THE PEWABIC SOCIETY, INC. (A Michigan Non-Profit Corporation)

## **FINANCIAL STATEMENTS**

September 30, 2021 and 2020



# THE PEWABIC SOCIETY, INC. (A Michigan Non-Profit Corporation)

# **CONTENTS**

INDEPENDENT AUDITOR'S REPORT	1
FINANCIAL STATEMENTS:	
Statements of Financial Position	4
Statements of Activities	6
Statements of Functional Expenses	8
Statements of Cash Flows	10
NOTES TO FINANCIAL STATEMENTS	11



(313) 965.2655 • Fax (313) 965.4614

#### **INDEPENDENT AUDITOR'S REPORT**

February 24, 2022

To the Board of Trustees The Pewabic Society, Inc.

#### **Opinion**

We have audited the financial statements of The Pewabic Society, Inc. (the "Society," a Michigan non-profit Corporation), which comprise the statements of financial position as of September 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, as well as 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 Pewabic Society, Inc. as of September 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP").

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America ("U.S. 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 Society 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.

#### **Emphasis of Matter — Adoption of New Accounting Pronouncements**

As discussed in Note A, effective October 1, 2020, the Society has adopted the provisions contained in Accounting Standards Update ("ASU") 2014-09, Revenue from Contracts with Customers, and ASU 2018-13, Disclosure Framework — Changes to the Disclosure Requirements for Fair Value Measurement. Our opinion is not modified with respect to that matter.

Board of Trustees The Pewabic Society, Inc. February 24, 2022 Page Two

#### **INDEPENDENT AUDITOR'S REPORT (CONTINUED)**

#### Responsibilities of Management for the Financial Statements

The Society's management is responsible for the preparation and fair presentation of the financial statements in accordance with U.S. GAAP, 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 any conditions or events, considered in the aggregate, that raise substantial doubt about the Society's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.

## Auditor's Responsibility 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 U.S. 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 U.S. GAAS:

- We exercise professional judgment and maintain professional skepticism throughout the audit.
- We identify and assess the risks of material misstatement of the financial statements, whether
  due to fraud or error, and we 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.
- We 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 Society's internal control. Accordingly, no such opinion is
  expressed.

Board of Trustees The Pewabic Society, Inc. February 24, 2022 Page Three

### **INDEPENDENT AUDITOR'S REPORT (CONTINUED)**

#### Auditor's Responsibility for the Audit of the Financial Statements (continued)

- We evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, and we evaluate the overall presentation of the financial statements.
- We conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Society'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 findings, and certain internal control-related matters that we identified during the audit.

CERTIFIED PUBLIC ACCOUNTANTS

George Johnson & Company

Detroit, Michigan

# STATEMENTS OF FINANCIAL POSITION

# **September 30, 2021 and 2020**

	2021	2020
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 1,244,387	\$ 1,020,267
Accounts receivable (net of allowance of \$2,131 and		
\$339 in 2021 and 2020, respectively)	22,493	3,050
Contributions and grants receivable – current portion		
(net of allowance of \$830 and \$7,660 in 2021 and		
2020, respectively) (Note D)	67,949	159,074
Inventories (Note E)	362,582	398,719
Prepaid expenses	-0-	15,562
<b>Total Current Assets</b>	1,697,411	1,596,672
Other Assets:		
Property and equipment, net (Note F)	3,144,440	3,181,030
Beneficial interest in assets held by Community	, ,	
Foundation for Southeast Michigan, at fair value		
(Note G)	129,406	110,301
Contributions and grants receivable (net of current	•	•
portion) (net of discount of \$-0- and \$8,118 in 2021		
and 2020, respectively) (Note D)	-0-	59,882
Museum collection (Note A)	154,776	154,776
Trademarks	4,015	4,015
<b>Total Other Assets</b>	3,432,637	3,510,004
<b>Total Assets</b>	\$ 5,130,048	\$ 5,106,676

## **STATEMENTS OF FINANCIAL POSITION (CONTINUED)**

# **September 30, 2021 and 2020**

	2021	2020
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable	\$ 126,993	\$ 100,193
Notes payable – current portion (Note J)	12,706	391,318
Lease payable – current portion (Note K)	2,334	2,259
Accrued payroll and vacation (Note L)	286,864	176,205
Customer deposits	173,172	195,979
Deferred revenue	28,768	10,385
Refundable advances (Note M)	413,687	402,200
Gift certificates	45,185	40,809
<b>Total Current Liabilities</b>	1,089,709	1,319,348
Long-Term Liabilities:		
Notes payable (net of current portion) (Note J)	375,636	384,066
Lease payable (net of current portion) (Note K)	396	3,562
Total Long-Term Liabilities	376,032	387,628
<b>Total Liabilities</b>	1,465,741	1,706,976
Net Assets:		
Net assets without donor restrictions:		
Board-designated (Note C)	2,342,411	2,003,446
Undesignated	1,162,439	1,278,595
Total Net Assets without		
Donor Restrictions	3,504,850	3,282,041
Net assets with donor restrictions (Note B)	159,457	117,659
<b>Total Net Assets</b>	3,664,307	3,399,700
<b>Total Liabilities and Net Assets</b>	\$ 5,130,048	\$ 5,106,676

See notes to financial statements.

