

**THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY
PARTNERSHIP AND CHILD FIRST**

FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021



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**THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST
YEARS ENDED SEPTEMBER 30, 2022 AND 2021**

CONTENTS

Independent auditors' report	1 - 3
Financial statements:	
Statements of financial position	4
Statements of activities	5 - 6
Statements of functional expenses	7 - 8
Statements of cash flows	9
Notes to financial statements	10 - 20



INDEPENDENT AUDITORS' REPORT

Board of Directors
Nurse-Family Partnership
Denver, Colorado

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Nurse-Family Partnership (a nonprofit organization), which comprise the statements of financial position as of September 30, 2022 and 2021, 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 Nurse-Family Partnership as of September 30, 2022 and 2021, 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 (GAAS) and the standards applicable to financial audits contains in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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 Nurse-Family Partnership 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 the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Nurse-Family Partnership's ability to continue as a going concern for one year after the date 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

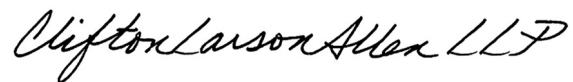
- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Nurse-Family Partnership'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 Nurse-Family Partnership'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.

Board of Directors
Nurse-Family Partnership

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 8, 2023, on our consideration of Nurse-Family Partnership's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Nurse-Family Partnership's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Nurse-Family Partnership's internal control over financial reporting and compliance.

A handwritten signature in cursive script that reads "CliftonLarsonAllen LLP".

CliftonLarsonAllen LLP

Denver, Colorado
March 8, 2023

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENTS OF FINANCIAL POSITION

SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

	<u>2022</u>	<u>2021</u>
ASSETS		
Current assets:		
Cash and cash equivalent investments	\$ 43,927	\$ 19,237
Accounts receivable, net	2,354	1,645
Contributions receivable, net	2,521	2,656
Short-term investments	33,707	3,031
Prepaid expenses	704	698
Other assets	51	62
Total current assets	<u>83,264</u>	<u>27,329</u>
Long-term assets:		
Contributions receivable	2,818	4,602
Investments	9,087	23,932
Property and equipment, net	2,518	3,072
Total long-term assets	<u>14,423</u>	<u>31,606</u>
Total assets	<u>\$ 97,687</u>	<u>\$ 58,935</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 3,246	\$ 3,705
Distributions and grants payable	1,035	1,677
Deferred revenue	3,072	2,391
Total current liabilities	<u>7,353</u>	<u>7,773</u>
Long-term liabilities:		
Deferred rent	68	127
Total long-term liabilities	<u>68</u>	<u>127</u>
Total liabilities	<u>7,421</u>	<u>7,900</u>
Net assets:		
With donor restrictions	5,933	8,233
Without donor restrictions	84,333	42,802
Total net assets	<u>90,266</u>	<u>51,035</u>
Total liabilities and net assets	<u>\$ 97,687</u>	<u>\$ 58,935</u>

See notes to financial statements.

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THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENT OF ACTIVITIES

YEAR ENDED SEPTEMBER 30, 2022

(IN THOUSANDS)

	Without Donor Restrictions	With Donor Restrictions	Totals
REVENUES AND OTHER SUPPORT			
Philanthropic contributions	\$ 59,011	\$ 5,355	\$ 64,366
Site revenues	11,537	-	11,537
Education revenues	2,856	-	2,856
Investment income	(2,674)	-	(2,674)
Other income	17	-	17
Net assets released from restrictions	7,655	(7,655)	-
Total revenues and other support	<u>78,402</u>	<u>(2,300)</u>	<u>76,102</u>
EXPENSES			
Program services	29,432	-	29,432
Supporting services:			
Management, general and administrative	4,387	-	4,387
Fundraising	3,052	-	3,052
Total expenses	<u>36,871</u>	<u>-</u>	<u>36,871</u>
CHANGE IN NET ASSETS	41,531	(2,300)	39,231
NET ASSETS, beginning of year	<u>42,802</u>	<u>8,233</u>	<u>51,035</u>
NET ASSETS, end of year	<u>\$ 84,333</u>	<u>\$ 5,933</u>	<u>\$ 90,266</u>

See notes to financial statements.

