



# Endowment for Health, Inc. and Subsidiary

CONSOLIDATED FINANCIAL STATEMENTS

and

SUPPLEMENTARY INFORMATION

September 30, 2024 and 2023

With Independent Auditor's Report



## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
Endowment for Health, Inc. and Subsidiary

### **Opinion**

We have audited the accompanying consolidated financial statements of Endowment for Health, Inc. and Subsidiary (a non-profit organization), which comprise the consolidated statement of financial position as of September 30, 2024, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Endowment for Health, Inc. and Subsidiary as of September 30, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with U.S. generally accepted accounting principles (U.S. GAAP).

### **Basis for Opinion**

We conducted our audit in accordance with U.S. generally accepted auditing standards (U.S. GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Endowment for Health, Inc. and Subsidiary 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.

### **Prior Period Financial Statements**

The financial statements of Endowment for Health, Inc. and Subsidiary as of September 30, 2023 were audited by Berry, Dunn, McNeil & Parker, LLC whose report dated January 30, 2024 expressed an unmodified opinion on those statements.

### **Responsibilities of Management for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated 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 the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Endowment for Health, Inc. and Subsidiary's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Consolidated Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated financial statements.

In performing an audit in accordance with U.S. GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 Endowment for Health, Inc. and Subsidiary'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Endowment for Health, Inc. and Subsidiary'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.

### **Report on Consolidating Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and statements of activities are presented for purposes of additional analysis of the consolidated financial statements, rather than to present the financial position and changes in net assets of the individual entities and are not a required part of the consolidated financial statements. Such consolidating information is the responsibility of management, and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with U.S. generally accepted auditing standards. In our opinion, the consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

*BMP Assurance, LLP*

Portland, Maine  
February 4, 2025

**ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY****Consolidated Statements of Financial Position****September 30, 2024 and 2023****ASSETS**

|                                      | <b><u>2024</u></b>          | <b><u>2023</u></b>          |
|--------------------------------------|-----------------------------|-----------------------------|
| Cash and cash equivalents            | \$ 4,290,397                | \$ 3,208,704                |
| Short-term investments               | 3,203,415                   | 2,773,067                   |
| Investments                          | 96,333,572                  | 88,600,991                  |
| Mission related investments          | 2,500,000                   | 2,500,000                   |
| Grants and contributions receivable  | -                           | 1,000                       |
| Prepaid federal excise tax           | -                           | 2,659                       |
| Right-of-use (ROU) asset - operating | 239,907                     | 274,937                     |
| Prepaid expenses and other assets    | <u>83,535</u>               | <u>83,127</u>               |
| Total assets                         | <b><u>\$106,650,826</u></b> | <b><u>\$ 97,444,485</u></b> |

**LIABILITIES AND NET ASSETS**

|                                                            |                             |                             |
|------------------------------------------------------------|-----------------------------|-----------------------------|
| Grants payable                                             | \$ 1,984,848                | \$ 1,915,553                |
| Accounts payable and accrued expenses                      | 321,171                     | 254,190                     |
| Lease obligation - operating                               | 243,777                     | 275,243                     |
| Deferred tax liability                                     | <u>399,739</u>              | <u>252,169</u>              |
| Total liabilities                                          | <b><u>2,949,535</u></b>     | <b><u>2,697,155</u></b>     |
| Net assets                                                 |                             |                             |
| Without donor restrictions                                 | <b><u>101,397,184</u></b>   | <b><u>92,654,369</u></b>    |
| With donor restrictions - temporary in nature              | 353,712                     | 142,566                     |
| With donor restrictions - Forward Fund, held in perpetuity | <u>1,950,395</u>            | <u>1,950,395</u>            |
| Total net assets with donor restrictions                   | <b><u>2,304,107</u></b>     | <b><u>2,092,961</u></b>     |
| Total net assets                                           | <b><u>103,701,291</u></b>   | <b><u>94,747,330</u></b>    |
| Total liabilities and members' equity                      | <b><u>\$106,650,826</u></b> | <b><u>\$ 97,444,485</u></b> |

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

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidated Statements of Activities

Years Ended September 30, 2024 and 2023

|                                                 | <u>2024</u>           | <u>2023</u>          |
|-------------------------------------------------|-----------------------|----------------------|
| Net assets without donor restrictions           |                       |                      |
| Revenue and net investment income               |                       |                      |
| Income (loss) on investments                    |                       |                      |
| Interest and dividends                          | \$ 1,158,406          | \$ 1,068,440         |
| Investment management and custodial fees        | (132,248)             | (139,086)            |
| Realized gain on investments                    | 3,380,185             | 6,533,031            |
| Unrealized gain on investments                  | 10,319,762            | (313,704)            |
| Grant income                                    | -                     | 124,420              |
| Releases from restriction                       | 27,178                | 117,982              |
| Endowment spending draw for operations          | <u>114,216</u>        | <u>112,492</u>       |
| Total revenue and net investment income         | <u>14,867,499</u>     | <u>7,503,575</u>     |
| Expenses                                        |                       |                      |
| Program Services                                |                       |                      |
| Grant expense                                   | 4,009,651             | 3,691,307            |
| Salaries and benefits                           | 828,136               | 777,256              |
| Professional services                           | 433,139               | 433,456              |
| Building and related expenses                   | 61,829                | 44,337               |
| Program support                                 | 54,152                | 53,156               |
| Program operating expenses                      | <u>65,575</u>         | <u>63,345</u>        |
| Total program services                          | <u>5,452,482</u>      | <u>5,062,857</u>     |
| Management and general                          |                       |                      |
| Salaries and benefits                           | 296,589               | 286,351              |
| Professional services                           | 77,802                | 63,551               |
| Building and related expenses                   | 24,173                | 15,085               |
| Administrative support                          | 13,217                | 14,050               |
| General operating expenses                      | 51,533                | 51,663               |
| Federal excise tax expense                      | <u>208,888</u>        | <u>144,341</u>       |
| Total management and general                    | <u>672,202</u>        | <u>575,041</u>       |
| Total expenses                                  | <u>6,124,684</u>      | <u>5,637,898</u>     |
| Change in net assets without donor restrictions | <u>8,742,815</u>      | <u>1,865,677</u>     |
| Net assets with donor restrictions              |                       |                      |
| Contributions                                   | 8,000                 | 21,170               |
| Investment income, net                          | 344,540               | 169,212              |
| Releases from restriction                       | (27,178)              | (117,982)            |
| Endowment spending draw for operations          | <u>(114,216)</u>      | <u>(112,492)</u>     |
| Change in net assets with donor restrictions    | <u>211,146</u>        | <u>(40,092)</u>      |
| Total change in net assets                      | <u>8,953,961</u>      | <u>1,825,585</u>     |
| Net assets, beginning of year                   | <u>94,747,330</u>     | <u>92,921,745</u>    |
| Net assets, end of year                         | <u>\$ 103,701,291</u> | <u>\$ 94,747,330</u> |