## STATEMENTS OF ACTIVITIES

### For the Years Ended September 30, 2021 and 2020

		2021			2020	
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Public Support, Revenue,						
and Gains: Public support:						
Contributions and						
grants (Note M)	\$ 601,175	\$ 165,858	\$ 767,033	\$ 358,468	\$ 162,697	\$ 521,165
Memberships and events	210,255	ŕ	210,255	202,252	ŕ	202,252
Net assets released from						
restrictions (Note B)	124,060	(124,060)	-0-	275,992	(275,992)	-0-
Total Public						
Support	935,490	41,798	977,288	836,712	(113,295)	723,417
-						
Revenue and gains:						
Gallery sales and commissioned projects						
(net of returns)	2,829,901		2,829,901	2,112,202		2,112,202
Educational and exhibitions	97,677		97,677	189,671		189,671
Other revenue and gains	58,584		58,584	23,324		23,324
Total Revenue	2.096.162	0	2.097.172	2 225 107	0	2 225 107
and Gains	2,986,162	-0-	2,986,162	2,325,197	-0-	2,325,197
Total Public Support, Revenue,						
and Gains	3,921,652	41,798	3,963,450	3,161,909	(113,295)	3,048,614
Expenses:						
Program services:						
Gallery	1,787,822		1,787,822	1,348,957		1,348,957
Education	492,242		492,242	469,170		469,170
Art design studio	933,348		933,348	748,483		748,483
Exhibitions			-0-	32,718		32,718
Museum	1,874		1,874	4,848		4,848
Total Program						
Services	3,215,286	-0-	3,215,286	2,604,176	-0-	2,604,176
Services	3,213,200		3,213,200	2,001,170		2,001,170
Supporting services:						
Development, membership,						
and campus expansion	292,278		292,278	244,289		244,289
Administrative and general	191,279		191,279	191,453		191,453
Total Supporting						
Services	483,557	-0-	483,557	435,742	-0-	435,742

See notes to financial statements.

## STATEMENTS OF ACTIVITIES (CONTINUED)

### For the Years Ended September 30, 2021 and 2020

		2021		2020							
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total					
Change in Net Assets	\$ 222,809	\$ 41,798	\$ 264,607	\$ 121,991	<b>\$</b> (113,295)	\$ 8,696					
Net Assets, Beginning of Year	3,282,041	117,659	3,399,700	3,160,050	230,954	3,391,004					
Net Assets, End of Year	\$ 3,504,850	\$ 159,457	\$ 3,664,307	\$ 3,282,041	\$ 117,659	\$ 3,399,700					

# THE PEWABIC SOCIETY, INC. (A Michigan Non-Profit Corporation)

#### STATEMENTS OF FUNCTIONAL EXPENSES

For the Year Ended September 30, 2021 (With Comparative Totals for the Year Ended September 30, 2020)

	2021											Total Expenses								
				Pı	rogr	am Service	s				Supporting Services									
		Gallery	E	ducation		Art Design Studio	М	useum		Total Program Services	M ar	evelopment, lembership, nd Campus Expansion		ninistrative d General		Total ipporting Services		2021		2020
Salaries and benefits	\$	494,960	\$	301,458	\$	191,593	\$	-0-	\$	988,011	\$	203,393	\$	50,186	\$	253,579	\$	1,241,590	\$	1,248,469
Cost of goods sold		977,735				624,059				1,601,794								1,601,794		1,018,255
Contractual services		56,020		25,985		16,177				98,182		20,285		6,318		26,603		124,785		143,948
Promotion		21,183		464		34,362				56,009		3,522		2,022		5,544		61,553		129,414
Office expenses		134,924		34,927		18,088		501		188,440		8,333		15,643		23,976		212,416		177,645
Maintenance		14,618		17,707		11,500				43,825		5,966		14,545		20,511		64,336		25,056
Exhibitions																		-0-		15,107
Depreciation		42,940		88,418		25,456				156,814		18,516		41,737		60,253		217,067		96,478
Interest expense														12,339		12,339		12,339		7,933
Other expenses		45,442	_	23,283	_	12,113		1,373	_	82,211		32,263		48,489	_	80,752	_	162,963	_	177,613
<b>Total Expenses</b>	\$	1,787,822	\$	492,242	\$	933,348	\$	1,874	\$	3,215,286	\$	292,278	\$	191,279	\$	483,557	\$	3,698,843	\$	3,039,918