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THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENT OF ACTIVITIES

YEAR ENDED SEPTEMBER 30, 2021

(IN THOUSANDS)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Totals</u>
REVENUES AND OTHER SUPPORT			
Philanthropic contributions	\$ 22,815	\$ 12,966	\$ 35,781
Excess of assets acquired over liabilities assumed in Child First business combination	3,092	648	3,740
Site revenues	9,227	-	9,227
Education revenues	2,183	-	2,183
Investment income	200	-	200
Other income	57	-	57
Net assets released from restrictions	7,873	(7,873)	-
Total revenues and other support	<u>45,447</u>	<u>5,741</u>	<u>51,188</u>
EXPENSES			
Program services	30,231	-	30,231
Supporting services:			
Management, general and administrative	4,049	-	4,049
Fundraising	2,984	-	2,984
Total expenses	<u>37,264</u>	<u>-</u>	<u>37,264</u>
CHANGE IN NET ASSETS	8,183	5,741	13,924
NET ASSETS, beginning of year	<u>34,619</u>	<u>2,492</u>	<u>37,111</u>
NET ASSETS, end of year	<u>\$ 42,802</u>	<u>\$ 8,233</u>	<u>\$ 51,035</u>

See notes to financial statements.

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THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED SEPTEMBER 30, 2022

(IN THOUSANDS)

	Program services		Supporting services		Total
	Nurse-Family Partnership	Child First	Management, general, and administrative	Fundraising	
Payroll and benefits	\$ 11,508	\$ 3,127	\$ 3,038	\$ 2,133	\$ 19,806
Consultants	2,855	2,005	664	318	5,842
Grants and program distributions	4,260	380	-	-	4,640
Technology	835	371	171	192	1,569
Outsourced program support	948	-	-	-	948
Advertising, enrollment promotion	830	16	2	101	949
Depreciation and amortization	428	176	92	86	782
Rent and occupancy	325	156	68	64	613
Travel	313	30	31	65	439
Training and other events	238	56	-	-	294
Professional services	80	21	68	15	184
Dues and subscriptions	115	12	13	5	145
Equipment and maintenance	82	28	16	15	141
Postage and shipping	54	7	12	20	93
Legal	2	1	72	-	75
Printing and copying	38	2	2	3	45
Office supplies and expenses	14	11	8	2	35
Other	65	43	130	33	271
Total expenses	\$ 22,990	\$ 6,442	\$ 4,387	\$ 3,052	\$ 36,871

See notes to financial statements.

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THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED SEPTEMBER 30, 2021

(IN THOUSANDS)

	Program services		Supporting services		Total
	Nurse-Family Partnership	Child First	Management, general, and administrative	Fundraising	
Payroll and benefits	\$ 11,999	\$ 1,837	\$ 2,786	\$ 2,027	\$ 18,649
Consultants	5,021	213	586	283	6,103
Grants and program distributions	6,278	-	-	-	6,278
Technology	778	296	205	287	1,566
Outsourced program support	1,090	-	-	-	1,090
Advertising, enrollment promotion	660	1	19	121	801
Depreciation and amortization	399	141	91	74	705
Rent and occupancy	314	138	71	58	581
Travel	36	2	8	25	71
Training and other events	182	16	1	8	207
Professional services	77	10	64	16	167
Dues and subscriptions	141	19	4	5	169
Equipment and maintenance	148	40	60	25	273
Postage and shipping	70	2	9	10	91
Legal	00	13	37	-	50
Printing and copying	29	2	2	2	35
Office supplies and expenses	10	1	8	5	24
Other	233	35	98	38	404
Total expenses	\$ 27,465	\$ 2,766	\$ 4,049	\$ 2,984	\$ 37,264

See notes to financial statements.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

