Report on Audit of Financial Statements June 30, 2020 and 2019

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June 30, 2020 and 2019

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Junior Achievement of Mahoning Valley, Inc. Girard, Ohio 44420

We have audited the accompanying statements of financial position of Junior Achievement of Mahoning Valley, Inc. (a not for profit organization) which comprise the statement of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Junior Achievement of Mahoning Valley, Inc. as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Yurchyk & Davis

Certified Public Accountants, Inc.

December 3, 2020

Statements of Financial Position

June 30, 2020 and 2019

ASSETS

		2020		2019
Current Assets				
Cash and Cash Equivalents	\$	84,804	\$	69,442
Pledges Receivable - net of allowance for doubtful pledges				
of \$-0- in 2020 and 2019		8,392		12,062
Prepaid Expenses		2,507		451
Total Current Assets		95,703		81,955
Long-Term Assets				
Investments - Endowment Fund		171,953		170,297
Custodial Children's Savings Accounts		59,892		59,892
Deposits		760		760
Furniture and Equipment, net of accumulated depreciation				
of \$20,380 in 2020 and 2019, respectively		-		-
Total Long-Term Assets	_	232,605	_	230,949
TOTAL ASSETS	\$	328,308	\$	312,904
LIABILITIES AND NET ASSETS				
<u>Current Liabilities</u>				
Accounts Payable	\$	616	ቕ	300
Accrued and Withheld Payroll Liabilities		10,203		15,422
Refundable Advance		43,700	_	45.700
Total Current Liabilities		54,519		15,722
Long-Term Liabilities				
Custodial Children's Savings Liability		59,892		59,892
Total Liabilities		114,411		75,614
Net Assets				
Without Donor Restriction				
Without Donor Restriction		41,944		66,993
Board Designated Net Assets		166,953		165,297
Total Net Assets Without Donor Restriction		208,897		232,290
With Donor Restriction		5,000		5,000
Total Net Assets		213,897		237,290
TOTAL LIABILITIES AND NET ASSETS	\$	328,308	\$_	312,904

Statements of Activities

For the Years Ended June 30, 2020 and 2019

				2020						2019		
	ı	Without		With			l	Without		With		
		Donor		Donor				Donor		Donor		
Revenue, Gains, and Other Support		Restriction		Restriction		Total		Restriction	œ.	Restriction		Total
Contributions												
Fund Drive	↔	46,251	↔	1	↔	46,251	છ	57,158	↔	,	69	57,158
Grants/Foundations		195,443		•		195,443		187,008		1		187,008
Program Contributions	l	9,350	ŀ			9,350		10,513		٠		10,513
Total Contributions		251,044				251,044		254,679				254,679
Special Events, Net of Expenses		37,507		i		37,507		71,758		٠		71,758
Interest, Dividends and Realized Gains		3,702		•		3,702		4,113		•		4,113
Unrealized Gains (Losses) on Investments		226		ı		226		3,336		•		3,336
In-Kind Contributions		1,084		ı		1,084		13,631		•		13,631
Net Assets Released from Restrictions		•		•		1		i		•		1
Total Revenues	l	293,563	 -	,		293,563	l	347,517		,		347,517
Less: Franchise Fee	ı	(39,425)	1			(39,425)		(29,246)		۱		(29,246)
Net Support & Revenue		254,138		1		254,138		318,271				318,271
Expenses												
Program Services		236,446		ı		236,446		283,867		1		283,867
Management and General		24,048		•		24,048		26,674		,		26,674
Fundraising	J	17,037	l	'	,	17,037		17,064		-		17,064
Total Expenses		277,531		ı		277,531		327,605		•		327,605
Change in Net Assets		(23,393)		1		(23,393)		(8,333)		ı		(9,334)
Net Assets Beginning of Year	I	232,291	ļ	5,000		237,290		241,624		5,000		246,624
Net Assets End of Year	↔	208,898	↔	5,000	₩	213,897	↔	232,291	↔	5,000	€>	237,290