# THE PEWABIC SOCIETY, INC. (A Michigan Non-Profit Corporation)

#### STATEMENT OF FUNCTIONAL EXPENSES

#### For the Year Ended September 30, 2020

		Program Services								Supporting Services									
		Gallery	E	ducation		Art Design Studio	Ex	hibitions	М	useum	Total Program Services	M aı	evelopment, lembership, nd Campus Expansion		ministrative ad General	Sup	Fotal oporting ervices		Total Expenses
Salaries and benefits	\$	401,191	\$	295,528	\$	265,010	\$	-0-	\$	-0-	\$ 961,729	\$	180,744	\$	105,996	\$	286,740	\$	1,248,469
Cost of goods sold		632,090				386,165					1,018,255								1,018,255
Contractual services		58,859		40,625		17,263		1,562			118,309		4,191		21,448		25,639		143,948
Promotion		76,506		5,477		37,583		50			119,616		9,798				9,798		129,414
Office expenses		84,096		41,346		27,465		3,096		2,507	158,510		2,370		16,765		19,135		177,645
Maintenance		6,867		6,966		306		1,893			16,032		2,397		6,627		9,024		25,056
Exhibitions								15,107			15,107								15,107
Depreciation		23,738		48,112				4,081		2,341	78,272		5,168		13,038		18,206		96,478
Interest expense		2,287		2,203				630			5,120		798		2,015		2,813		7,933
Other expenses	_	63,323		28,913		14,691		6,299			 113,226		38,823		25,564		64,387		177,613
<b>Total Expenses</b>	\$	1,348,957	\$	469,170	\$	748,483	\$	32,718	\$	4,848	\$ 2,604,176	\$	244,289	\$	191,453	\$	435,742	\$	3,039,918

## **STATEMENTS OF CASH FLOWS**

# For the Years Ended September 30, 2021 and 2020

	2021	2020
Cash Flows from Operating Activities:		
Cash received from contributions and grants	\$ 515,840	\$ 649,496
Cash received from memberships and events	210,255	202,252
Cash received from gallery sales and		
commissioned projects	2,810,410	2,179,770
Cash received from educational services and exhibitions	97,677	189,671
Cash received from other sources	39,479	20,840
Cash paid for employee compensation	(1,953,905)	(1,754,115)
Cash paid to suppliers and vendors	(1,044,599)	(1,015,531)
Cash paid for interest	(27,493)	(24,463)
<b>Net Cash Flows from Operating Activities</b>	647,664	447,920
Cash Flows from Investing Activities:		
Acquisition of property and equipment	(447,098)	(133,528)
Acquisition of additions to museum collection	-0-	(620)
<b>Net Cash Flows from Investing Activities</b>	(447,098)	(134,148)
Cash Flows from Financing Activities:		
Proceeds received from Paycheck Protection		
Program loan (Note M)	413,687	402,200
Proceeds issued on notes payable	-0-	150,000
Payments on notes payable	(387,042)	(34,571)
Payments on lease payable	(3,091)	(1,357)
<b>Net Cash Flows from Financing Activities</b>	23,554	516,272
<b>Change in Cash and Cash Equivalents</b>	224,120	830,044
Cash and Cash Equivalents, Beginning of Year	1,020,267	190,223
Cash and Cash Equivalents, End of Year	\$ 1,244,387	\$ 1,020,267

See notes to financial statements.

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

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Nature of Organization**

The Pewabic Society, Inc. (the "Society") is a Michigan non-profit Corporation established to preserve the heritage of the arts and craft movement in America through the handcrafting of ceramic art, through its stewardship of the National Historic Landmark Pottery Building and rich artistic legacy, and through education programs. The Society's mission is focused on: (a) creating ceramic art, which continues the legacy of artist and founder Mary Chase Stratton, (b) designing and fabricating architectural tile, (c) educating students of all ages in the ceramic arts, and (d) creating artistic and audience development for ceramic artists through its galleries, exhibitions, and special events. The Society's revenue is derived principally from contributions, gallery sales, education, and commissioned tile projects; these revenue sources sustain the Society's mission.

## **Basis of Accounting**

The accompanying financial statements are prepared on the accrual basis of accounting.

#### **Adoption of New Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board ('FASB") issued Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers*. The objectives of ASU 2014-09 are to improve upon revenue recognition requirements by providing a single comprehensive model to determine the measurement of revenue and timing of recognition. The core principle is that an entity recognizes revenue to depict the transfer of goods or services to customers at an amount that the entity expects to be entitled to in exchange for those goods or services. ASU 2014-09 also requires expanded qualitative and quantitative disclosures regarding the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Society adopted the provisions of ASU 2014-09 as of October 1, 2020, using the modified retrospective approach. The adoption of this pronouncement did not impact the Society's net assets or financial statements.

In August 2018, the FASB issued ASU 2018-13, *Disclosure Framework* — *Changes to the Disclosure Requirements for Fair Value Measurement*. The major provisions of ASU 2018-13 are as follows:

• Certain disclosures, including the amount of, and reasons for, transfers between Level 1 and Level 2 of the fair value hierarchy, the policy for timing of transfers between levels, and the valuation processes for Level 3 fair value measurements, are no longer required.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Adoption of New Accounting Pronouncements (continued)**

- In lieu of a rollforward for Level 3 fair value measurements, disclosure requirements are limited to transfers into and out of Level 3 of the fair value hierarchy, as well as purchases and issues of Level 3 assets and liabilities.
- For investments in certain entities that calculate net asset value, disclosure of the timing of liquidation of an investee's assets and the date when restrictions from redemption might lapse are required only if the investee has communicated the timing to the entity or announced the timing publicly.
- Required disclosures about any uncertainty in measurement are as of the reporting date.