STATEMENTS OF CASH FLOWS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

	2022	2021
Cash flows from operating activities:		
Increase in net assets	\$ 39,231	\$ 13,924
Adjustments to reconcile increase in net assets to net cash provided by operating activities:		
Merger contribution, net of cash received	-	(2,572)
Depreciation and amortization	782	705
Change in provision for uncollectible accounts receivable	-	70
Loss on disposal of property, plant, and equipment	-	93
Discount on pledges receivable	(20)	48
Net unrealized and realized change in investments	3,313	262
Change in accrued interest	06	33
Changes in assets and liabilities:		
Accounts receivable	(709)	(276)
Contributions receivable	1,939	(6,604)
Prepaid expenses	(6)	(170)
Other assets	11	(15)
Accounts payable and accrued expenses	(459)	(425)
Distributions and grants payable	(642)	(1,065)
Pass-through grants	-	(378)
Deferred revenue	622	(615)
Total adjustments	4,837	(10,909)
Net cash provided by operating activities	44,068	3,015
Cash flows from investing activities:		
Purchases of property and equipment	(228)	(424)
Purchases of investments	(82,731)	(5,752)
Proceeds from sales and maturities of investments	63,581	7,642
Net cash provided (used) by investing activities	(19,378)	1,466
Net increase in cash and cash equivalents	24,690	4,481
Cash and cash equivalents, beginning	19,237	14,756
Cash and cash equivalent investments, ending	\$ 43,927	\$ 19,237

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

Nurse-Family Partnership acquired Child First for no consideration.

In conjunction with the acquisition, liabilities were assumed and a contribution was received from Child First as follows:

Fair value of assets acquired	\$ -	\$ 4,271
Liabilities assumed	-	(531)
Inherent contribution received in acquisition of Child First	\$ -	\$ 3,740

See notes to financial statements.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies:

Nurse-Family Partnership (NFP) is a nonprofit, tax-exempt, 501(c)(3) corporation established in 2003. On December 1, 2020, NFP acquired Child First, and is now doing business as the National Service Office for Nurse-Family Partnership and Child First (NSO). The NSO's primary objective is to replicate and grow the Nurse-Family Partnership ® (NFP) and Child FirstSM programs (the Programs) which are delivered through network partners and affiliates throughout the United States. Network partners and affiliates are independent from the NSO and implement the Programs by contract.

Accordingly, the accompanying financial statements include the accounts of the NSO, and do not include the financial position or results of operations from any network partner, state, or affiliates.

Nurse-Family Partnership Program

The NFP Program is an evidence-based, nurse-home-visitation program that serves mothers and their children affected by social and economic inequalities. These families face barriers to healthcare and wellness resources that can impact health outcomes for themselves and their children. Through regular visits with NFP- trained, registered nurses, the Program is designed to assist mothers during their pregnancies and up to the first two years of their child's life. The Program is designed to uncover parents' innate strengths and skills as parents. Research consistently proves that Nurse-Family Partnership succeeds at its most important goals: keeping children and moms healthy and safe and assisting them in creating the lives they want for themselves.

This Program is based upon intellectual property developed by Dr. David Olds, Director of the Prevention Research Center, University of Colorado. NFP has been granted the perpetual, exclusive and royalty-free right to use the intellectual property by the University of Colorado within the United States. NFP also has the first right of refusal in the event the University of Colorado opts to sell the intellectual property. NFP earns fees for educational, consulting and program support services provided to the network partners and certain states, and receives funding from private foundations, and governmental grants and other public support. There are no fees charged at any time to the enrolled families.

Child First Program

The Child First program (CF) helps to heal and protect vulnerable young children (0-5 years of age) and their families from the devastating effects of trauma and chronic stress by fostering the development of strong, nurturing, caregiver-child relationships, promoting adult capacity and connecting families with needed services. The CF model is an evidenced-based, in-home intervention that uses a two-pronged approach: 1) connecting the family to comprehensive, integrated services, which decreases the toxic stress, and 2) providing a parent-child psycho-therapeutic intervention, which together build nurturing relationships, protect the developing brain, and optimize child developmental and health.

