
<b>Cash flows from investing activities</b>		
Investment in Virginia529 Plans	(1,020,972)	(847,989)
Purchase of office equipment	(4,886)	(3,320)
<b>Net cash used in investing activities</b>	<b>(1,025,858)</b>	<b>(851,309)</b>
Net increase (decrease) in cash and cash equivalents	(322,137)	(253,685)
Cash and cash equivalents, beginning of period	733,164	986,849
<b>Cash and cash equivalents, end of period</b>	<b>\$ 411,027</b>	<b>\$ 733,164</b>
<b>Reconciliation of net income to net cash provided by (used in) operating activities</b>		
Change in net assets	\$ 615,731	\$ 623,634
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	24,007	17,855
Changes in:		
Grants receivable	66,221	(47,706)
Payroll taxes payable	(2,238)	3,841
	<b>\$ 703,721</b>	<b>\$ 597,624</b>
<b>Supplemental Information:</b>		
Non-cash transactions:		
In kind donations	\$ 21,588	\$ 17,143

*See accompanying notes.*

## ***GREAT ASPIRATIONS SCHOLARSHIP PROGRAM, INC.***

### ***NOTES TO FINANCIAL STATEMENTS***

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***JUNE 30, 2014 and 2013***

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#### **NOTE 1 - Organization and Business**

GRASP is a non-profit, 501(c)(3) tax exempt organization founded in 1983 to provide resources to students and families to access financial aid, scholarships, private financial support and counseling to encourage and maximize each student's educational opportunities. GRASP's mission is to increase the college or technical school attendance and the graduation rate, particularly among families without sufficient financial resources to accomplish such mission without GRASP's guidance and financial assistance. GRASP expects to accomplish its mission by assisting students and their families with scholarship and financial aid opportunities and with the development of an educational plan for implementation after the completion of their high school education.

Services are provided at no cost to families and students, and such services are financially supported principally by private donors, business sponsors, grants from private foundations, fees from managing private companies' scholarship plans, public schools, community fund raising activities and the Commonwealth of Virginia and related agency grants.

Since its founding in 1983, GRASP, through its cadre of trained advisors assigned to public schools and other venues at least weekly, has advised thousands of young people providing inspiration, motivation and direct assistance in the financial aid decisions accompanying post secondary education. GRASP advisors also assist families with the completion of the Free Application for Student Aid ("FAFSA") and the complex maze of paperwork associated with post-secondary financial aid. During the fiscal years ended June 30, 2014 and 2013, GRASP advisors provided individual counseling services to 6,289 and 6,157 graduating students, respectively, in area high schools and other venues, without charge to the students, leading to substantial amounts of financial aid (scholarships, grants, loans and other financial aid packages) being awarded to the assisted students. GRASP assisted students with obtaining approximately \$75 million and \$68 million in financial aid and scholarships during the fiscal years ended June 30, 2014 and 2013, respectively.

GRASP hires and trains part-time employees to serve as advisors in approximately 75 schools, as of October 1, 2014, throughout the Commonwealth in areas stretching from Bath County in western Virginia to Sussex County in southeastern Virginia. In 2014, GRASP committed to expanding its program in five high schools in Virginia's Northern Neck. GRASP's In-School Advising Program remains its primary emphasis, working to assist high school students continue their education or training past the high school level. Accordingly, the Program encourages students to complete their secondary education.

GRASP employees and advisors, which include retired teachers, counselors, and military personnel as well as other professionals, provide in-school financial aid planning services to high school students and their families, primarily based on financial need. During the 2013-2014 school year, GRASP advisors assisted 6,289 financially disadvantaged deserving students to develop a financial aid game plan for after high school.

In addition during the fiscal years ending June 30, 2014 and 2013, GRASP awarded \$308,665 and \$270,318 in scholarships to approximately 238 and 274 deserving students, respectively, most of whom are, financially disadvantaged students or students qualifying as having one or more disabilities.

GRASP as an organization relies upon donations from businesses, individuals and foundations and grant awards throughout the year to support its in-school advising and scholarship programs. Except for administration and training, the program costs generally coincide with the public school year and commitments to serve each school are made in advance of the school year.