The Accompanying Notes are an Integral Part of These Statements 5

Statement of Functional Expenses

For the Year Ended June 30, 2020

		_	Supporti	ng Se	ervices		
	Program	_	Management		Fund		
	 Service	_	and General	_	Raising	_	Total
Salaries	\$ 134,069	\$	5,861	\$	6,593	\$	146,523
Payroll Taxes and Benefits	46,166		2,029		2,537		50,732
Program Materials	15,465		-		-		15,465
Rent	11,579		2,150		2,812		16,541
Repairs, Maintenance,							
Utilities, and Insurance	8,101		1,505		1,968		11,574
Depreciation	-		-		-		•
Training and Recognition	8,153		-		-		8,153
Supplies and Postage	2,830		526		687		4,043
Outside Services	918		10,098		459		11,475
Dues and Subscriptions	603		112		147		862
Technology	5,450		1,012		1,323		7,785
Travel and Transportation	223		98		6		327
Donated Services and Materials	813		271		-		1,084
Miscellaneous Expenses	 2,076	_	386		505	_	2,967
Total Expenses	\$ 236,446	\$_	24,048	\$	17,037	\$	277,531

Statement of Functional Expenses

For the Year Ended June 30, 2019

				Supporti	ng Se	ervices		
		Program Service	_	Management and General	-	Fund Raising		Total
			-		_	<u></u>	_	
Salaries	\$	147,953	\$	6,468	\$	7,276	\$	161,697
Payroll Taxes and Benefits		38,688		1,691		1,903		42,282
Program Materials		46,548		-		-		46,548
Rent		11,159		2,072		2,710		15,941
Repairs, Maintenance,								
Utilities, and Insurance		8,052		1,495		1,955		11,502
Depreciation		987		183		240		1,410
Training and Recognition		8,406		-		-		8,406
Supplies and Postage		2,995		556		727		4,278
Outside Services		834		9,174		417		10,425
Dues and Subscriptions		567		105		138		810
Technology	-	4,523		840		1,099		6,462
Travel and Transportation		534		236		16		786
Donated Services and Materials		10,223		3,408		-		13,631
Miscellaneous Expenses	_	2,398	_	446	_	583	_	3,427
Total Expenses	\$	283,867	\$	26,674	\$	17,064	\$	327,605

Statements of Cash Flows

For the Years Ended June 30, 2020 and 2019

		2020		2019
Cash Flows from Operating Activities				
Change in Net Assets	\$	(23,393)	\$	(9,334)
Adjustments to Reconcile Change in Net Assets to Net Cash				
Provided By (Used In) Operating Activities				
Depreciation		-		1,410
Unrealized (Gains) Losses on Investments		(226)		(3,386)
Endowment Fund Activity		(1,428)		(1,228)
Changes in Current Assets and Liabilities				
(Increase) Decrease in Assets:				
Pledges Receivables		3,670		(1,797)
Prepaid Expenses		(2,056)		396
Increase (Decrease) in Liabilities:				
Accounts Payable		314		300
Accrued and Withheld Payroll Liabilities		(5,219)		4,663
Refundable Advance		43,700		
Net Cash Provided By Operating Activities		15,362		(8,976)
Cash Flows from Investing Activities				
Receipts for Custodial Children's Saving Accounts		-		(19)
Deposits to Custodial Children's Savings Accounts		-		19_
Net Cash Provided By Investing Activities		-		-
Net Increase In Cash and Cash Equivalents		15,362		(8,976)
Cash and Cash Equivalents, Beginning of Year		69,442	_	78,417
Cash and Cash Equivalents, End of Year	\$	84,804	\$	69,442

Notes to Financial Statements

June 30, 2020 and 2019

NOTE A - DESCRIPTION OF ENTITY

Junior Achievement of Mahoning Valley, Inc. (the "Organization") is a private nonprofit organization incorporated in the state of Ohio. The Organization serves the Ohio counties of Mahoning, Trumbull, Ashtabula and Columbiana by providing opportunities to young people, in cooperation with adult advisors/consultants to inspire and prepare young people to succeed in a global economy. The Organization is an affiliate of Junior Achievement USA, Inc., (the National Organization) located in Colorado Springs, Colorado.

Junior Achievement offers a variety of programs in school and after school for children in kindergarten through twelfth grade that focus on helping young people better understand concepts related to financial literacy, economics, entrepreneurship, and workforce readiness. Junior Achievement programs build successful partnerships between local classroom teachers and community volunteers.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting - The Organization is required to report information regarding its financial position and activities according to two classes of net assets (net assets without donor restriction, and net assets with donor restriction) based upon the existence and/or nature of any donor-imposed restrictions.

Contributions – Contributions received are recorded as support with donor restriction, or without donor restriction, depending on the existence and/or nature of any donor restrictions. It is the policy of the Organization to recognize donor restricted funds whose restricted purpose is met during the same year as received, as net assets without donor restrictions on the financial statements.