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

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidated Statements of Cash Flows

Years Ended September 30, 2024 and 2023

|                                                                                                   | <u>2024</u>         | <u>2023</u>         |
|---------------------------------------------------------------------------------------------------|---------------------|---------------------|
| Cash flows from operating activities                                                              |                     |                     |
| Change in net assets                                                                              | \$ 8,953,961        | \$ 1,825,585        |
| Adjustments to reconcile change in net assets to net cash (used) provided by operating activities |                     |                     |
| Realized gain on investments                                                                      | (3,460,922)         | (6,689,074)         |
| Unrealized (gain) loss on investments                                                             | (10,566,252)        | 319,414             |
| Change in ROU asset - operating, net of lease obligation - operating                              | 3,564               | 306                 |
| Changes in operating assets and liabilities:                                                      |                     |                     |
| Grants and contributions receivable                                                               | 1,000               | 7,025,155           |
| Prepaid federal excise tax                                                                        | 2,659               | 22,106              |
| Prepaid expenses and other assets                                                                 | (408)               | (36,503)            |
| Grants payable                                                                                    | 69,295              | 320,578             |
| Accounts payable and accrued expenses                                                             | 66,981              | 26,642              |
| Deferred tax liability                                                                            | <u>147,570</u>      | <u>(4,439)</u>      |
| Net cash (used) provided by operating activities                                                  | <u>(4,782,552)</u>  | <u>2,809,770</u>    |
| Cash flows from investing activities                                                              |                     |                     |
| Proceeds from sale and redemption of investments                                                  | 19,877,603          | 33,543,863          |
| Purchase of short-term investments                                                                | (430,348)           | (2,773,067)         |
| Purchase of mission related investments                                                           | -                   | (1,000,000)         |
| Purchase of investments                                                                           | <u>(13,583,010)</u> | <u>(30,094,325)</u> |
| Net cash provided (used) by investing activities                                                  | <u>5,864,245</u>    | <u>(323,529)</u>    |
| Net increase in cash and cash equivalents                                                         | 1,081,693           | 2,486,241           |
| Cash and cash equivalents, beginning of year                                                      | <u>3,208,704</u>    | <u>722,463</u>      |
| Cash and cash equivalents, end of year                                                            | \$ <u>4,290,397</u> | \$ <u>3,208,704</u> |
| Supplemental disclosure of cash flow information                                                  |                     |                     |
| ROU asset - operating, obtained through lease obligation                                          | \$ <u>-</u>         | \$ <u>277,796</u>   |

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

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

### **Nature of Activities**

Endowment for Health, Inc. (the Foundation) is a state-wide, private, non-profit foundation dedicated to improving the health of the people of New Hampshire, especially those who are vulnerable and under-served.

The Foundation was established in 1999 as a result of the sale of Blue Cross Blue Shield New Hampshire to Anthem Insurance. It was created for the purpose of improving the health and reducing the burden of illness of the people of New Hampshire. It accomplishes this purpose by awarding grants, making mission investing/program-related investments, and providing technical and financial assistance to health-related programs, organizations and projects benefiting the people of New Hampshire. The Foundation's spending policy requires a percentage of these funds be distributed annually in accordance with Internal Revenue Code (IRC) requirements.

Since 2001, the Foundation has awarded nearly 1,750 grants, totaling more than \$71 million, to support a wide range of health-related programs and projects in New Hampshire. The major source of revenue is generated by the Foundation's investments.

In July 2007, Health Strategies of New Hampshire, Inc. (Health Strategies), the Foundation's wholly-owned subsidiary, was created in order to conduct initiatives, projects, programs, research and data collection and analysis, independently and with others, to address key issues and public policies that promote the health of New Hampshire residents. The major source of its revenue is grant income.

### **1. Summary of Significant Accounting Policies**

#### **Basis of Presentation**

Net assets and revenues, gains and losses are classified as follows based on the existence or absence of donor-imposed restrictions:

**Net assets without donor restrictions:** Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Foundation. These net assets may be used at the discretion of the Foundation's management and the Board of Directors.

**Net assets with donor restrictions:** Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions are to be met by actions of the Foundation or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. During 2019, the Foundation received an endowed contribution in the amount of \$1,950,395 from the New Hampshire Medical Malpractice Joint Underwriting Association (JUA). The Foundation has identified the JUA funds as the Forward Fund in the consolidated statements of financial position.



## **ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY**

### **Notes to Consolidated Financial Statements**

**September 30, 2024 and 2023**

All contributions are considered to be contributions without donor restrictions unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as increases in net assets with donor restrictions. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. Contributions with donor restrictions whose restrictions are met in the same year as received are reflected as net assets without donor restrictions in the accompanying consolidated financial statements.

Unconditional promises to give are recorded at their fair value as contributions receivable and revenue in the fiscal year the contributions are made. Unconditional promises are those for which verifiable evidence exists that a legally binding promise to give has been made.

#### **Use of Estimates**

The preparation of consolidated financial statements in conformity with U.S. generally accepted accounting principles (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### **Principles of Consolidation**

The accompanying consolidated financial statements include the financial statements of the Foundation and Health Strategies. All significant intercompany accounts and transactions have been eliminated in consolidation.

The Foundation and its subsidiary have different fiscal years. The Foundation's fiscal year is October 1 to September 30 and Health Strategies' fiscal year is July 1 to June 30.

For the September 30, 2024 and 2023 consolidated financial statements, Health Strategies presents the 12 months October 1, 2023 to September 30, 2024 and October 1, 2022 to September 30, 2023, respectively.

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

Cash and cash equivalents consist of cash in banks with original maturities of three months or less unless held for meeting restrictions of a capital or endowment nature. The Foundation maintains its cash and cash equivalents with high credit quality financial institutions, which at times exceeds the federally insured limits. The Foundation has not experienced losses on accounts and believes it is not exposed to any significant risk on cash and cash equivalents.

# **ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY**

## **Notes to Consolidated Financial Statements**

**September 30, 2024 and 2023**

In the normal course of business, the Foundation utilizes counterparties which primarily include a bank, investment fund managers, and an investment advisor. In the event that these counterparties do not fulfill their obligations, the Foundation may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Foundation's policy to review, as necessary, the credit standing of each counterparty.

### **Short-term Investments**

During 2023, the Foundation instituted a short-term investment strategy by transferring balances from cash and cash equivalents to a short-term investment portfolio in response to an improving rate environment and the opportunity to earn additional interest on excess cash.