Regions implementing the CF model are selected for replication and provided intensive training and ongoing clinical consultation. The program began in 2001 out of Bridgeport Hospital in Connecticut, with early replication starting in 2010. As of September 30, 2022, there are 15 affiliate sites providing services throughout Connecticut, 3 affiliate sites providing services in Palm Beach County, Florida, 9 affiliate sites providing services that cover 29 counties in North Carolina, and 4 affiliate sites in Colorado.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies (continued):

The NSO analyzes all process and outcome data from model implementation and certifies the Child First affiliate sites to ensure ongoing model fidelity. Additionally, the NSO works closely with funding partners supporting implementation of the model including the Connecticut Department of Children and Families, Children's Services Council of Palm Beach County, Florida, Trillium Health Services in North Carolina, and Invest in Kids, in Colorado.

Cash and cash equivalent investments:

The NSO considers all liquid investments purchased with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents include demand deposit accounts, money market funds, certificates of deposit, and treasury bills. Accounts may exceed federally insured limits; however, these accounts are held by major financial institutions. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

Investments:

Investments are reported at fair value based upon quoted market prices. The investments classified as short-term are scheduled to mature within one year or for which it is the intent of management to sell such investments within one year. The investments classified as long-term are scheduled to mature in a period beyond one year or have no scheduled maturity dates. Investment income, gains, and losses are reported in the statements of activities as increases or decreases in net assets with or without donor restrictions based on the existence of donor-imposed restrictions. Realized and unrealized gains, losses, and interest income are included in the change in net assets. Donated investments are recorded as contributions at their estimated fair values on the donation dates and are sold upon receipt.

Fair value measurements:

The NSO measures its financial assets and liabilities under accounting guidance that establishes a three-tier fair value hierarchy and prioritizes the inputs used in measuring fair value. These tiers include Level 1, defined as observable inputs such as quoted prices in active markets; Level 2, defined as inputs other than quoted prices that are either directly or indirectly observable; and Level 3, defined as unobservable inputs in which little or no market data exists, therefore, requiring an entity to develop its own assumptions. In determining fair value, the NSO utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. The determination of where assets and liabilities fall within this hierarchy is based upon the lowest level of input that is significant to the fair value measurement. There have been no changes in the methodologies used at September 30, 2022 and 2021.

Much of the information used to determine fair values is highly subjective and judgmental in nature; therefore, the results may not be precise. In addition, estimates of cash flows, risk characteristics, credit quality, and interest rates are all subject to change. Since the fair values are estimated as of the statement of financial position dates, the amounts which will actually be realized upon settlement or maturity of the various instruments could be significantly different than the estimates.

Property and equipment:

Property and equipment having a unit cost greater than \$5,000 and a useful life of more than one year are capitalized at cost when purchased. Donations of property and equipment are recorded at estimated fair value at the donation date. Depreciation is computed over the estimated useful lives of the assets (4 - 7 years) using the straight-line method, beginning the first month after the asset is placed in service. Leasehold improvements are

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies (continued):

Property and equipment (continued):

depreciated over the shorter of the estimated useful life of the related asset or the lease term, without any consideration of any lease renewal option.

The NSO's management assesses the carrying value of its long-lived assets for impairment when circumstances warrant such a review. If management determines that impairment has occurred, a loss is recognized, and the carrying values are reduced to their estimated fair values. Based on its review, management recorded an impairment loss of \$-0- and \$93 in 2022 and 2021, respectively.

Revenue recognition:

Contributions and grants:

Contributions and grants received that benefit the general public are recorded as support with donor restrictions or without donor restrictions, depending on the existence and/or nature of any donor restrictions. Amounts are recognized at fair value when the donor makes a promise to give to the NSO that is, in substance, unconditional. Conditional contributions and grants — that is, those with a measurable performance or other barrier and a right of return or release — are recorded when the conditions upon which they depend have been met.

Contributions and grants that are restricted by the donor are recorded as an increase in net assets with donor restrictions depending on the nature of the restriction. 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 reported in the statements of activities as net assets released from restrictions. All contributions and grants with donor restrictions that are met in the same year as receipt are classified first as restricted, and then as without donor restrictions as the conditions are met and the restrictions are released.

Consequently, as of September 30, 2022, conditional contributions approximating \$13,761, have not been recognized in the accompanying statements of activities. Of the total conditional contributions, all amounts represent agreements that are conditioned upon the achievement of milestones under the contribution agreements.