Cash and Cash Equivalents – For purposes of the statement of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

Promises to Give – Promises to Give includes pledges under an annual fund drive. All amounts are due in less than one year. The Organization uses the allowance method to determine uncollectible unconditional promises to give. The allowance is based on prior years' experience and management's analysis of specific promises made. Promises to give are recorded net of an allowance for doubtful accounts, which was \$0 in 2020 and 2019, respectively.

Children's Custodial Savings Accounts – In 2011, the Organization initiated a new "I Can Save" program under which it, through the ongoing financial support of several contributors, will deposit funds into children's savings accounts each year from kindergarten through high school. The program also includes participating in ongoing Junior Achievement programs. In 2019, the contributor ceased providing new funds. The Organization is still the custodian of the funds until the individuals graduate from high school. Upon graduation, these funds may be used by the individual to pay for college or technical school, to start a business, or to purchase a home.

Furniture and Equipment – Furniture and equipment are reported at cost. Donated equipment is reported at fair market value at the date of the donation. Maintenance and repairs and capital expenditures under \$500 are charged to operations when incurred. Depreciation is computed on the straight-line method over estimated useful lives, which range from 3 – 7 years.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Furniture and Equipment (continued) – The following is a table showing the detail of the property and depreciation for 2020 and 2019.

	2020	2019
Furniture and Equipment	20,380	20,380
Accumulated Depreciation	(20,380)	(20,380)
Net Furniture and Equipment		-

Marketable Investments – Investments with readily determinable fair values are reported at their fair value in the Statements of Financial Position. Unrealized gains and losses are included in the change in unrestricted net assets.

Donated Services and Materials – During the years ended June 30, 2020 and 2019, the value of contributed services and materials meeting the requirements for recognition in the financial statements amounted to \$24,039 and \$36,722 respectively. These amounts are included in both support and expenses in the Statements of Activities and in Special Events, Net of Expenses, and offset each other accordingly.

A substantial number of unpaid volunteers have made significant contributions of their time to develop Junior Achievement's programs, primarily in educational programs and development. The value of this contributed time is not reflected in these financial statements since it does not lend itself to objective measurement, nor would it typically be purchased.

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

Subsequent Events – In preparing their financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through December 3, 2020, the date the financial statements were available to be issued.

NOTE C - AFFILIATED ORGANIZATION FRANCHISE FEES

The Organization, as part of its affiliation agreement, is required to remit a participation fee to the National Organization, calculated on the previous fiscal year reported revenue, paid in twelve equal payments. Interest and dividend income as well as in-kind contributions income are not subject to the participation fee. The fee amounted to \$39,425 and \$29,246 for the years ended June 30, 2020 and 2019 respectively.

NOTE D - INCOME TAXES

The Organization is an exempt organization under Internal Revenue Code 501 (c) (3) and therefore no provision has been made for income taxes and no expense has been recognized.

The Organization is subject to routine audits by taxing jurisdictions; however there are currently no audits for any tax periods in progress. The Organization believes it is no longer subject to income tax examinations for years prior to 2016.

Notes to Financial Statements

Јиле 30, 2020 and 2019

NOTE E - FAIR VALUE MEASUREMENTS

The Organization's investments are reported at fair value in the accompanying statements of financial position.

Assets	at Fair Valu	ie as of June 3	0, 2020	
		Level 2		Total
Endowment Fund	\$	171,953	\$	171,953
	\$	171,953	\$	171,953

Assets	at Fair Valu	te as of June 3	0, 2019	
		Level 2		Total
Endowment Fund	\$	170,297	\$	170,297
	\$	170,297	\$	170,297

U.S. GAAP accounting standards codification 820 establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, Level 2 inputs consist of observable inputs other than quoted prices for identical assets, and Level 3 inputs have the lowest priority.

The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Organization measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value.

Level 2 Fair Value Measurements – The fair value of the Organization's interest in the endowment fund is based on the beginning of year value of the Organization's interest in the investment plus actual contributions and allocated investment income less actual distributions and allocated administrative expenses. Quoted market prices are used to value investments in the endowment fund.

NOTE F- BOARD DESIGNATED NET ASSETS WITHOUT DONOR RESTRICTIONS

Board designated net assets of \$166,953 and \$165,297 at June 30, 2020 and 2019 consist of monies set aside by the board for operating or other costs as needed.

NOTE G - NET ASSETS WITH DONOR RESTRICTION

Net Assets with donor restrictions of \$5,000 at both June 30, 2020 and 2019 consist of monies received for the Endowment Fund. The principal from these funds cannot be spent by donor restriction.