Short-term investments are reported at fair value using quoted prices (unadjusted) for identical assets in active markets that the Foundation has the ability to access as of year-end. The investments consist primarily of Treasury bills with maturities of greater than 90 days and less than 12 months from the date of purchase.

### **Investments**

Investments in equity securities with readily determinable fair values and all investments in debt securities are measured at fair value in the consolidated statements of financial position as provided by investment managers. Other investments, for which no such quotations or valuations are readily available, are carried at fair value as estimated by management using audited or unaudited values provided by external investment managers. The Foundation reviews and evaluates the valuations provided by the investment managers and believes that these valuations are a reasonable estimate of fair value, but are subject to uncertainty and, therefore, may differ from the value that would have been used had a ready market for the investments existed.

Investments in general are exposed to various risks, such as interest rates, credit, and overall market volatility. As such, it is reasonably possible that changes could materially affect the amounts reported in the consolidated statements of financial position.

### **Grants**

The Foundation recognizes a liability and corresponding expense for unconditional grants in the amount expected to be paid when grants are approved, and the award is communicated to the grantee. Such liabilities are not recorded at their present values using a discount rate commensurate with the risks involved because the present value is not materially less than the amounts expected to be paid. Conditional grants are recorded when the recipient organizations meet the conditions. Future grant payments as of September 30, 2024 are related to grants awarded in fiscal year 2024, 2023 and 2022 that will be paid subsequent to September 30, 2024.

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

### **Income and Excise Taxes**

The Foundation and its subsidiary are exempt from income taxes under Section 501(c)(3) of the IRC. Excise taxes are provided for the tax effects of transactions reported in the financial statements. The IRC imposes a federal excise tax equal to 1.39% on its net investment income (principally interest, dividends and net realized capital gains less expenses incurred in the production of investment income). The income tax filings for the tax years before 2019 are no longer subject to examination by federal and state taxing authorities.

The Foundation has adopted the provisions of FASB Accounting Standards Codification (ASC) Subtopic 740-10-25, *Income Taxes - Overall - Recognition*, related to uncertain tax positions. The Foundation does not believe there are any material uncertain tax positions and, accordingly, it has not recognized any liability for unrecognized tax benefits.

### **Expense Allocation**

The consolidated financial statements report certain categories of expenses that are attributable to both program and management and general functions. These expenses require allocation on a reasonable basis consistently applied. Expenses that are attributable to both program and management and general functions include salaries and benefits, professional services, technology, office expense and occupancy related expenses. The allocation is based on the proportion of time spent on each function by staff.

### **Subsequent Events**

The Foundation has considered events occurring through February 4, 2025, which was the date that the consolidated financial statements were available to be issued.

## **2. Availability and Liquidity of Financial Assets**

The Foundation regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to optimize its available funds. The Foundation has various sources of liquidity at its disposal, including cash and cash equivalents and investments.

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Foundation considers all expenditures related to its ongoing operating activities as well as the conduct of services undertaken to support those operating activities.

In addition to financial assets available to meet general expenditures over the next 12 months, the Foundation operates with a budget and anticipates collecting sufficient revenue to cover expenditures not covered by donor-restricted resources or, where appropriate, borrowings. Refer to the statements of cash flows, which identify the sources and uses of the Foundation's cash and cash equivalents.

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

The following financial assets are expected to be available within one year of the consolidated statement of financial position date to meet general expenditures as of September 30:

|                                                                              | <u>2024</u>          | <u>2023</u>          |
|------------------------------------------------------------------------------|----------------------|----------------------|
| Cash and cash equivalents                                                    | \$ 4,290,397         | \$ 3,179,526         |
| Short-term investments                                                       | 3,203,415            | 2,773,067            |
| Grant and contribution revenue expected to be received in the next 12 months | -                    | 1,000                |
| Expected distribution of investments for use over the next 12 months         | <u>4,800,000</u>     | <u>4,800,000</u>     |
|                                                                              | <u>\$ 12,293,812</u> | <u>\$ 10,753,593</u> |

The Foundation has investments without donor restrictions, excluding short-term investments, of \$94,039,465 and \$86,537,208 at September 30, 2024 and 2023, respectively. The investments are subject to various redemption and other restrictions described more fully in Note 5.

### 3. Investments

Investments consisted of the following at September 30:

|                                                                      | <u>2024</u>          | <u>2023</u>          |
|----------------------------------------------------------------------|----------------------|----------------------|
| Short-term investments                                               |                      |                      |
| Certificates of deposit - original maturities less than 12 months    | \$ 3,203,415         | \$ 2,773,067         |
| Investments                                                          |                      |                      |
| Certificates of deposit - original maturities greater than 12 months | -                    | 1,536,752            |
| Invested cash equivalents                                            | 2,094,924            | 2,734,779            |
| Mutual funds                                                         |                      |                      |
| Equities                                                             | 18,909,438           | 17,508,565           |
| Fixed income securities                                              | 2,191,286            | 1,948,712            |
| International equity funds                                           | 26,435,554           | 19,802,538           |
| Fixed income funds                                                   | 5,005,360            | 4,569,963            |
| Flexible capital                                                     | 15,581,580           | 16,383,829           |
| Non-marketable investments                                           |                      |                      |
| Private equities                                                     | 17,936,083           | 16,383,204           |
| Private real assets                                                  | <u>8,179,347</u>     | <u>7,732,649</u>     |
|                                                                      | <u>\$ 99,536,987</u> | <u>\$ 91,374,058</u> |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

The goals and objectives of the investment portfolio are to preserve the purchasing power of the assets while providing a stable funding source to support the current and future mission. The Foundation maintains a reasonable diversification of investment asset classes and asset class weights.

The purpose of the equity allocation (domestic and international stocks) is to provide appreciation of capital that offsets inflation. These funds provide daily liquidity to capital and diversification in the investment portfolio.

The purpose of the fixed income allocation is to provide a hedge against deflation and to reduce volatility in the investment portfolio.

The purpose of the flexible capital allocation is to seek positive returns while protecting against the downside during periods of market declines in the investment portfolio. Flexible capital strategies broadly refer to long/short equity and absolute return investments. These strategies typically have expanded opportunity sets and are less benchmark-aware. Equity focused strategies seek to capture some upside in equity markets while protecting against the downside during periods of market declines. Absolute return investments (which include but are not limited to long/short credit, merger arbitrage, distressed, and relative value) seek to deliver positive returns which are less correlated to the broad equity and fixed income markets.

Non-marketable private equity and private real assets provide increased return potential and reduces overall volatility in the investment portfolio through greater diversification. These illiquid funds have a long-term investment horizon and are usually funded over several years.