Therefore, the Board has directed that funds be set aside to meet the future in-school services and to carry out the Board's goals of providing substantial direct scholarship assistance to primarily financially disadvantaged students in the 75 schools. To take advantage of the investment knowledge of the very successful Virginia College Savings Plan<sup>SM</sup> and to anticipate the commitments to serve the 75 schools, expand services and set aside scholarships, GRASP has created a number of special purpose Virginia529 inVEST<sup>SM</sup> 529 plans to serve as the funding mechanism for the future obligations to schools and students. The amount set aside for this purpose as of June 30, 2014 was \$1,517,218. In addition, certain restricted donations have been invested in similar plans awaiting the students' meeting the criteria of donors for financial aid awards.

## **NOTE 1 - Organization and Business (Continued)**

In addition to in-school advising to the students directly, GRASP manages scholarship plans for a number of businesses and community organizations as an independent and objective advisor to aid the companies and organizations in the selection and monitoring of scholarship recipients.

GRASP anticipates expanding its role materially in the future due to demand and to take advantage of a Virginia Neighborhood Assistance Tax Credit Program. The Virginia program provides significant tax benefits to Virginia private and business donors who support scholarships and other tuition assistance programs of (1) students and families of low to modest financial means and (2) provide scholastic assistance in developing post - secondary academic and vocational plans for children with one or more disabilities as defined under the federal IDEA legislation. GRASP intends that more than 50% of college financial support will be provided to students and families with income at or below 300% of the recognized poverty level of income or 400% of the recognized poverty level for students with disabilities.

## **NOTE 2 - Summary of Significant Accounting Policies**

### ***Basis of Presentation***

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. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

### ***Financial Statement Presentation***

The accompanying financial statements of GRASP have been prepared in accordance with Accounting Standards Codification (“ASC”) 958-205-45, formerly Statement of Financial Accounting Standards Board (“FASB”) No. 117, Financial Statements of Not-for-Profit Organizations. This Codification establishes standards for external financial reporting by not-for-profit organizations and requires that resources be classified for accounting and reporting purposes into three net asset categories according to externally (donor) imposed restrictions as follows:

**Unrestricted Net Assets** – The unrestricted net assets represents net assets not subject to donor imposed restrictions, or stipulations and are available for current support of GRASP activities. As of June 30, 2014 and 2013, unrestricted net assets amounted to \$1,803,893 and \$1,308,128, respectively.

**Temporarily Restricted Net Assets** – Temporarily restricted net assets include planned giving and gifts that may have restrictions, as requested by the donors. Earnings on temporarily restricted net assets are reported as an increase in temporarily restricted net assets. When a restriction expires, (when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as “released from restrictions”. As of June 30, 2014 and 2013, temporarily restricted net assets amounted to \$464,574 and \$344,608, respectively.

**Permanently Restricted Net Assets** – Permanently restricted net assets consist of endowment fund assets to be held indefinitely. The income from the endowment fund assets can be used to support general activities and are to be reported on in the Statement of Activities. As of June 30, 2014 and 2013, there were no permanently restricted assets.

### ***Cash and Cash Equivalents***

For purposes of the statement of cash flows, GRASP considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

### ***Investments in Virginia529 Plans***

GRASP follows ASC 958-320-50, formerly FASB No. 124, *Accounting for Certain Investments Held by Not-for-Profit Organizations*. Under ASC 958-320-50, investments in marketable securities with readily determinable fair values and all investments in marketable debt securities are valued at their fair values. Unrealized gains and losses are included in the statements of activities and changes in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized. Short-term investments consist of debt securities with original maturities of twelve months or less. Long-term investments consist of debt securities with original maturities greater than twelve months. Donated securities are recorded at their estimated value at date of receipt.

## **NOTE 2 - Summary of Significant Accounting Policies (Continued)**

### ***Property and Equipment***

Property and equipment are recorded at cost, or if donated, at fair market value at the time of the donation. Such donations are to be reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. It is management's policy to capitalize certain purchases and donations with a useful life greater than one year and a value greater than \$500. Depreciation is to be calculated using the straight-line method over an estimated useful life of five to ten years.

### ***Credit Risk***

Financial instruments which potentially subject GRASP to the concentration of credit risk consist primarily of temporary cash investments and investments in Virginia municipal instruments managed by Virginia529. GRASP maintains its cash investments with high credit quality financial institutions and, by policy, reviews the amount of credit exposure to any one financial institution. On July 21, 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act permanently raised the current standard maximum FDIC deposit insurance limit to \$250,000.