The organization may, for various reasons, occasionally decide to return a contribution or portion thereof to a donor. When this occurs the organization reports contribution revenue net of any returned contributions. No contributions were returned in 2022. A total of \$24 in contributions were returned during 2021.

The NSO reports contributions of services and goods as revenue without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Donated services are also concurrently recorded as expense. NFP received in-kind contributions of \$43 and \$416 for the years ended September 30, 2022 and 2021, respectively, which were comprised primarily of donated goods, consulting and legal services, and donated marketable securities. The related expenses for donated services of \$4 and \$31 for the years ended September 30, 2022 and 2021, respectively, were recognized within the statements of functional expenses as follows: donated consulting services were included in program services and legal fees were included in management, general, and administrative. Donated goods of \$-0- and \$104 the years ended September 30, 2022 and 2021, respectively, were distributed during the same fiscal year and were recognized within the statements of functional expenses as program services. The NSO has a policy to sell donated securities as soon as practical after they are received. For the year ended September 30, 2022 and 2021, donated stock totaled \$39 and \$281, respectively.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies (continued):

Revenue recognition (continued):

Contributions and grants (continued):

When the NSO receives contributions for the benefit of designated beneficiaries, and thus acts more as a conduit, the pass-through contribution is recognized as a liability and not as revenue. Assets held for the benefit of others are recorded as a liability. As of September 30, 2022 and 2021, NFP held no assets in custody for the benefit of others.

Fundraising revenues are recognized either as received, or upon completion of the specified fundraising event when the amount can be reasonably estimated, whichever is more appropriate. The net proceeds related to such events are recorded when the event is complete, and the net proceeds can be reasonably estimated.

During the year ended September 30, 2020, the NSO received additional conditional commitments without donor restrictions totaling \$70.5 million in support of an organizational growth plan (the plan). As these commitments are contingent upon the organization's achievement of certain future milestones, no corresponding pledges receivable have been recorded and the organization will recognize revenue to support the plan upon achievement of certain milestones. During the year ended September 30, 2022 and 2021 the organization recognized as revenue and received payments totaling \$18,500 and \$18,400, respectively, which it considers as support without donor restrictions for the plan and has included in contributions without donor restrictions for the year.

Concentration:

The NSO received 80% of 2022 contribution revenue effectively from or directed by two sources and 68% of 2021 contribution revenue effectively from or directed by two sources.

Site and education revenues:

The Organization recognizes revenue at an amount that reflects the consideration to which the Organization expects to be entitled in exchange for transferring goods and services to its customers using the following five step process:

1. Identify the contract(s) with custom
2. Identify the performance obligation(s) in the contract
3. Determine the transaction price
4. Allocate the transaction price to performance obligations in the contract
5. Recognize revenue when (or as) the Organization satisfies a performance obligation

The Organization enters into written contracts with network partners, affiliates, and states authorizing them to provide NFP and the programs as NSO implementing network partners, affiliates, and states. Site revenues primarily consist of revenue earned from network partners, affiliate agencies, and states for consulting and program support services. These services are recognized as revenue when the services are provided or are supported by a contract for which the NSO recognizes revenue ratably over the contract period. Accordingly, site revenues received prior to the end of the fiscal year for services performed in a subsequent fiscal year are deferred. No single network partner, affiliate, or state agency represents greater than 10% of total site revenues for the years ended September 30, 2022 or 2021.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies (continued):

Revenue recognition (continued):

Site and education revenues (continued):

Education revenues consist of revenue from training courses provided to nurse home visitors, supervisors, and administrators as it relates to proper implementation of the NSO's programs. Revenue is recognized once the training is provided.

Management regularly reviews accounts receivable to evaluate collectability. Based upon the specific customer's history, the applicable contract and the outstanding balance, management records an allowance for doubtful accounts for those accounts specifically identified as potentially uncollectable. At both September 30, 2022 and 2021, management has recorded an allowance for doubtful accounts of \$87.

Accounts receivable are generally considered to be past due, with certain exceptions, when the balance is outstanding for more than 90 days. Accounts receivable are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received.

Expenses:

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated benefit each area of the NSO operations and include facilities costs, including depreciation and insurance, project management, and information technology services. Expenses are allocated based on full-time equivalent staff positions.