The Society has adopted the provisions of ASU 2018-13 as of October 1, 2020. These provisions have been retrospectively applied to the disclosures in the accompanying financial statements as of, and for the year ended, September 30, 2020. The adoption of this pronouncement did not impact the Society's net assets.

#### **Financial Statement Presentation**

The Society reports information regarding its financial position and activities according to two classes of net assets: net assets with donor restrictions and net assets without donor restrictions.

#### **Cash Equivalents**

For purposes of the statements of cash flows, the Society considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

#### **Accounts Receivable**

Accounts receivable are comprised primarily of amounts due on gallery and educational accounts. The Society provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance. The allowance for doubtful accounts is established based on a specific assessment of the accounts receivable balance at the end of the year. All amounts deemed to be uncollectible after management has made reasonable collection attempts are charged against the allowance for doubtful accounts in the period the determination is made.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Contributions and Grants Receivable**

The Society's contributions receivable are comprised primarily of amounts committed from individuals and foundations for the Society's activities. Support is recognized when a contribution representing an unconditional promise to give is received; in the absence of such promise, support is recognized when the intent to give is collected. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows.

The Society receives grants from various funding sources. An allowance for doubtful accounts is established on a specific assessment of the amounts still owed at the end of the year. All amounts deemed uncollectible are charged against the allowance for doubtful accounts in the period the determination is made. Management did not consider an allowance for doubtful grants necessary as of September 30, 2021 and 2020.

### **Inventories**

Inventories consist of work-in-process and finished products and are stated at the lower of cost, determined by the first-in, first-out method, or market. The Society makes an allocation of manufacturing expenses to work-in-process and finished products, as well as charging direct labor costs.

#### **Property and Equipment**

Property and equipment are stated at cost. Donated property and equipment are recorded at approximate fair value at the date of the gift. Improvements and renewals are capitalized, while ordinary maintenance and repairs are expensed. Management annually reviews these assets to determine whether carrying values have been impaired. Depreciation is computed on the straightline basis over the estimated useful lives of the related assets, which range from three to 25 years.

#### **Museum Collection**

The Society's museum collection consists of various art objects that are held for exhibition on site. Purchased items are capitalized at cost, while donated items are recorded at estimated fair value at the date of receipt from the donor.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Contributed Services**

Many individuals volunteer their time that assists the Society in running its programs and fund raising campaigns. The Society received no contributed services meeting the requirements for recognition in the financial statements during the years ended September 30, 2021 and 2020.

#### **Donated Items and Materials**

Donated items and materials totaled \$2,087 and \$10,835 for the years ended September 30, 2021 and 2020, respectively.

#### **Contributions and Grants**

Contributions and grants received are recorded as support with donor restrictions or without donor restrictions, depending on the existence and/or nature of any donor restrictions. The Society reports contributions and grants of cash and other assets as support with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires (that is, when a stipulated time restriction ends or a purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statements of activities as net assets released from restrictions.

### **Revenue Recognition**

Upon the adoption of ASU 2014-09, revenue is measured based upon the consideration specified in a contract with a customer at the time when the related performance obligation is satisfied. A performance obligation is a promise in a contract to transfer a distinct good or service, or a series of distinct goods or services, to the customer. The Society recognizes revenue when a performance obligation is satisfied by transferring control over a product or service to a customer. For the year ended September 30, 2021, recognition of revenue for the Society subsequent to the adoption of ASU 2014-09 is substantially similar in amount and approach as in previous years.

#### **Gallery Sales**

Sales of gallery items are recognized as revenue, net of returns, at the time of sale, as the Society has determined control to be transferred at a point in time when these items are provided to the customer.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Revenue Recognition (continued)**

#### **Commissioned Projects**

Revenue from commissioned projects is recognized at the time the project is completed, net of returns, and is either picked up or shipped, as applicable, as the Society has determined control to be transferred at a point in time when these projects are provided to the customer.

#### **Educational Activities**

Revenue from educational activities is recognized in the period in which the activity occurs, as the Society has determined control to be transferred over time as these services are provided to the customer.

### **Deferred Revenue**

Deferred revenue represents advance payments primarily relating to educational classes. Such deferred amounts are recognized as revenue in the period in which the classes occur.

#### **Customer Deposits**

The Society receives up-front payments on commissioned projects and records such payments as customer deposit liabilities. Such deposits are recognized as revenue in the period in which the corresponding project is completed and shipped or picked up.

#### **Functional Allocation of Expenses**

The Society allocates its expenses on a functional basis among its program and supporting services. Costs directly attributable to a program or supporting service are recorded in the appropriate function. Certain costs not directly attributable to a function are allocated to functions, based on studies of the time the Society's employees devoted to the specific activities.

#### **Advertising**

The Society uses advertising to promote its programs among the audiences it serves. Advertising costs are expensed as incurred. Advertising expense for the years ended September 30, 2021 and 2020 was \$61,553 and \$129,415, respectively.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Investments**

The Society's investments are stated at fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (an exit price). See Note G for information about the valuation of investments in endowment funds.