NOTE H - PENSIONS

The Organization has a defined contribution pension plan covering all employees. Section 403(b) of the Internal Revenue Code contains certain restrictions pertaining to the plan. An insurance company invests the plan assets. The Organization does not contribute to the defined contribution plan.

The Organization also participates in a defined benefit pension plan through its national Organization, as detailed in Note O.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE I - LEASES

The Organization leases office equipment under operating leases expiring in fiscal years 2020 and 2024. In the normal course of business, operating leases are generally renewed or replaced by other leases. The Organization also leases office space at \$806 per month through December 2020.

The following is a schedule by years of future rental payments under non-cancellable operating leases:

June 30	
2021	\$ 3,734
2022	3,420
2023	3,420
2024	285
2025	
	\$ 10,859

Rent expense for the fiscal years ended June 30, 2020 and 2019 amounted to \$15,465 and \$15,941 respectively.

NOTE J - SPECIAL EVENTS INCOME

Special events income is reported in the statement of activities net of direct special events expenses. Actual income and expenses are as follows:

		2020	_	2019
Bowl-A-Thon:				
Revenue	\$	15,444	\$	19,774
Expenses		(3,076)		(3,573)
Net Bowl-A-Thon Revenue		12,368	-	16,201
Designer Bag Bingo		,		
Revenue		36,661		58,014
Expenses	_	(16,461)		(23,429)
Net Designer Bag Bingo Revenue		20,200	_	34,585
Miscellaneous Events				
Revenue		17,391		20,972
Expenses		(12,452)		-
Net Miscellaneous Events Revenue		4,939	_	20,972
Net Special Events Revenue	\$	37,507	\$_	71,758

In-kind contributions and expenses excluded from the Bowl-A-Thon and Designer Bag Bingo and miscellaneous events amounts above for 2020 were \$4,094 \$19,870, and \$0 respectively. In-kind contributions and expenses excluded from the Bowl-A-Thon, Designer Bag Bingo and miscellaneous events amounts above for 2019 were \$3,150 \$19,941 and \$0, respectively.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE K - ENDOWMENT FUNDS

Board designated net assets without donor restrictions, and net assets with donor restrictions at June 30, 2020 and 2019 consist of endowment funds established to support the Organization and its services. The donor restricted net assets of \$5,000 are subject to donor restriction that the principal can never be used, but income from the principal is unrestricted. The balance of the endowment funds are designated for operating reserves when appropriated by the Board of Trustees.

The designated endowment funds are invested in cash equivalents and other funds pursuant to the Organization's investment and spending objectives subjecting the funds to low investment risk and providing the program services with current income. The Organization generally expends the endowment fund's investment income for the board designated purpose when determined necessary. During the years ended June 30, 2020 and 2019, the board approved expending no monies from the endowment fund.

The composition of endowment net assets for these funds and the changes in endowment net assets as of June 30, 2020 and 2019 are as follows:

	V	Vithout Donor Restriction	•	Vith Donor Restriction		Total
Endowment net assets, July 1, 2018	\$_	160,683	\$	5,000	\$_	165,683
Investment Income		4,114		-		4,114
Net Appreciation (Depreciaton)		3,336		-		3,336
Investment Expenses	_	(2,836)				(2,836)
Endowment net assets, June 30, 2019		165,297		5,000		170,297
Investment Income		3,702				3,702
Net Appreciation (Depreciaton)		226		-		226
Investment Expenses	_	(2,272)		-		(2,272)
Endowment net assets, June 30, 2020	\$	166,953	\$	5,000	\$	171,953

NOTE L - REFUNDABLE ADVANCE

The refundable advance liability consists of Paycheck Protection Program (PPP) funds provided under the CARES Act to assist small businesses during the ongoing global pandemic. These funds are expected to be forgiven during the upcoming fiscal year, and are therefore recorded as a liability until such time as forgiveness occurs, at which time they will be recognized as income.

NOTE M - CONCENTRATIONS

The Organization received grants from one foundation amounting to 17% and 20% of total revenues for 2020 and 2019.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE N - FUNCTIONAL ALLOCATION OF EXPENSES

The costs included in the statement of functional expenses are identified as program service, management and general and fundraising costs. Program service expenses are directly related to the services being performed. Management and general and fundraising costs support the Organization, but are not directly related to the program. Certain expenses are attributable to one or more program or supporting services, and are allocated based on a time and cost study of where efforts are made.