Investments by class of net assets consisted of the following at September 30:

|                            | <u>2024</u>          | <u>2023</u>          |
|----------------------------|----------------------|----------------------|
| Without donor restrictions | \$ 97,242,880        | \$ 89,310,275        |
| With donor restrictions    | <u>2,294,107</u>     | <u>2,063,783</u>     |
|                            | <u>\$ 99,536,987</u> | <u>\$ 91,374,058</u> |

#### 4. Mission Related Investments

The Foundation has outstanding loans with the New Hampshire Community Loan Fund, Inc. (NHCLF) amounting to \$2,500,000 at September 30, 2024 and 2023, respectively. The purpose of these loans is to assist the NHCLF to provide access to financing and support for people with low and moderate income. Under the terms of the agreements, NHCLF makes annual interest payments to the Foundation based on an interest annual rate of 5%. Principal is due and payable in installments of \$1,000,000 in August 2027, \$500,000 in May 2029, and \$1,000,000 in August 2033.

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

### 5. Fair Value Measurement

U.S. GAAP establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Fair value hierarchy requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The three levels of inputs used to measure fair value are:

- Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.
- Level 2: Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data. There were no level 2 assets as of September 30, 2024 or 2023.
- Level 3: Significant unobservable inputs that reflect an entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability. There were no level 3 assets as of September 30, 2024 or 2023.

Fair values of assets measured at fair value on a recurring basis are summarized below based on input level:

|                                                                   | <u>Total</u>         | <u>Level 1</u>       |
|-------------------------------------------------------------------|----------------------|----------------------|
| Short-term investments                                            |                      |                      |
| Certificates of deposit - original maturities less than 12 months | \$ 3,203,415         | 3,203,415            |
| Investments                                                       |                      |                      |
| Invested cash equivalents                                         | 2,094,924            | 2,094,924            |
| Mutual funds                                                      |                      |                      |
| Equities                                                          | 18,909,438           | 18,909,438           |
| Fixed income securities                                           | <u>2,191,286</u>     | <u>2,191,286</u>     |
|                                                                   | 26,399,063           | \$ <u>26,399,063</u> |
| Investments measured at net asset value (NAV)                     | <u>73,137,924</u>    |                      |
|                                                                   | <u>\$ 99,536,987</u> |                      |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

|                                                                      | <u>Total</u>         | <u>Level 1</u>       |
|----------------------------------------------------------------------|----------------------|----------------------|
| Short-term investments                                               |                      |                      |
| Certificates of deposit - original maturities less than 12 months    | \$ 2,773,067         | 2,773,067            |
| Investments                                                          |                      |                      |
| Certificates of deposit - original maturities greater than 12 months | 1,536,752            | 1,536,752            |
| Invested cash equivalents                                            | 2,734,779            | 2,734,779            |
| Mutual funds                                                         |                      |                      |
| Equities                                                             | 17,508,565           | 17,508,565           |
| Fixed income securities                                              | <u>1,948,712</u>     | <u>1,948,712</u>     |
|                                                                      | 26,501,875           | \$ <u>26,501,875</u> |
| Investments measured at NAV                                          | <u>64,872,183</u>    |                      |
|                                                                      | <u>\$ 91,374,058</u> |                      |

The following table sets forth a summary of the Foundation's investments valued using a reported NAV at September 30:

| <u>Investment</u>                           | <u>Fair Value Estimated Using NAV<br/>Per Share at September 30</u> |              | <u>Unfunded<br/>Commitments</u> | <u>Redemption<br/>Frequency</u> | <u>Other Redemption<br/>Restrictions</u> | <u>Redemption<br/>Notice Period</u> |
|---------------------------------------------|---------------------------------------------------------------------|--------------|---------------------------------|---------------------------------|------------------------------------------|-------------------------------------|
|                                             | <u>2024</u>                                                         | <u>2023</u>  |                                 |                                 |                                          |                                     |
| Generation IM<br>Global Equity<br>Fund, LLC | \$ 5,263,487                                                        | \$ 4,693,922 | -                               | Quarterly                       | N/A                                      | 30 days                             |
| Generation IM Asia<br>Fund                  | -                                                                   | 1,638,336    | -                               | Quarterly                       | N/A                                      | 90 days                             |
| Colchis P2P<br>Income Fund                  | 125,340                                                             | 237,327      | -                               | Quarterly                       | N/A                                      | 120 days                            |
| Nut Tree Offshore<br>Fund                   | 3,305,893                                                           | 2,877,537    | -                               | Quarterly                       | 25% quarterly                            | 75 days                             |
| Nyes Ledge                                  | 4,500,536                                                           | 3,924,692    | -                               | Quarterly                       | 25% quarterly                            | 90 days                             |
| Varde Credit<br>Partners                    | -                                                                   | 1,767,430    | -                               | Quarterly                       | 25% quarterly                            | 90 days                             |
| Wellington Global<br>Research               | 4,669,207                                                           | -            | -                               | Monthly                         | N/A                                      | N/A                                 |
| Vistria                                     | 593,469                                                             | -            | 859,595                         | N/A                             | N/A                                      | N/A                                 |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

| <u>Investment</u>                                 | <u>2024</u> | <u>2023</u> | <u>Unfunded<br/>Commitments</u> | <u>Redemption<br/>Frequency</u> | <u>Other Redemption<br/>Restrictions</u><br>Redemptions on<br>quarter-end closest<br>to anniversary.<br>3% redemption fee<br>if < 2 years | <u>Redemption<br/>Notice Period</u> |
|---------------------------------------------------|-------------|-------------|---------------------------------|---------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| Anchorage Capital<br>Partners<br>Offshore, Ltd.   | 140,116     | 177,187     | -                               | Annually                        |                                                                                                                                           | 90 days                             |
| Davidson Kemper<br>Institutional<br>Partners, LP  | 3,266,084   | 2,969,184   | -                               | Quarterly                       | Redemption max: 3<br>consecutive quarters                                                                                                 | 65 days                             |
| Juniper Capital II,<br>LP                         | 1,091,164   | 1,237,450   | 5,621                           | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Juniper Capital III,<br>LP                        | 970,225     | 973,812     | 48,113                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| NGP Natural<br>Resources XII,<br>LP               | 1,102,380   | 1,087,798   | 361,948                         | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Southpoint<br>Qualified<br>Offshore Fund,<br>Ltd. | 3,400,899   | 2,914,868   | -                               | Quarterly                       | 25% quarterly                                                                                                                             | 60 days                             |
| Lyme Forest Fund                                  | 411,224     | 430,137     | 35,000                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture VI,<br>LLC                         | 1,363,955   | 1,612,477   | 20,000                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture VII,<br>LLC                        | 2,142,794   | 2,433,144   | -                               | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture<br>VIII, LLC                       | 1,820,753   | 1,937,638   | 20,000                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture IX,<br>LLC                         | 1,417,474   | 1,453,276   | 60,000                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture X,<br>LLC                          | 683,951     | 513,590     | 300,000                         | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Legacy Venture XI,<br>LLC                         | 185,709     | 33,565      | 800,000                         | N/A                             | N/A                                                                                                                                       | N/A                                 |
| Borealis Granite<br>Fund, L.P.                    | 174,068     | 442,747     | -                               | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund IX, LP                                   | 981,483     | 992,370     | -                               | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund XI, LP                                   | 983,988     | 1,023,524   | -                               | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund XII, LP                                  | 1,108,613   | 1,152,297   | -                               | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund XIII, LP                                 | 1,119,507   | 1,045,436   | 16,957                          | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund XIV, LP                                  | 844,463     | 720,920     | 156,869                         | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Fund XVI, LP                                  | 380,773     | 260,139     | 583,940                         | N/A                             | N/A                                                                                                                                       | N/A                                 |
| RCP Direct Fund<br>IV, LP                         | 939,533     | 621,289     | 250,000                         | N/A                             | N/A                                                                                                                                       | N/A                                 |



# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

| <u>Investment</u>                                     | <u>2024</u>          | <u>2023</u>          | <u>Unfunded<br/>Commitments</u> | <u>Redemption<br/>Frequency</u> | <u>Other Redemption<br/>Restrictions</u> | <u>Redemption<br/>Notice Period</u> |
|-------------------------------------------------------|----------------------|----------------------|---------------------------------|---------------------------------|------------------------------------------|-------------------------------------|
| GEM Realty Fund<br>VI, LP                             | 480,413              | 519,678              | 224,060                         | N/A                             | N/A                                      | N/A                                 |
| BPG Investment<br>Partnership<br>VIIA, LP             | 557,358              | 743,577              | -                               | N/A                             | N/A                                      | N/A                                 |
| AG Realty Fund IX,<br>LP                              | 452,818              | 646,154              | 233,000                         | N/A                             | N/A                                      | N/A                                 |
| AG Realty Fund X, LP                                  | 615,926              | 718,410              | 238,700                         | N/A                             | N/A                                      | N/A                                 |
| AG Realty Fund XI,<br>LP                              | 305,055              | 135,807              | 670,000                         | N/A                             | N/A                                      | N/A                                 |
| Lone Cascade, L.P.                                    | -                    | 1,328,058            | -                               | Quarterly                       | N/A                                      | 60 Days                             |
| Lone Cedar, Ltd.                                      | 126,754              | 1,301,159            | -                               | Quarterly                       | N/A                                      | 60 Days                             |
| Rose Affordable<br>Housing<br>Preservation Fund<br>V  | 1,122,370            | 1,074,821            | -                               | N/A                             | N/A                                      | N/A                                 |
| Rose Affordable<br>Housing<br>Preservation Fund<br>VI | 122,075              | -                    | 860,000                         | N/A                             | N/A                                      | N/A                                 |
| Accolade Partners<br>Growth II, LP                    | 570,061              | 476,478              | 430,000                         | N/A                             | N/A                                      | N/A                                 |
| Accolade Partners<br>Growth III, LP                   | 98,146               | 64,298               | 920,000                         | N/A                             | N/A                                      | N/A                                 |
| Accolade<br>Empowerment II                            | 96,856               | 17,277               | 880,000                         | N/A                             | N/A                                      | N/A                                 |
| North Country<br>Growers                              | 500,000              | 500,000              | -                               | N/A                             | N/A                                      | N/A                                 |
| Bain Capital Real<br>Estate                           | 375,471              | 94,867               | 586,566                         | N/A                             | N/A                                      | N/A                                 |
| Bain Capital Real<br>Estate III                       | 285,247              | -                    | 733,493                         | N/A                             | N/A                                      | N/A                                 |
| Davidson Kemper<br>Fund V Distressed                  | 1,219,302            | 1,036,724            | 102,783                         | N/A                             | N/A                                      | N/A                                 |
| Davidson Kemper<br>Fund VI                            | 406,027              | 46,015               | 621,667                         | N/A                             | N/A                                      | N/A                                 |
| Artemis Real Estate                                   | 287,621              | 70,138               | 685,194                         | N/A                             | N/A                                      | N/A                                 |
| Silver Point Credit<br>Fund III                       | 841,298              | 451,772              | 1,168,988                       | N/A                             | N/A                                      | N/A                                 |
| Garcia Hamilton                                       | 4,880,020            | 4,332,636            | -                               | Daily                           | N/A                                      | 1 day                               |
| Clayton, Dubilier &<br>Rice Fund XII                  | 305,158              | -                    | 1,186,959                       | N/A                             | N/A                                      | N/A                                 |
| Rhumblin                                              | 16,502,860           | 12,142,222           | -                               | Daily                           | N/A                                      | 1 day                               |
|                                                       | <u>\$ 73,137,924</u> | <u>\$ 64,872,183</u> | <u>\$ 13,039,570</u>            |                                 |                                          |                                     |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

### 6. Right-of-use (ROU) Asset and Lease Obligation

The Foundation leases office space to operate its programs under a lease agreement with an unrelated third-party through August 31, 2030. This lease calls for monthly payments of \$3,635 through August 31, 2025. Base rent will increase by 3% annually for the first three years and by 2.5% annual for the remaining four years of the lease term. The Foundation is responsible for Common Area Maintenance (CAM) charges which are excluded from the monthly payments below. The weighted average remaining lease term was 5.92 and 6.92 years as of September 30, 2024 and 2023, respectively, and the weighted average discount rate was 4.27%. Total operating lease costs under Topic 842 for the years ended September 30, 2024 and 2023 was \$46,022 and \$3,835, and cash paid for operating leases were \$42,459 and \$3,529, respectively. Total rent expense charged to operations for the year ended September 30, 2023 under a short-term lease agreement was \$53,911.

The future maturities of the lease obligation are as follows:

| <u>Year</u>           | <u>Amount</u>     |
|-----------------------|-------------------|
| 2024                  | \$ 43,733         |
| 2025                  | 45,026            |
| 2026                  | 46,152            |
| 2027                  | 47,305            |
| 2028                  | 48,488            |
| Thereafter            | <u>45,463</u>     |
|                       | 276,167           |
| Less imputed interest | <u>32,390</u>     |
| Lease obligation      | \$ <u>243,777</u> |

### 7. Retirement Savings Plan

The Foundation has a 403(b) defined contribution plan covering substantially all of its employees who have completed six months of service. The Foundation contributes 5% of base salary to the plan with no employee contribution required. Additionally, the Foundation matches employee salary deferral contribution dollar for dollar up to an additional 2% of base salary in 2024 and 2023. For the years ended September 30, 2024 and 2023, retirement savings expense was \$58,034 and \$55,038, respectively.