Purchases and sales of securities are recorded on a trade-date basis. Gains and losses on sales of securities are based on average costs. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Net appreciation and depreciation include the Society's gains and losses on investments bought and sold, as well as held, during the year.

#### **Tax-Exempt Status**

No provision has been established for income taxes since the Society is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code ("IRC") and is not classified as a private foundation by the Internal Revenue Service. The Society's management is not aware of any uncertain tax positions or unrecognized tax benefits as of September 30, 2021 or 2020.

#### **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 revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### **Fair Value Measurements**

The Society uses fair value measurements in the preparation of its financial statements, which utilize various inputs, including those that can be readily observable, corroborated, or are generally unobservable. The Society utilizes market-based data and valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Additionally, the Society applies assumptions that market participants would use in pricing an asset or liability, including assumptions about risk.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Fair Value Measurements (continued)**

The measurement of fair value includes a hierarchy based on the quality of inputs used to measure fair value. Financial assets and liabilities are categorized into this three-level fair value hierarchy based on the inputs to the valuation technique. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets and liabilities and the lowest priority to unobservable inputs.

The various levels of the fair value hierarchy are described as follows:

- Level 1 Financial assets and liabilities whose values are based on unadjusted quoted market prices for identical assets and liabilities in an active market that the Society has the ability to access
- Level 2 Financial assets and liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable for substantially the full term of the asset or liability
- Level 3 Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement

The use of observable market data, when available, is required in making fair value measurements. When inputs used to measure fair value fall within different levels of the hierarchy, the level within which the fair value measurement is categorized is based on the lowest level input that is significant to the fair value measurement.

#### **Concentration of Credit Risk**

Financial instruments which potentially subject the Society to concentrations of credit risk consist principally of cash and cash equivalents, as well as contributions, grants, and accounts receivable.

Cash and cash equivalents are maintained at financial institutions and, at times, balances may exceed the federally insured limit of \$250,000 per depositor at each financial institution. Cash and cash equivalents on deposit in excess of the federally insured limit as of September 30, 2021 approximated \$1,743,000. Contributions and grants receivable are due from various funding sources. Accounts receivable are due from various entities primarily for amounts due on commissioned and gallery projects, as well as educational projects.

September 30, 2021 and 2020

# NOTE A — NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Reclassifications

Certain reclassifications have been made to the accompanying financial statements as of, and for the year ended, September 30, 2020 to conform to classifications used as of, and for the year ended, September 30, 2021.

#### **Subsequent Events**

The Society has evaluated subsequent events through February 24, 2022, the date that the accompanying financial statements were available to be issued.

#### NOTE B — NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available as of September 30, 2021 and 2020 for the following purposes or periods:

	2021	2020
Restricted for specific purposes:		
Educational projects	\$ 89,457	\$ 97,659
Apprentice program	50,000	-0-
Investment in perpetuity	20,000	20,000
	\$ 159,457	\$ 117,659

The interest income from investments to be held in perpetuity is available to the Society for educational programs.

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors, as follows:

	2021	2020
Purpose restrictions accomplished		
for the following purposes:		
Educational projects	\$ 69,202	\$ 209,025
Filtration system	49,858	66,967
Street team	5,000	-0-
	\$ 124,060	\$ 275,992

September 30, 2021 and 2020

#### NOTE C — BOARD-DESIGNATED NET ASSETS

The Society's Board of Trustees has designated \$2,342,411 and \$2,003,446 of net assets without donor restrictions as of September 30, 2021 and 2020, respectively, as not being available for general operations without prior Board approval. The Board-designated net asset balance approximates the net book value of property, less long-term and other debt.

#### NOTE D — CONTRIBUTIONS AND GRANTS RECEIVABLE

Contributions and grants receivable include contributions for support of current operations and for the Fabrication Expansion. Contributions and grants receivable as of September 30, 2021 and 2020 are due as follows:

	2021	2020
Amounts due in: Less than one year One to five years	\$ 68,779 -0-	\$ 166,734 68,000
	68,779	234,734
Less: Allowance for doubtful contributions Unamortized discount (at four percent)	(830)	(7,660) (8,118)
	\$ 67,949	\$ 218,956

There were no conditional promises to receive as of September 30, 2021.

#### NOTE E — INVENTORIES

Inventories consist of the following components as of September 30, 2021 and 2020:

		2020
Work-in-process Finished goods	\$ 95,477 267,105	\$ 128,257 270,462
	\$ 362,582	\$ 398,719

September 30, 2021 and 2020

#### NOTE F — PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of September 30, 2021 and 2020:

	2021	2020
Land and land improvements Buildings Building improvements	\$ 1,570,622 1,596,335 821,262	\$ 1,508,322 1,365,573 793,462
Construction in progress Machinery and equipment	80,000 1,467,567	80,000 1,341,331
	5,535,786	5,088,688
Less: Accumulated depreciation	(2,391,346)	(1,907,658)
	\$ 3,144,440	\$ 3,181,030

Total depreciation expense, including depreciation included in cost of goods sold, was \$483,688 and \$244,955 for the years ended September 30, 2021 and 2020, respectively.