Effective December 31, 2010 through December 31, 2012, all funds in noninterest-bearing transaction accounts held at insured depository institutions ("IDIs") will be fully insured under the Dodd-Frank Deposit Insurance Provision. A "noninterest-bearing transaction account" is defined as an account (1) with respect to which interest is neither accrued nor paid; (2) on which the depositor or account holder is permitted to make withdrawals by negotiable or transferable instrument, payment orders of withdrawal, telephone or other electronic media transfers, or other similar items for the purpose of making payments or transfers to third parties or others; and (3) on which the IDI does not reserve the right to require advance notice of an intended withdrawal. Therefore, all funds in a "noninterest-bearing transaction account" are insured in full by the Federal Deposit Insurance Corporation from December 31, 2010, through December 31, 2012. This temporary unlimited coverage is in addition to, and separate from, the coverage of at least \$250,000 available to depositors under the FDIC's general deposit insurance rules.

After December 31, 2012, deposits held in noninterest-bearing transaction account are now aggregated with any interest-bearing deposits the owner may hold in the same ownership category, and the combined total insured is up to at least \$250,000.

The term "noninterest-bearing transaction account" includes a traditional checking account or demand deposit account on which the insured depository institution pays no interest. It does *not* include other accounts, such as traditional checking or demand deposit accounts that may earn interest, NOW accounts and money-market deposit accounts.

At June 30, 2014 and 2013, GRASP maintained its cash with a single financial institution. At June 30, 2014, the amount of cash maintained by GRASP with its financial institution exceeded federally established limits by \$84,546. At June 30, 2013, the amount of cash maintained by GRASP with its only financial institution exceeded federally established limits by \$425,354.

The scholarships managed for businesses generate fees for such services and are subject to cancellation by the sponsoring companies; public school and state support of activities are dependent on continued appropriation by the respective governing organizations for such purpose. Additionally, the anticipated use of future tax credits as incentives for increased private and business donations to GRASP's continued mission are subject to future legislative changes.

Donations and grants received from Virginia agencies amounted to 22.77% and 31.56% of total unrestricted and temporarily revenue during the years ended June 30, 2014 and 2013, respectively.

### ***Income Taxes***

GRASP is a Virginia nonprofit corporation, which is exempt from income taxes under Internal Revenue Code Section number 501(c)(3) and Commonwealth of Virginia Title 58; therefore, no provision for income taxes is required. GRASP qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(1), of the Internal Revenue Service Code.

### ***Pledges Receivable and Donations***

Donations are recognized when a donor makes a promise to donate to GRASP that is, in substance, unconditional. Donations that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire during the current fiscal year in which the contributions are recognized. All other donor – restricted donations are reported as increases to temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

GRASP uses the allowance method to determine uncollectible unconditional pledges receivable. GRASP does not have any pledges receivable. The allowance will be based on management's analysis of specific promises made.

## **NOTE 2 - Summary of Significant Accounting Policies (Continued)**

### ***Donated (In Kind) Services***

During the fiscal years ended June 30, 2014 and 2013, volunteers gave considerably of their time and expertise to GRASP in a wide variety of areas including committees; administrative, technical and financial advice; and office and public relations activities. The fair value of donated services during the fiscal year ended June 30, 2014 and 2013 consisted of professional fees with a fair value of \$21,588 and \$17,143, respectively. These amounts are reflected in the statements of activities as donated services revenue and professional fees expense in the amounts of \$21,588 and \$17,143, respectively, for the years ended June 30, 2014 and 2013. These services consisted of accounting and tax services.

### ***Grants***

Grants, consisting of scholarships and tuition assistance, are recorded as expenses when they are approved by the Board of Directors or their designee and payment made. Conditional grant liabilities, which require certain performance on the part of the recipient prior to disbursement, may be granted from time to time as an incentive for performance by students who are beneficiaries of support.

### ***Functional Expenses***

GRASP allocates its expenses on a functional basis among its various program and support services. Expenses that can be identified with a specific program and support service are allocated directly according to their expenditure classification. Other expenses that are common to several functions are allocated by services offered.

### ***Estimates***

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain amounts and disclosures. Accordingly, actual results could differ from those estimates.

### ***Reclassifications***

Certain amounts in the prior-year financial statements have been reclassified for comparative purposes to conform to the presentation in the current-year financial statements.

### ***Advertising***

Advertising costs are expensed as incurred, unless such costs are for future periods. Advertising costs in the amount of \$0 and \$130 were incurred during the fiscal year ended June 30, 2014 and 2013.

## **NOTE 3 - Restrictions on Net Assets**

Substantially all of the restrictions on net assets at June 30, 2014 and 2013 are related to donations made by individuals, businesses and foundations to fund scholarships for primarily low income or disabled students to attend educational institutions. During the fiscal years ended June 30, 2014 and 2013, donations received for this purpose amounted to \$284,624 and \$360,977. Cumulative temporary restrictions on net assets that are available for the funding of scholarships at June 30, 2014 and 2013 whose restriction has not been released is \$464,574 and \$344,608, respectively.

