













**YOUTH SPEAKS, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR YEAR ENDED JUNE 30, 2023**  
**(WITH SUMMARIZED FINANCIAL INFORMATION**  
**FOR THE YEAR ENDED JUNE 30, 2022)**

	Program Services				Supporting Services		Total Expenses	
	National Programs	Local Programs	Productions	Total Program Services	Management and General	Fund-Raising	2023	2022
	Personnel costs:							
Salaries and wages	\$ 162,896	\$ 754,898	\$ 115,039	\$ 1,032,833	\$ 212,282	\$ 328,758	\$ 1,573,873	\$ 1,245,475
Employee health benefits	12,926	59,900	9,128	81,954	16,844	26,087	124,885	100,168
Payroll taxes	12,961	60,064	9,153	82,178	16,890	26,158	125,226	115,357
Total personnel expenses	188,783	874,862	133,320	1,196,965	246,016	381,003	1,823,984	1,461,000
Independent contractors-non-artist	53,388	86,032	50,380	189,800	92,423	9,149	291,372	493,855
Stipends and scholarships	0	22,005	0	22,005	-	250	22,255	29,520
Facilities	6,475	28,408	4,329	39,212	23,879	12,372	75,463	23,645
Artists and performers	6,650	47,200	1,000	54,850	-	1,950	56,800	87,265
Program facilities	500	9,237	13,660	23,397	1,586	0	24,983	29,092
Travel and lodging	128,656	748	64	129,468	1,772	30	131,270	33,212
Professional services	12,737	58,658	8,850	80,245	25,700	25,292	131,237	97,288
Equipment rental	1,770	49,128	0	50,898	1,134	0	52,032	626
Administrative fees and taxes	0	40	0	40	7,922	1,250	9,212	40,232
Office supplies	1,890	11,344	2,264	15,498	20,023	8,703	44,224	25,119
Hospitality and reception	76	9,313	0	9,389	10,932	36,637	56,958	9,638
Insurance	4,770	15,570	2,912	23,252	9,741	6,781	39,774	35,945
Miscellaneous expenses	0	0	0	0	2,078	0	2,078	3,713
Interest expense	0	0	0	0	1,570	0	1,570	854
Workers compensation insurance	0	0	0	0	0	0	-	12,559
Telephone and communication	0	0	0	0	6,810	0	6,810	4,013
Depreciation	0	0	0	0	17,075	0	17,075	21,247
Printing and reproduction	357	6,767	11	7,135	757	99	7,991	3,730
Credit card processing fees	1	0	0	1	3,750	0	3,751	4,143
Janitorial services	0	0	0	0	7,700	0	7,700	177
Postage and delivery	254	0	0	254	10	1,804	2,068	15
Professional development	3,099	14,363	2,339	19,801	4,239	6,719	30,759	4,195
Advertising and promotion	-	1,858	0	1,858	105	5,000	6,963	2,096
<b>Total 2023 functional expenses</b>	<b>\$ 409,406</b>	<b>\$ 1,235,533</b>	<b>\$ 219,129</b>	<b>\$ 1,864,068</b>	<b>\$ 485,222</b>	<b>\$ 497,039</b>	<b>\$ 2,846,329</b>	
Total 2022 functional expenses	\$ 409,534	\$ 541,333	\$ 332,925	\$ 1,345,494	\$ 833,228	\$ 244,457		\$ 2,423,179

The accompanying notes are an integral part of these financial statements.

**YOUTH SPEAKS, INC.**  
**STATEMENT OF CASH FLOWS**  
**YEAR ENDED JUNE 30, 2023**  
**(WITH COMPARATIVE INFORMATION**  
**FOR THE YEAR ENDED JUNE 30, 2022)**

	2023	2022
Cash flows from operating activities:		
Increase / (decrease) in net assets	\$ 2,146,922	\$ (35,693)
Adjustments to reconcile increase / (decrease) in net assets to net cash provided by operating activities		
Depreciation	17,075	21,247
Lease expense - operating right-of-use asset	11,982	0
Change in operating assets and liabilities:		
Accounts receivable	(10,868)	(7,150)
Grants and pledge receivable	(1,921,352)	383,566
Prepaid expenses and other receivable	9,467	5,197
Other assets	(1,815)	0
Accounts payable	39,958	7,735
Accrued expenses	(47,173)	(27,368)
Lease liability	3,945	0
Net cash provided by operating activities	248,141	347,534
Cash flows from investing activities		
Purchase of property and equipment	(265,650)	(1,556,508)
Net cash provided by / (used in) investing activities	(265,650)	(1,556,508)
Cash flows from financing activity		
Repayments on line of credit	0	(150,000)
Net cash used in financing activity	0	(150,000)
Net decrease in cash	(17,509)	(1,358,974)
Cash at beginning of year	4,079,964	5,438,938
Cash at end of year	\$ 4,062,455	\$ 4,079,964
Supplemental disclosure:		
Cash paid for interest during the year	\$ 1,570	\$ 854

The accompanying notes are an integral part of these financial statements.



**YOUTH SPEAKS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**AS OF JUNE 30, 2023**  
**(WITH SUMMARIZED INFORMATION FOR THE YEAR ENDED JUNE 30, 2022)**

**Note 1 - Organization**

Youth Speaks, Inc. ("Youth Speaks") (a nonprofit corporation) was founded in 1996 to promote youth development, civic engagement, and literacy through spoken word, poetry, writing, and performance. It has since become the nation's leading presenter of youth slam poetry. Youth Speaks is recognized as one of the most innovative nonprofit arts organizations in the country.

Youth Speaks is located in San Francisco, California and operations are primarily supported by public and private grants, contributions, event admissions, and contracted fees.

**Note 2 - Summary of Significant Accounting Policies**

a. Basis of accounting and presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with the accounting principles generally accepted in the United States of America (GAAP).

Nonprofit organizations are required to provide statements of financial position, activities and cash flows. They are also required to report information regarding their financial position and activities according to two classes of net assets: net assets with donor-restrictions and net assets without donor restrictions.

**Net Assets without Donor-Restrictions** – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

**Net Assets with Donor-Restrictions** – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

b. Concentration of credit risk

Financial instruments, which potentially subject Youth Speaks to concentration of credit risk, consist primarily of cash, accounts receivable, and grants receivable. The Organization places its cash with financial institutions and its balances are insured by the Federal Deposit Insurance Corporation up to \$250,000 per depository bank. At various times, Youth Speaks might have cash balances in excess of the insured amount. As of June 30, 2023 and 2022, the Organization had the uninsured balance of \$3,628,579 and \$3,566,012, respectively.

c. Accounts and grants receivable

Accounts and grants receivable are stated at unpaid balances. It is Youth Speaks' policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected. No allowance has been provided for uncollectible accounts. Management believes that the entire balance of grants and accounts receivable as of June 30, 2023 is collectible. At June 30, 2023 accounts receivable and grants receivable amounted to \$24,018 and \$2,762,722, respectively.

d. Contributions and pledges receivable

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value, which is measured as the present value of their future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.