### NOTE G — CHARITABLE ENDOWMENT FUNDS

The Society has established the Pewabic Pottery Fund and the Pewabic Education Fund (collectively, the "Endowment Funds") as component funds of the Community Foundation for Southeast Michigan (the "Foundation"). The Endowment Funds are assets of the Foundation. The Endowment Funds' assets are primarily invested in registered investment companies, collective trust funds, private placement funds, and limited partnerships.

The Foundation actively solicits contributions that can be designated to the Society. The Foundation transfers earnings on the Endowment Funds to the Society periodically in the form of grants so long as the Society continues to meet its tax-exempt purpose. The portion of the Endowment Funds that was funded by the Society, plus the net earnings on those balances, represents a reciprocal transfer and is, therefore, included in the Society's financial statements. The Pewabic Pottery Fund provides general support for the Society, while the Pewabic Education Fund provides support to the Society's educational programs.

September 30, 2021 and 2020

## NOTE G — CHARITABLE ENDOWMENT FUNDS (CONTINUED)

The portion of each fund included in the Society's financial statements, and the portion of each fund excluded from the Society's financial statements, as of September 30, 2021 and 2020 are as follows:

	Pewabic Pottery Fund		Pottery Education				<b>Total</b>			
2021										
Portion included in Society's financial statements Portion excluded from Society's	\$	85,288	\$	44,118	\$	129,406				
financial statements		39,259				39,259				
Total Fair Value of Endowment Funds	\$	124,547	\$	44,118	\$	168,665				
2020										
Portion included in Society's financial statements Portion excluded from Society's	\$	73,152	\$	37,149	\$	110,301				
financial statements		39,259				39,259				
Total Fair Value of Endowment Funds	\$	112,411	\$	37,149	\$	149,560				

The portion of the Endowment Funds included in the Society's financial statements as of September 30, 2021 and 2020 is classified as follows:

	Pewabic Pottery Fund	Pewabic Education Fund	Total
2021			
Without donor restrictions With donor restrictions	\$ 85,288	\$ 24,118 20,000	\$ 109,406 20,000
	\$ 85,288	\$ 44,118	\$ 129,406

September 30, 2021 and 2020

## NOTE G — CHARITABLE ENDOWMENT FUNDS (CONTINUED)

	Pewabic Pottery Fund	Pewabic Education Fund	Total			
2020						
Without donor restrictions With donor restrictions	\$ 73,152	\$ 17,149 20,000	\$ 90,301 20,000			
	\$ 73,152	\$ 37,149	\$ 110,301			

Reconciliations of the fair value of the assets in the Endowment Funds included in the Society's financial statements for the years ended September 30, 2021 and 2020 are as follows:

	Without Donor Restrictions						th Donor strictions		
	I	ewabic Pottery Fund	Ed	ewabic lucation Fund		Total	Ed	ewabic lucation Fund	Total
2021									
Changes in Endowment Fund Assets:									
Net realized and unrealized gains	\$	15,663	\$	7,954	\$	23,617	\$	-0-	\$ 23,617
Less:		(2.170)		(007)		(2.097)			(2.096)
Grants paid to Society		(3,179)		(807)		(3,986)			(3,986)
Administrative expenses		(348)		(178)		(526)			 (526)
Change in Endowment									
Fund Assets		12,136		6,969		19,105		-0-	19,105
Endowment Fund Assets, Beginning of Year		73,152		17,149		90,301		20,000	110,301
Endowment Fund									
Assets, End of Year	\$	85,288	\$	24,118	\$	109,406	\$	20,000	\$ 129,406

September 30, 2021 and 2020

### NOTE G — CHARITABLE ENDOWMENT FUNDS (CONTINUED)

		With	out De	onor Restri	ctions	<u> </u>		th Donor strictions	
	I	ewabic Pottery Fund	Ec	ewabic lucation Fund		Total	Ed	ewabic lucation Fund	Total
2020									
Changes in Endowment Fund Assets:  Net realized and unrealized gains  Less:  Grants paid to Society  Administrative expenses	\$	4,983 (2,984) (322)	\$	2,533 (1,556) (170)	\$	7,516 (4,540) (492)	\$	-0-	\$ 7,516 (4,540) (492)
Change in Endowment Fund Assets		1,677		807		2,484		-0-	2,484
Endowment Fund Assets, Beginning of Year		71,475		16,342		87,817		20,000	107,817
Endowment Fund Assets, End of Year	\$	73,152	\$	17,149	\$	90,301	\$	20,000	\$ 110,301

The Society's Board of Trustees has interpreted existing law and the agreements with the Foundation as not requiring the preservation of the fair value of any deposits to the Endowment Funds, except for amounts previously donated to the Society to be maintained in perpetuity that were subsequently deposited into the Endowment Funds. As a result of this interpretation, the Society classifies in net assets with donor restrictions the original value of the initial deposit donated to the Society for use in the Pewabic Education Fund. The remaining portion of the Endowment Funds that is not classified in net assets with donor restrictions is classified in net assets without donor restrictions.