## **NOTE 4 - Pledges Receivables**

Unconditional promises to give may be recognized as revenue in the period when made as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend are substantially met. There were no unconditional promises as of June 30, 2014 and 2013.

## NOTE 5 - Investments - Securities

Investments at June 30, 2014 are carried at fair market value and are maintained with Virginia529 Plans, as follows:

	Cost	Market
Morrissey Fund – mutual funds consisting of municipal bonds	\$ 63,750	\$ 65,153
Virginia Tech Real Estate Fund – mutual funds consisting of municipal bonds	149,170	151,034
Virginia Tech-Other – mutual funds consisting of municipal bonds	40,000	40,272
All Saints Fund – mutual funds consisting of municipal bonds	16,909	17,126
GRASP Master Scholarship – mutual funds consisting of municipal bonds	1,500,000	1,517,218
Ruritan Scholarship – mutual funds consisting of municipal bonds	500	720
VCU Fund – mutual funds consisting of municipal bonds	75,934	77,438
	<u>\$ 1,846,263</u>	<u>\$ 1,868,961</u>

Investments at June 30, 2013 are carried at fair market value and are maintained with Virginia529 Plans, as follows:

	Cost	Market
Morrissey Fund – mutual funds consisting of municipal bonds	\$ 69,750	\$ 70,301
Virginia Tech Real Estate Fund – mutual funds consisting of municipal bonds	70,000	70,430
All Saints Fund – mutual funds consisting of municipal bonds	8,827	8,882
GRASP Master Scholarship – mutual funds consisting of municipal bonds	600,000	603,799
Ruritan Scholarship – mutual funds consisting of municipal bonds	18,000	18,110
VCU Fund – mutual funds consisting of municipal bonds	76,000	76,467
	<u>\$ 842,577</u>	<u>\$ 847,989</u>

Investment income for the year ended June 30, 2014 consists of the following:

	Unrestricted	Temporarily Restricted	Total
Interest income	\$ 269	\$ 1	\$ 270
Unrealized gains	13,419	3,370	16,789
Realized gains	-	431	431
	<u>\$ 13,688</u>	<u>\$ 3,802</u>	<u>\$ 17,490</u>

Investment income for the year ended June 30, 2013 consists of the following:

	Unrestricted	Temporarily Restricted	Total
Interest income	\$ 959	\$ 86	\$ 1,045
Unrealized gains	3,798	1,588	5,386
Realized gains	-	26	26
	<u>\$ 4,757</u>	<u>\$ 1,700</u>	<u>\$ 6,457</u>

GRASP's portfolios in its Virginia529 investment accounts noted above consist of mutual funds and municipal investment securities in the form of municipal bonds. Such securities are considered as trading securities. The net increase in unrealized gains of \$17,220 from June 30, 2013 to June 30, 2014 on trading securities consists of investment income and is included in the statement of activities and changes in net assets and is a result of favorable market conditions existing for the Program's holdings at June 30, 2014. There were no investments in securities held at June 30, 2012.

Gross unrealized gains and losses on trading securities and mutual funds held at June 30, 2014 and 2013 were \$17,220 and \$5,386, respectively. The gross unrealized gains of \$17,220 are principally in holdings of bonds in municipalities.

## NOTE 6 - Grants

Scholarships awarded during the year ended June 30, 2014 were \$308,665, as compared with \$270,318 for the same period a year earlier. GRASP was able to secure substantially greater access to donors and grant funds that would have a more meaningful impact on the Program's mission during the fiscal year ended June 30, 2014 than in earlier periods.

During the years ended June 30, 2014 and 2013, GRASP served as an intermediary for individuals, private companies and community service organizations and received a modest fee for managing the scholarship process in the amount of \$16,028 and \$29,392, respectively. GRASP, as intermediary, managed scholarships that were then remitted to colleges and universities on behalf of selected students. During the years ended June 30, 2014 and 2013, additional GRASP's revenues supported \$308,665 and \$270,318, respectively, for scholarships and tuition assistance. The remainder of generated revenues was invested primarily in the salaries of counselors and related payroll expenses and Virginia529 Plans.

During the fiscal years ended June 30, 2014 and 2013, the Commonwealth of Virginia awarded \$212,500 and \$213,250 each year, respectively, in grants to be used for in-school advisor services and assembly of financial aid sources by GRASP.