Advertising, enrollment promotion:

Advertising costs are expensed as incurred. The NSO uses advertising primarily to promote its programs to the individuals that it serves, as well as to provide awareness to the public of its services. Advertising and marketing expense was \$948 and \$801 for the years ended September 30, 2022 and 2021, respectively.

Distributions and grants payable:

Starting with the year ended September 30, 2018, the NSO has frequently entered into grant agreements with network partners to expand the NFP program. The payments under the agreement are contingent on the achievement of certain milestones. Any payments authorized but not yet paid at year-end are reported as liabilities. Grants scheduled for payment more than one year in the future have not been discounted to net present value because the discount is not significant.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

1. Description of Organization and summary of significant accounting policies (continued):

Taxes:

The NSO is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC); accordingly, no provision for income taxes is included in the accompanying financial statements. The NSO received final determination as a public charity under Section 501(c)(3) of the IRC in December 2007. The NSO assesses the likelihood of the financial statement effect of a tax position that should be recognized when it is more likely than not that the position will be sustained upon examination by a taxing authority based on the technical merits of the tax position, circumstances, and information available as of the reporting date. Management does not believe that there are any tax positions that would result in an asset or liability for taxes being recognized in the financial statements.

The NSO's policy is to recognize interest and penalties accrued on any unrecognized tax positions as a component of income tax expense. As of September 30, 2022 and 2021, the NSO did not have any accrued interest or penalties associated with any unrecognized tax positions, nor was any interest expense or penalties recognized during the years ended September 30, 2022 and 2021.

Recent and upcoming accounting pronouncements:

In February 2016, the FASB issued ASU No. 2016-02, *Leases*. The ASU is intended to improve financial reporting about leasing transactions. The ASU affects all companies and other organizations that lease assets. The new standard takes effect for fiscal year 2023 for NSO. Management is currently evaluating the potential impact of this ASU on NSO's financial statements.

Management has evaluated other recently issued accounting pronouncements and does not believe that any of these pronouncements will have an impact on NSO's financial statements.

Use of estimates:

The preparation of the NSO's financial statements in conformity with accounting principles generally accepted in the United States of America requires the NSO's management to make certain estimates and assumptions that affect the amounts reported in these financial statements and accompanying notes. Actual results could differ from those estimates.

Reclassifications:

Certain reclassifications of amounts previously reported have been made to the accompanying financial statements to maintain consistency between periods presented. The reclassifications had no impact on previously reported net assets.

Subsequent events:

Management evaluated subsequent events through March 8, 2023, the date that NFP's financial statements were available to be issued.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

2. Liquidity and availability:

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, are included below. None of the financial assets that are subject to donor or other contractual restrictions that make them unavailable for general expenditures within one year of the balance sheet date.

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 43,927	\$ 19,237
Accounts receivable, net	2,354	1,645
Contributions receivable	2,521	2,656
Investments	<u>42,794</u>	<u>26,963</u>
Less: Net assets with donor restriction	<u>(5,933)</u>	<u>(8,233)</u>
Total	<u>\$ 85,663</u>	<u>\$ 42,268</u>

As part of the liquidity management plan, cash in excess of daily requirements is put into an overnight sweep account or other short-term investments.

3. Contributions receivable:

Contributions receivable consists of the following at September 30, 2022 and 2021:

<u>Type of Donor</u>	<u>2022</u>	<u>2021</u>
Individuals	\$ 4,150	\$ 5,418
Public support	57	55
Corporate	135	135
Foundations and organizations	<u>1,025</u>	<u>1,698</u>
Sub-total	<u>5,367</u>	<u>7,306</u>
Discount on pledges receivable	<u>(28)</u>	<u>(48)</u>
Total	<u>\$ 5,339</u>	<u>\$ 7,258</u>

Amounts scheduled to be received within the next twelve months were recorded at their net realizable value. At September 30, 2022, amounts are scheduled to be collected as follows:

<u>Year ending September 30,</u>	
2023	\$ 2,521
2024	1,496
2025	<u>1,350</u>
Total contributions receivable	<u>\$ 5,367</u>