The Society's policy is to spend assets from the Endowment Funds as they are distributed by the Foundation. The Foundation invests the assets of the Endowment Funds as part of a pooled endowment with similar funds held on behalf of other non-profit organizations. The assets of the Foundation's pooled endowment are invested in a manner intended to maximize investment returns over a diversified portfolio in order to achieve a moderate level of investment risk.

September 30, 2021 and 2020

### NOTE H — FAIR VALUE

The Society's fair value hierarchy for those assets measured at fair value on a recurring basis as of September 30, 2021 and 2020 is summarized as follows:

	Fai			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant r Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	<u>Total</u>
2021				
Assets:  Beneficial interest in assets held by Community Foundation for Southeast Michigan	\$ -0-	\$0	\$ 129,406	\$ 129,406
2020				
Assets:  Beneficial interest in assets held by Community Foundation for Southeast Michigan	\$ -0-	\$0	\$ 110,301	\$ 110,301

A summary of certain changes in the fair value of the Society's Level 3 assets measured at fair value on a recurring basis for the years ended September 30, 2021 and 2020 is as follows:

	in As Commu	sets Held by nity Foundation heast Michigan
	2021	2020
·S	\$ 3,98	6 \$ 4,540

Reneficial Interest

There were no purchases of Level 3 assets or transfers of assets into or out of Level 3 during the years ended September 30, 2021 or 2020.

September 30, 2021 and 2020

#### NOTE I — LINES OF CREDIT

The Society has available a \$400,000 line of credit with a bank, entered into on September 17, 2014. The line bears interest at a rate which is indexed to the bank's prime commercial rate; the effective rate is four percent as of September 30, 2021. Interest is payable monthly, and the line of credit is secured by the Society's accounts receivable, inventory, and property and equipment. As of September 30, 2021 and 2020, there was no outstanding balance on this line of credit. This line of credit has been renewed through September 20, 2023.

On July 25, 2018, the Society entered into another line of credit agreement with the bank for \$200,000 for the purpose of purchasing equipment. This line of credit had a variable interest rate and was secured by equipment owned by the Society. This line of credit expired in July 2021 and was not renewed. As of September 30, 2020, there was no outstanding balance on this line of credit.

#### NOTE J — NOTES PAYABLE

The Society's notes payable as of September 30, 2021 and 2020 consist of the following:

### **Historic Mortgage**

The Society entered into a note payable with a bank on September 17, 2014, with a maturity date of September 17, 2021. This note was payable in monthly installments of \$2,901, including interest at 3.75 percent per annum. The note payable was collateralized by the Society's real estate. This note was paid in full during the year ended September 30, 2021.

#### **Vehicle Note**

The Society also has a note payable to an automotive credit institution, entered into on June 30, 2016, which is due in monthly installments of \$415 for six years and is interest-free. This note payable was issued in conjunction with the purchase of a vehicle.

#### **Fabrication Building Mortgage**

On July 25, 2018, the Society entered into a line of credit agreement with a bank for \$400,000 for the purpose of construction of a fabrication building. This line of credit had a variable interest rate and was secured by real estate owned by the Society. The bank paid construction vendors directly. On August 21, 2019, this line of credit was converted into a conventional loan, with a maturity date of July 20, 2024. This note is payable in monthly installments of \$1,650, including interest at five percent per annum. The note payable is collateralized by real estate owned by the Society.

September 30, 2021 and 2020

### NOTE J — NOTES PAYABLE (CONTINUED)

#### **Economic Injury Disaster Loan**

The Society received an Economic Injury Disaster Loan ("EIDL") from the U.S. Small Business Administration ("SBA"), effective June 19, 2020, which is due in monthly installments of \$641 for 30 years at annual interest rate of 2.75 percent. According to the loan agreement, payments begin 12 months after the loan effective date. Due to the continuation of the COVID-19 pandemic, the SBA has extended the deferment period for an additional 12 months.

The outstanding balances on these notes payable are as follows as of September 30, 2021 and 2020:

	2021	2020
Historic mortgage Vehicle note Fabrication building mortgage EIDL	\$ -0- 4,570 233,772 150,000	\$ 377,443 9,524 238,417 150,000
	388,342	775,384
Less: Current portion	(12,706)	(391,318)
Long-Term Portion	\$ 375,636	\$ 384,066

Future maturities are summarized as follows:

For the Years Ending September 30:		
2022	\$ 12,706	
2023	12,229	
2024	220,850	
2025	3,877	
2026	3,985	
2027-2050	134,695	
	\$ 388,342	

Total interest expense, including interest expense included in cost of goods sold, was \$27,493 and \$24,463 for the years ended September 30, 2021 and 2020, respectively.