NOTE O - MULTIEMPLOYER PENSION PLAN (Terminated effective June 30, 2019)

Prior to June 30, 2019, the Organization offered a noncontributory defined benefit pension plan (the Plan) to its employees. The Plan is administered the Organization and covered all full-time employees of the Organization, JA Worldwide, Inc. and participating Junior Achievement chapters in the United States. The Plan is accounted for like a multi-employer plan. Benefits were determined based on years of service and salary history. The Plan's assets are invested in various investment funds. Prior to June 30, 2019 the respective participants' employers were required to fund the Plan, as determined necessary by The Organization's Board of Directors, based on an annual actuarial valuation. Prior to June 30, 2019, the Organization made contributions equal to 16.75% of participants' eligible compensation. Accordingly, the Organization recognizes, as net pension cost, the required contribution for the period and recognizes, as a liability, any contributions due and unpaid. There is no recognition of the funded status of the Plan in the financial statements of the Organization.

Effective June 30, 2019, the Board of Directors of the Organization approved the termination of the Defined Benefit Plan, at which time all participants who were active in the plan became fully vested for their respective accrued benefits. The Plan shall liquidate and distribute each participant's accrued benefits as soon as administratively practicable. The Plan requires that participating employers (including the Organization) remain liable for any funding obligations under the Plan, until all liabilities and obligations of the Plan have been satisfied, and are thereby required to make contributions equal to 13.25% of participants' eligible compensation.

During 2020, Plan participants elected the mode of their distribution (whether lump sum or annuity) and the Plan liquidated and distributed benefit payments accordingly. The Plan engaged an insurance company to assume the annuity portfolio, and as of June 30, 2020, substantially all benefit obligations of the Plan had either been paid (lump sum elections) or transferred (annuity elections.) The remaining assets in the Plan are restricted for additional, future termination and other required administrative expenses. Upon the conclusion of any necessary administrative proceedings and the final review by the Pension Benefit Guarantee Corporation (PBGC) any remaining Plan assets will be distributed to participating employers on a pro-rata basis. The timing and results of these administrative proceedings and PBGC's final review are uncertain, and as a result, the Organization cannot reasonably estimate, and thus has not recorded, any pro-rata amounts receivable from the Plan at June 30, 2020.

NOTE P - HEALTH AND WELFARE BENEFITS TRUST

The Organization has a self-funded medical, dental and other benefits plan covering full-time employees of the Organization and their beneficiaries and covered dependents. The plan is accounted for like a multiemployer plan. Premiums are paid into the Health and Welfare Plan for each participant by the participating employers. Employees of the Organization, JA Worldwide Inc. and employees of Junior Achievement USA chapters can participate in the Health and Welfare Plan. All the assets and liabilities of the Health and Welfare Plan are held in the Junior Achievement USA Health and Welfare Benefits Trust (Benefits Trust). Accordingly, no balances or transactions of the Benefits Trust are recorded in the financial statements of the Organization.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE Q - HEALTH AND WELFARE BENEFITS TRUST (Continued)

The Health and Welfare Plan also offers health care benefits to retired personnel of the participating employees. This creates an implicit rate subsidy, which is considered to be a postretirement benefit. Management of the Organization does not believe the implicit rate subsidy amount to be material to the Organization, especially since the Plan is a multiemployer plan. According, no balances or transactions of the Postretirement Benefits Plan are recorded in the financial statements of the Organization.

The Organization's premium expense for the Health and Welfare Plan for the years ended June 30, 2020 and 2019 was \$13,620 and \$8,527 respectively.

NOTE R - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

As part of the Organization's liquidity management, it has a policy to structure financial assets to be available as general expenditures, liabilities, and other obligations come due.

The Organization has \$93,196 of financial assets available within one year of the financial statement date, of which \$84,804 is cash, and \$8,392 is pledges receivable which will be collected within the year. Additionally the Organization has Endowment Funds of \$171,953, of which \$166,853 could be used if needed.

NOTE S - COVID-19 PANDEMIC

As a result of the spread of the SARS-CoV-2 virus, and the incidence of COVID-19, economic uncertainties have arisen which may negatively affect the financial position, results of operations and cash flows of Junior Achievement of Mahoning Valley. While programming has been impacted due to closure of schools, and the inability of volunteers to provide in person experiential learning opportunities, virtual volunteering has been added to support school curricular needs. Fundraising efforts have also been forced to pivot from in person gatherings to virtual events with a significant, negative impact on participation and sponsorship opportunities. The duration of these uncertainties and the ultimate financial effects cannot be reasonably estimated at this time.