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

4. Investments:

Investments are classified as short-term or long-term based management's intent to hold the assets for short-term or long-term needs. Securities held at September 30, 2022 and 2021 consist of publicly traded government, money market, exchange-traded funds and corporate debt instruments ranging in credit quality from Aaa to Baa2 with total value by instrument type indicated as follows:

	<u>2022</u>	<u>2021</u>
Money markets	\$ 17,763	\$ -
U.S. government obligations	5,592	10,214
Corporate obligations	4,984	13,862
Foreign obligations	2,106	-
Municipal obligations	3,154	-
Equity – domestic	2,555	1,128
Equity – international	87	337
Mutual funds – equity	3,613	-
Mutual funds – fixed income	2,818	1,294
Interest receivable	<u>122</u>	<u>128</u>
 Total investments	 <u>\$ 42,794</u>	 <u>\$ 26,963</u>

The following schedule summarizes the investment income in the statements of activities for the years ended September 30, 2022 and 2021:

	<u>2022</u>	<u>2021</u>
Interest income	\$ 711	\$ 432
Net realized and unrealized (losses) gains	(3,313)	(137)
Investment expense	<u>(72)</u>	<u>(95)</u>
 Total investment (loss) income	 <u>\$ (2,674)</u>	 <u>\$ 200</u>

Net realized and unrealized losses are primarily due to fluctuations in market return.

5. Fair value measurements:

The following details the related fair value measurement as of September 30, 2022 and 2021:

	<u>Level</u>	<u>2022</u>	<u>2021</u>
Corporate obligations	2	\$ 4,984	\$ 13,862
Foreign obligations	2	2,106	-
Municipal obligations	2	3,154	-
Money markets	1	17,763	-
U.S. government obligations	1	5,592	10,214
Equity – domestic	1	2,555	1,128
Equity – international	1	87	337
Mutual funds – equity	1	3,613	-
Mutual funds – fixed income	1	<u>2,818</u>	<u>1,294</u>
Total		<u>\$ 42,672</u>	<u>\$ 26,835</u>

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

6. Property and equipment:

Property and equipment consist of the following at September 30, 2022 and 2021:

	<u>2022</u>	<u>2021</u>
Software and computers	\$ 7,061	\$ 5,635
Leasehold improvements	117	117
Furniture and fixtures	322	322
Software in progress	<u>163</u>	<u>1,361</u>
Sub-total	7,663	7,435
Accumulated depreciation	<u>(5,145)</u>	<u>(4,363)</u>
Property and equipment, net	<u>\$ 2,518</u>	<u>\$ 3,072</u>

7. Distributions and grants payable:

Grants which have been approved and are payable within the next fiscal year were \$1,035 and \$1,677 at September 30, 2022 and 2021, respectively.

The organization also has contingent grants which are not to be paid unless and until certain milestones at future dates, are met. These contingent grants, which are to be paid from both net assets with donor restrictions and net assets without donor restrictions, are therefore not recorded as liabilities. Contingent grants to be paid from net assets with donor restrictions were \$364 and \$306, respectively, as of September 30, 2022 and 2021. Contingent grants to be paid from net assets without donor restrictions were \$3,326 and \$5,026, respectively, as of September 30, 2022 and 2021.

8. Net assets – With donor restrictions:

Net assets with donor restrictions are the total restricted assets offset by related payables and commitments. Net assets with donor restrictions at September 30, 2022 and 2021, are available for the following purposes or periods:

	<u>2022</u>	<u>2021</u>
For receipt in subsequent periods	\$ 4,909	\$ 6,581
Program implementation	<u>1,024</u>	<u>1,652</u>
Total net assets with donor restrictions	<u>\$ 5,933</u>	<u>\$ 8,233</u>

9. Related party transactions:

The NSO recorded site revenues of \$24 and \$33 from Parkland Health and Hospital System, a network partner in Texas for program services provided in 2022 and 2021, respectively. The President and Chief Executive Officer of Parkland Health and Hospital System is an NSO Board member.