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

### 8. Federal Excise Tax

Federal excise tax (benefit) expense consists of the following for the years ended September 30:

|          | <u>2024</u>       | <u>2023</u>       |
|----------|-------------------|-------------------|
| Current  | \$ 61,318         | \$ 148,780        |
| Deferred | <u>147,570</u>    | <u>(4,439)</u>    |
|          | <u>\$ 208,888</u> | <u>\$ 144,341</u> |

Temporary differences related to cumulative unrealized gains on investments give rise to the deferred taxes.

### 9. Funds Held by Others

The Foundation has the right to recommend grant distributions from a donor-advised fund maintained at the New Hampshire Charitable Foundation (NHCF). Pursuant to the terms of the resolution establishing this fund, property contributed by unrelated parties to NHCF is held as a separate fund designated for the benefit of the Foundation. The Board of Directors of NHCF has been granted the power to re-designate the funds contributed by unrelated parties if the Foundation is incapable of fulfilling its mission.

The fund is not included in these consolidated financial statements since the fund is not an asset of the Foundation and NHCF has the ability to re-designate funds contributed by unrelated parties. The total market value of the fund was approximately \$623,407 and \$551,130 at September 30, 2024 and 2023, respectively. There were no balances distributed from the fund during 2024. During 2023, \$20,000 was distributed from the fund.

### 10. Endowment Funds

The State of New Hampshire enacted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) effective July 1, 2008, the provisions of which apply to endowment funds existing on or established after that date. The Foundation's endowment consists of a donor-restricted fund established for improving the health of the people of New Hampshire. As required by U.S. GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Foundation has interpreted UPMIFA as allowing the Foundation to appropriate for expenditure or accumulate so much of an endowment fund as the Foundation determines to be prudent for the uses, benefits, purposes, and duration for which the endowment fund is established, subject to the intent of the donor as expressed in the gift instrument.

# **ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY**

## **Notes to Consolidated Financial Statements**

**September 30, 2024 and 2023**

As a result of this interpretation, the Foundation classifies as net assets with donor restrictions (held in perpetuity) (a) the original value of gifts donated to the perpetual endowment, (b) the original value of subsequent gifts to the perpetual endowment, and (c) accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restrictions (held in perpetuity) is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the fund, (2) the purpose of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Foundation, and (7) the investment policies of the Foundation.

The fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. The Foundation's spending policy permits spending from underwater endowment funds, subject to the intent of the donor as expressed in the gift instrument. As of September 30, 2024 and 2023, there were no deficiencies of this nature associated with the individual donor-restricted endowment fund.

### **Investment Return Objectives, Risk Parameters and Strategies**

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds, while also maintaining the purchasing power of those endowment assets over the long term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income and capital appreciation, which exceeds the annual distribution with acceptable levels of risk. The real return objective for the Foundation is 5% over a long-time horizon, net of any fees. In order to have a reasonable probability of earning this return, the Board of Directors adopts asset allocation policies each year based on the current market conditions. The Foundation's target allocation range is approximately 77% in equity securities including private equity and flexible capital, 13% in fixed income and 10% in real assets. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed in order to avoid exposing the fund to unacceptable levels of risk.

### **Spending Policy**

The Foundation has a spending policy which limits the amount spent from accumulated earnings on funds maintained in perpetuity functioning as endowment as no greater than 6% of the fair market value of the assets of the Foundation's endowment funds (calculated on the basis of market values determined at least quarterly and averaged over a period of 3 or more years). Spending greater than 6% requires approval of at least seventy percent (70%) of the entire Board of Directors and 30 days' prior written notice to the Director of Charitable Trusts, Charitable Trusts Unit, Office of the New Hampshire Attorney General. This is consistent with the Foundation's objective to preserve and grow its assets over the long term.

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

September 30, 2024 and 2023

Changes in endowment net assets for the year ended September 30, 2024 are as follows:

|                                                   | <u>Board-<br/>Designated</u> | <u>Funds<br/>Subject to<br/>Use or<br/>Time<br/>Restriction</u> | <u>Funds of<br/>Perpetual<br/>Duration</u> | <u>Total</u>         |
|---------------------------------------------------|------------------------------|-----------------------------------------------------------------|--------------------------------------------|----------------------|
| Endowment net assets, September 30, 2023          | \$ 85,000,456                | \$ 113,388                                                      | \$ 1,950,395                               | \$ 87,064,239        |
| Investment income, net                            | 14,424,793                   | 344,540                                                         | -                                          | 14,769,333           |
| Appropriation of endowment assets for expenditure | 114,216                      | (114,216)                                                       | -                                          | -                    |
| Withdrawal                                        | <u>(5,500,000)</u>           | <u>-</u>                                                        | <u>-</u>                                   | <u>(5,500,000)</u>   |
| Endowment net assets, September 2024              | <u>\$ 94,039,465</u>         | <u>\$ 343,712</u>                                               | <u>\$ 1,950,395</u>                        | <u>\$ 96,333,572</u> |

Changes in endowment net assets for the year ended September 30, 2023 are as follows:

|                                                   | <u>Board-<br/>Designated</u> | <u>Funds<br/>Subject to<br/>Use or<br/>Time<br/>Restriction</u> | <u>Funds of<br/>Perpetual<br/>Duration</u> | <u>Total</u>         |
|---------------------------------------------------|------------------------------|-----------------------------------------------------------------|--------------------------------------------|----------------------|
| Endowment net assets, September 30, 2022          | \$ 83,673,806                | \$ 56,668                                                       | \$ 1,950,395                               | \$ 85,680,869        |
| Investment income, net                            | 7,084,358                    | 169,212                                                         | -                                          | 7,253,570            |
| Appropriation of endowment assets for expenditure | 112,492                      | (112,492)                                                       | -                                          | -                    |
| Withdrawal                                        | <u>(5,870,200)</u>           | <u>-</u>                                                        | <u>-</u>                                   | <u>(5,870,200)</u>   |
| Endowment net assets, September 2023              | <u>\$ 85,000,456</u>         | <u>\$ 113,388</u>                                               | <u>\$ 1,950,395</u>                        | <u>\$ 87,064,239</u> |

ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

Notes to Consolidated Financial Statements

September 30, 2024 and 2023

11. Net Assets with Donor Restrictions

Net assets with donor restrictions are available for the following purposes:

|                                                                                                                                                 | <u>2024</u>         | <u>2023</u>         |
|-------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|---------------------|
| Funds maintained with donor restrictions temporary in nature:                                                                                   |                     |                     |
| Restricted for a specific purpose                                                                                                               | \$ 10,000           | \$ 29,178           |
| Accumulated earnings on the Forward Fund, to be used to<br>promote aid to health care providers servicing medically<br>under-served populations | <u>343,712</u>      | <u>113,388</u>      |
| Total funds maintained with donor restrictions<br>temporary in nature                                                                           | 353,712             | 142,566             |
| Funds maintained in perpetuity:                                                                                                                 |                     |                     |
| Forward fund                                                                                                                                    | <u>1,950,395</u>    | <u>1,950,395</u>    |
| Total net assets with donor restrictions                                                                                                        | \$ <u>2,304,107</u> | \$ <u>2,092,961</u> |

## **SUPPLEMENTARY INFORMATION**

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidating Statement of Financial Position

September 30, 2024

|                                                            | Endowment for<br>Health, Inc. | Health Strategies of<br>New Hampshire, Inc. | Eliminations | Consolidated<br>Total |
|------------------------------------------------------------|-------------------------------|---------------------------------------------|--------------|-----------------------|
| <b>ASSETS</b>                                              |                               |                                             |              |                       |
| Cash and cash equivalents                                  | \$ 3,559,314                  | \$ 731,083                                  | \$ -         | \$ 4,290,397          |
| Short-term investments                                     | 3,203,415                     | -                                           | -            | 3,203,415             |
| Investments                                                | 96,333,572                    | -                                           | -            | 96,333,572            |
| Mission related investments                                | 2,500,000                     | -                                           | -            | 2,500,000             |
| ROU asset - operating                                      | 239,907                       | -                                           | -            | 239,907               |
| Prepaid expenses and other assets                          | <u>83,535</u>                 | <u>-</u>                                    | <u>-</u>     | <u>83,535</u>         |
| Total assets                                               | <u>\$ 105,919,743</u>         | <u>\$ 731,083</u>                           | <u>\$ -</u>  | <u>\$ 106,650,826</u> |
| <b>LIABILITIES AND NET ASSETS</b>                          |                               |                                             |              |                       |
| Grants payable                                             | \$ 1,984,848                  | \$ -                                        | \$ -         | \$ 1,984,848          |
| Accounts payable and accrued expenses                      | 265,949                       | 55,222                                      | -            | 321,171               |
| Lease obligation - operating                               | 243,777                       | -                                           | -            | 243,777               |
| Deferred tax liability                                     | <u>399,739</u>                | <u>-</u>                                    | <u>-</u>     | <u>399,739</u>        |
| Total liabilities                                          | <u>2,894,313</u>              | <u>55,222</u>                               | <u>-</u>     | <u>2,949,535</u>      |
| Net assets                                                 |                               |                                             |              |                       |
| Without donor restrictions                                 | 100,731,323                   | 665,861                                     | -            | 101,397,184           |
| With donor restrictions - temporary in nature              | 343,712                       | 10,000                                      | -            | 353,712               |
| With donor restrictions - Forward Fund, held in perpetuity | <u>1,950,395</u>              | <u>-</u>                                    | <u>-</u>     | <u>1,950,395</u>      |
| Total net assets with donor restrictions                   | <u>2,294,107</u>              | <u>10,000</u>                               | <u>-</u>     | <u>2,304,107</u>      |
| Total net assets                                           | <u>103,025,430</u>            | <u>675,861</u>                              | <u>-</u>     | <u>103,701,291</u>    |
| Total liabilities and net assets                           | <u>\$ 105,919,743</u>         | <u>\$ 731,083</u>                           | <u>\$ -</u>  | <u>\$ 106,650,826</u> |



# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidating Statement of Activities

Year Ended September 30, 2024

|                                                 | Endowment for<br>Health, Inc. | Health Strategies<br>of New<br>Hampshire, Inc. | Eliminations     | Consolidated<br>Total |
|-------------------------------------------------|-------------------------------|------------------------------------------------|------------------|-----------------------|
| Net assets without donor restrictions           |                               |                                                |                  |                       |
| Revenue and net investment income               |                               |                                                |                  |                       |
| Income (loss) on investments                    |                               |                                                |                  |                       |
| Interest and dividends                          | \$ 1,142,130                  | \$ 16,276                                      | \$ -             | \$ 1,158,406          |
| Investment management and custodial fees        | (132,248)                     | -                                              | -                | (132,248)             |
| Realized gain on investments                    | 3,380,185                     | -                                              | -                | 3,380,185             |
| Unrealized gain on investments                  | 10,319,762                    | -                                              | -                | 10,319,762            |
| Grant income                                    | -                             | 606,941                                        | (606,941)        | -                     |
| Releases from restriction                       | -                             | 27,178                                         | -                | 27,178                |
| Endowment spending draw for operations          | <u>114,216</u>                | <u>-</u>                                       | <u>-</u>         | <u>114,216</u>        |
| Total revenue and net investment income         | <u>14,824,045</u>             | <u>650,395</u>                                 | <u>(606,941)</u> | <u>14,867,499</u>     |
| Expenses                                        |                               |                                                |                  |                       |
| Program Services                                |                               |                                                |                  |                       |
| Grant expense                                   | 4,616,592                     | -                                              | (606,941)        | 4,009,651             |
| Salaries and benefits                           | 828,136                       | -                                              | -                | 828,136               |
| Professional services                           | 32,355                        | 400,784                                        | -                | 433,139               |
| Building and related expenses                   | 61,829                        | -                                              | -                | 61,829                |
| Program support                                 | 46,248                        | 7,904                                          | -                | 54,152                |
| Program operating expenses                      | <u>61,706</u>                 | <u>3,869</u>                                   | <u>-</u>         | <u>65,575</u>         |
| Total program services                          | <u>5,646,866</u>              | <u>412,557</u>                                 | <u>(606,941)</u> | <u>5,452,482</u>      |
| Management and general                          |                               |                                                |                  |                       |
| Salaries and benefits                           | 296,589                       | -                                              | -                | 296,589               |
| Professional services                           | 77,802                        | -                                              | -                | 77,802                |
| Building and related expenses                   | 24,173                        | -                                              | -                | 24,173                |
| Administrative support                          | 13,217                        | -                                              | -                | 13,217                |
| General operating expenses                      | 51,533                        | -                                              | -                | 51,533                |
| Federal excise tax expense                      | <u>208,770</u>                | <u>118</u>                                     | <u>-</u>         | <u>208,888</u>        |
| Total management and general                    | <u>672,084</u>                | <u>118</u>                                     | <u>-</u>         | <u>672,202</u>        |
| Total expenses                                  | <u>6,318,950</u>              | <u>412,675</u>                                 | <u>(606,941)</u> | <u>6,124,684</u>      |
| Change in net assets without donor restrictions | <u>8,505,095</u>              | <u>237,720</u>                                 | <u>-</u>         | <u>8,742,815</u>      |
| Net assets with donor restrictions              |                               |                                                |                  |                       |
| Contributions                                   | -                             | 8,000                                          | -                | 8,000                 |
| Investment income, net                          | 344,540                       | -                                              | -                | 344,540               |
| Releases from restriction                       | -                             | (27,178)                                       | -                | (27,178)              |
| Endowment spending draw for operations          | <u>(114,216)</u>              | <u>-</u>                                       | <u>-</u>         | <u>(114,216)</u>      |
| Change in net assets with donor restrictions    | <u>230,324</u>                | <u>(19,178)</u>                                | <u>-</u>         | <u>211,146</u>        |
| Total change in net assets                      | <u>8,735,419</u>              | <u>218,542</u>                                 | <u>-</u>         | <u>8,953,961</u>      |
| Net assets, beginning of year                   | <u>94,290,011</u>             | <u>457,319</u>                                 | <u>-</u>         | <u>94,747,330</u>     |
| Net assets, end of year                         | <u>\$ 103,025,430</u>         | <u>\$ 675,861</u>                              | <u>\$ -</u>      | <u>\$ 103,701,291</u> |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidating Statement of Financial Position