September 30, 2021 and 2020

#### NOTE K — LEASES

In December 2018, the Society entered into a capital lease agreement for office equipment. Future minimum lease payments under this capital lease as of September 30, 2021 are as follows:

For the Years Ending September 30: 2022 2023	\$ 2,388 396
<b>Total Minimum Lease Payments</b>	2,784
Less: Amount representing interest	(54)
<b>Net Minimum Lease Payments</b>	\$ 2,730

#### NOTE L — EMPLOYEE BENEFIT PLAN

The Society has established a defined contribution retirement plan under section 401(k) of the IRC available to substantially all employees. Under the plan, eligible employees are allowed to contribute up to 90 percent of their base salary. The Society may, for any plan year, in its sole discretion, make an employer contribution to be credited to the account of each participant up to the legal limit prescribed by the IRC. Employer contributions to the plan, which have been accrued, totaled \$41,587 and \$25,649 for the years ended September 30, 2021 and 2020, respectively, and are included in accrued payroll and vacation in the accompanying statements of financial position.

#### NOTE M — REFUNDABLE ADVANCES

On April 24, 2020, the Society received a loan of \$402,200 from a bank under the SBA's Paycheck Protection Program ("PPP"), pursuant to Sections 1102 and 1106 of the Coronavirus Aid, Relief, and Economic Security Act (the "CARES Act"). The loan was substantially amended pursuant to the terms of the Paycheck Protection Program Flexibility Act of 2020, which was signed into law on June 5, 2020. Under Section 1106 of the CARES Act, some or all of the loan may be forgiven for payroll costs, interest, rent, and utilities incurred or paid during the 24-week period beginning on the date the loan was made, subject to certain conditions. The Society submitted its application for forgiveness of the entire loan balance to the bank and was granted full forgiveness on April 18, 2021. Accordingly, the PPP loan proceeds have been recorded as a contribution without donor restrictions in the accompanying financial statements for the year ended September 30, 2021, in accordance with existing accounting guidance for non-profit organizations.

September 30, 2021 and 2020

### NOTE M — REFUNDABLE ADVANCES (CONTINUED)

On February 3, 2021, the Society received a second PPP loan of \$413,687 from a bank. Under Section 1106 of the CARES Act, some or all of the loan may be forgiven for payroll costs, interest, rent, and utilities incurred or paid during the 24-week period beginning on the date the loan was made, subject to certain conditions. The Society's management expects to meet the conditions to allow for all of the loan to be forgiven. Accordingly, this PPP loan has been classified as a conditional promise to receive, and the corresponding PPP loan proceeds have been recorded as a refundable advance in the accompanying financial statements, in accordance with existing accounting guidance for non-profit organizations.

#### NOTE N – LIQUIDITY AND AVAILABILITY OF RESOURCES

The Society has the following financial assets available for general expenditures within one year as of September 30, 2021 and 2020:

2021	2020
\$ 1,244,387	\$ 1,020,267
22,493	3,050
67,949	159,074
1,334,829	1,182,391
(159,457)	(117,659)
\$ 1,175,372	\$ 1,064,732
	\$ 1,244,387 22,493 67,949 1,334,829

The Society has certain donor-restricted assets that are to be used for specific purposes. Therefore, these assets are not considered to be available for general expenditures within the next year. The Society has a policy to manage its liquidity following three guiding principles: operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

September 30, 2021 and 2020

#### NOTE O — CONTINGENCIES

On January 30, 2020, the World Health Organization ("WHO") announced a global health emergency because of a new strain of coronavirus (the "COVID-19 outbreak") and the risks to the international community as the virus spread globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

The full impact of the COVID-19 outbreak continues to evolve as of the date that the accompanying financial statements were available to be issued. As such, it is uncertain as to the full magnitude that the pandemic will have on the Society's financial condition, liquidity, and future results of operations. The Society's operations are dependent on private and public donations from individuals, foundations, and corporations, as well as gallery sales, along with educational and exhibitions revenue. The COVID-19 outbreak may have a continued impact on economic and market conditions.

As of the date of issuance of the financial statements, the Society's operations have not been significantly impacted.

#### NOTE P — NEW ACCOUNTING PRONOUNCEMENTS

The FASB issued ASU 2016-02, *Leases (Topic 842)*, in February 2016. ASU 2016-02 requires the recognition by lessees of assets and liabilities that arise from all lease transactions, except for leases with a lease term of 12 months or less. The lessee accounting model under ASU 2016-02 retains two types of leases: finance leases, which are to be accounted for in substantially the same manner as the existing accounting for capital leases, and operating leases, which are to be accounted for (both in the statement of activities and the statement of cash flows) in a manner consistent with existing accounting for operating leases. ASU 2016-02 also requires expanded qualitative and quantitative disclosures regarding the amount, timing, and uncertainty of cash flows arising from leases. ASU 2016-02 applies to the Society's financial statements for the year ending September 30, 2023, with earlier implementation permitted. The Society's management has not determined the impact on its financial statements as a result of implementing ASU 2016-02.

The FASB issued ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, in September 2020. ASU 2020-07 requires contributed nonfinancial assets to be presented separately from contributions of cash and other financial assets in the statement of activities. This ASU also requires expanded disclosures regarding the types, uses, policies, valuation techniques, and donor restrictions related to contributed nonfinancial assets. ASU 2020-07 applies to the Society's financial statements for the year ending September 30, 2022, with earlier implementation permitted, and is to be applied retrospectively. The Society's management has not determined the impact on its financial statements as a result of implementing ASU 2020-07.