In 2022 and 2021, the NSO incurred expenses totaling \$948 and \$1,090, respectively from the University of Colorado, Prevention Research Center (PRC), for research, program innovations, and Dyadic Assessment of Naturalistic Caregiver-Child Experiences (DANCE) education and licenses. As of September 30, 2022 and 2021, the NSO owed \$350 and \$350, respectively, to PRC, which is included in accounts payable and accrued expenses on the accompanying statements of financial position. Dr. David Olds is the Program founder and the Director of the PRC.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

10. Retirement plan:

The NSO sponsors a 401(k) plan through its Professional Employer Organization relationship with Automatic Data Processing, Inc., covering all employees who have completed three months of service and have attained age 21. The NSO contributes 10% of the employees' compensation, which vests immediately. For the years ended September 30, 2022 and 2021, total 401(k) contributions were \$1,438 and \$1,408 respectively.

11. Commitments:

The NSO leased office space in Denver, Colorado during fiscal year ending September 30, 2022, under a lease with a term from December 1, 2016 through October 2024. Additional office space was also leased in Trumbull, Connecticut, under an operating lease which expires July 31, 2026. The agreements contain certain inducements and allowances that are recognized over the term of the lease, as well as cost escalation clauses. The NSO recognizes rental expense on a straight-line basis over the term of the lease.

The NSO is responsible for a proportionate share of the building common area maintenance and other operating costs.

Lease expense for the years ended September 30, 2022 and 2021, was \$320 and \$333, respectively. Following are the minimum future operating lease payments:

Year ending September 30,		
2023	\$	366
2024		375
2025		31
2026		<u>26</u>
Total lease commitment	\$	<u>798</u>

12. Business Combination:

On December 1, 2020, NFP and Child First -- two separate organizations -- combined to become the National Service Office for Nurse-Family Partnership and Child First (NSO). The boards of directors of NFP and Child First believe the accomplishment of their respective missions will be better met through a strategic business combination of Child First with and into NFP, with NFP as the surviving organization in the business combination. Bringing these two programs together will allow the NSO to provide broader services to more moms, babies, and families.

THE NATIONAL SERVICE OFFICE FOR NURSE-FAMILY PARTNERSHIP AND CHILD FIRST

NOTES TO THE FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2022 AND 2021

(IN THOUSANDS)

12. Business Combination (continued):

NFP acquired the assets and liabilities of Child First and there was no consideration exchanged in the transaction. Accordingly, the excess of Child First's assets over its liabilities as of the date of the acquisition is recorded as an inherent contribution in the statement of activities. The fair values of Child First's assets and liabilities, including donor-imposed restrictions on December 1, 2020, are as follows:

Cash	\$	1,168
Accounts receivable		145
Contributions receivable		226
Prepaid expenses and other assets		57
Investments		2,529
Property, plant, and equipment (net)		<u>146</u>
Total assets		<u>4,271</u>
Accounts payable		101
Deferred revenue		<u>430</u>
Total liabilities		<u>531</u>
Total net assets	\$	<u><u>3,740</u></u>

Net assets transferred on December 1, 2020, were both with and without donor restrictions as follows:

Net assets without donor restrictions	\$	3,092
Net assets with donor restrictions		<u>648</u>
Total net assets	\$	<u><u>3,740</u></u>

The revenue and increase in net assets with donor restrictions and without donor restrictions associated with Child First for the period December 1, 2020 to September 30, 2021, are as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUE AND OTHER SUPPORT			
Contributions	\$ 5	\$ 773	\$ 778
Site revenues	1,119	-	1,119
Investment income	234	-	234
Release from restrictions	<u>1,414</u>	<u>(1,414)</u>	<u>-</u>
Total	<u>2,772</u>	<u>(641)</u>	<u>2,131</u>
EXPENSES	<u>(5,200)</u>		<u>(5,200)</u>
CHANGE IN NET ASSETS	(2,428)	(641)	(3,069)
NET ASSETS, at December 1, 2020	<u>3,092</u>	<u>648</u>	<u>3,740</u>
NET ASSETS, end of year	<u><u>\$ 664</u></u>	<u><u>\$ 7</u></u>	<u><u>\$ 671</u></u>

13. Risks and Uncertainties:

State Grants

The NSO participates in certain state and federal grant programs. The use of grants in programs is subject to future review by the grantors. Such reviews may result in the NSO having liabilities to the grantors.



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