The State Council of Higher Education for Virginia awarded \$77,647 and \$177,326 for the fiscal years ended June 30, 2014 and 2013, respectively, in grants to be used to support in-school advisor services, particularly for students from low income families.

During its fiscal year ending June 30, 2011, GRASP entered into an agreement with the Virginia College Savings Plan<sup>SM</sup>, an independent agency of the Commonwealth of Virginia, to promote and administer SOAR Virginia® at participating Virginia high schools.

SOAR Virginia® is an early commitment scholarship program created to inspire and assist high school students to reach their post-secondary education goals. To participate, eligible students pledge to meet program requirements. In return, participating students receive a range of assistance and accumulate scholarship support of up to \$2,000 to apply toward their post-secondary education expenses.

SOAR Virginia® is a unique program created by the Virginia College Savings Plan<sup>SM</sup> to further its mission to make college more affordable and accessible to all Virginians.

During the fiscal years ended June 30, 2014 and 2013, revenue from the SOAR Virginia® program amounted to \$73,500 and \$63,000, respectively.

## NOTE 7 - Leases

GRASP subleases its administrative offices under a noncancellable office sharing arrangement with other tenants. This lease is scheduled to expire on September 30, 2018. GRASP operates primarily in public schools and has a central office leased space for administrative and training purposes.

Future minimum lease payments under noncancellable operating leases at June 30, 2014 are as follows:

	<u>June 30,</u>
2015	\$ 31,198
2016	35,803
2017	35,803
2018	8,951
	<u>\$ 111,755</u>

Occupancy costs incurred during the fiscal year ended June 30, 2014 and 2013 was \$40,998 and \$26,074, respectively. Occupancy costs include rent expense and allocated telephone, utilities, computer server and basic office supplies costs.

## NOTE 8 - Affiliations

GRASP is not considered part of another organization and it is not a member of an affiliated group for tax reporting purposes

## NOTE 9 - Contingencies

GRASP is not currently a party to any litigation or claims arising in the normal course of business. The Board of Directors, after consultation with legal counsel, believes that the liabilities, if any, arising from any litigation and claims will not be material to GRASP's financial position.

## NOTE 10 - Restrictions on Net Assets

Temporary restrictions on net assets at June 30, 2014 and 2013 are related to donations made for donor stipulated restrictions on certain scholarships. Those restrictions are considered to expire and are released from their temporary restriction when payments are made. Temporarily restricted net assets are available for scholarships in the amount of \$464,574 and \$344,608 at June 30, 2014 and 2013, respectively.

Temporarily restricted net assets set aside for donor restricted purposes were as follows at June 30:

	2014	2013
Hargrave – Cash	\$ 2,157	\$ 1,712
Northstar – Cash	73,725	63,591
Central Blue Ridge – Cash	16,500	16,500
United Methodist Family Services – Cash	9,135	17,135
Virginia Tech Real Estate Fund – Cash	-	22,980
SPE Virginia Zeta – Cash	11,314	-
	<hr/>	<hr/>
	112,831	121,918
Morrisey Fund – Investments in Virginia529 Plans	65,153	65,301
Virginia Tech Real Estate Fund – in 2013, \$ 70,430 included with Investments in Virginia529 Plans and \$22,980 included with Cash	151,034	70,430
Virginia Tech – Other Investments in Virginia529 Plans	40,272	-
All Saints Fund – Investments in Virginia529 Plans	17,126	8,882
Ruritan Scholarship – Investments in Virginia529 Plans	720	1,610
VCU Fund – Investments in Virginia529 Plans	77,438	76,467
	<hr/>	<hr/>
	351,743	222,690
	<hr/>	<hr/>
	\$ 464,574	\$ 344,608

## NOTE 11 - Subsequent Events and Future Prospects

Management has evaluated the Program's financial statements for events and transactions (through the date of issuance of its financial statements on November 11, 2014) that provide additional evidence about conditions that existed at June 30, 2014, including the estimates inherent in the process of preparing financial statements (recognized subsequent events), as well as events and transactions that provide evidence about conditions that did not exist at June 30, 2014 but arose subsequent to that date (nonrecognized subsequent events).

The Commonwealth of Virginia has appropriated an additional \$212,500 for GRASP to support its mission of scholastic assistance for its fiscal year ending in June 2015. \$77,647 was received during the fiscal year ended June 30, 2014 from the State Council of Higher Education for Virginia ("SCHEV").