September 30, 2023

|                                                            | Endowment for<br>Health, Inc. | Health Strategies of<br>New Hampshire, Inc. | Eliminations | Consolidated<br>Total |
|------------------------------------------------------------|-------------------------------|---------------------------------------------|--------------|-----------------------|
| <b>ASSETS</b>                                              |                               |                                             |              |                       |
| Cash and cash equivalents                                  | \$ 2,741,116                  | \$ 467,588                                  | \$ -         | \$ 3,208,704          |
| Short-term investments                                     | 2,773,067                     | -                                           | -            | 2,773,067             |
| Investments                                                | 88,600,991                    | -                                           | -            | 88,600,991            |
| Mission related investments                                | 2,500,000                     | -                                           | -            | 2,500,000             |
| Grants and contributions receivable                        | -                             | 1,000                                       | -            | 1,000                 |
| Prepaid federal excise tax                                 | 2,659                         | -                                           | -            | 2,659                 |
| ROU asset - operating                                      | 274,937                       | -                                           | -            | 274,937               |
| Prepaid expenses and other assets                          | <u>83,127</u>                 | <u>-</u>                                    | <u>-</u>     | <u>83,127</u>         |
| Total assets                                               | <u>\$ 96,975,897</u>          | <u>\$ 468,588</u>                           | <u>\$ -</u>  | <u>\$ 97,444,485</u>  |
| <b>LIABILITIES AND NET ASSETS</b>                          |                               |                                             |              |                       |
| Grants payable                                             | \$ 1,915,553                  | \$ -                                        | \$ -         | \$ 1,915,553          |
| Accounts payable and accrued expenses                      | 242,921                       | 11,269                                      | -            | 254,190               |
| Lease obligation - operating                               | 275,243                       | -                                           | -            | 275,243               |
| Deferred tax liability                                     | <u>252,169</u>                | <u>-</u>                                    | <u>-</u>     | <u>252,169</u>        |
| Total liabilities                                          | <u>2,685,886</u>              | <u>11,269</u>                               | <u>-</u>     | <u>2,697,155</u>      |
| Net assets                                                 |                               |                                             |              |                       |
| Without donor restrictions                                 | 92,226,228                    | 428,141                                     | -            | 92,654,369            |
| With donor restrictions - temporary in nature              | 113,388                       | 29,178                                      | -            | 142,566               |
| With donor restrictions - Forward Fund, held in perpetuity | <u>1,950,395</u>              | <u>-</u>                                    | <u>-</u>     | <u>1,950,395</u>      |
| Total net assets with donor restrictions                   | <u>2,063,783</u>              | <u>29,178</u>                               | <u>-</u>     | <u>2,092,961</u>      |
| Total net assets                                           | <u>94,290,011</u>             | <u>457,319</u>                              | <u>-</u>     | <u>94,747,330</u>     |
| Total liabilities and net assets                           | <u>\$ 96,975,897</u>          | <u>\$ 468,588</u>                           | <u>\$ -</u>  | <u>\$ 97,444,485</u>  |

# ENDOWMENT FOR HEALTH, INC. AND SUBSIDIARY

## Consolidating Statement of Activities

Year Ended September 30, 2023

|                                                    | Endowment for<br>Health, Inc. | Health Strategies<br>of New<br>Hampshire, Inc. | Eliminations     | Consolidated<br>Total |
|----------------------------------------------------|-------------------------------|------------------------------------------------|------------------|-----------------------|
| Net assets without donor restrictions              |                               |                                                |                  |                       |
| Revenue and net investment income                  |                               |                                                |                  |                       |
| Income (loss) on investments                       |                               |                                                |                  |                       |
| Interest and dividends                             | \$ 1,067,374                  | \$ 1,066                                       |                  | \$ 1,068,440          |
| Investment management and custodial fees           | (139,086)                     | -                                              | -                | (139,086)             |
| Realized gain on investments                       | 6,533,031                     | -                                              | -                | 6,533,031             |
| Unrealized loss on investments                     | (313,704)                     | -                                              | -                | (313,704)             |
| Grant income                                       | 89,634                        | 480,942                                        | (446,156)        | 124,420               |
| Releases from restriction                          | -                             | 117,982                                        | -                | 117,982               |
| Endowment spending draw for operations             | <u>112,492</u>                | <u>-</u>                                       | <u>-</u>         | <u>112,492</u>        |
| Total revenue and net investment income            | <u>7,349,741</u>              | <u>599,990</u>                                 | <u>(446,156)</u> | <u>7,503,575</u>      |
| Expenses                                           |                               |                                                |                  |                       |
| Program Services                                   |                               |                                                |                  |                       |
| Grant expense                                      | 4,137,463                     | -                                              | (446,156)        | 3,691,307             |
| Salaries and benefits                              | 777,256                       | -                                              | -                | 777,256               |
| Professional services                              | 35,639                        | 397,817                                        | -                | 433,456               |
| Building and related expenses                      | 44,337                        | -                                              | -                | 44,337                |
| Program support                                    | 43,409                        | 9,747                                          | -                | 53,156                |
| Program operating expenses                         | <u>56,849</u>                 | <u>6,496</u>                                   | <u>-</u>         | <u>63,345</u>         |
| Total program services                             | <u>5,094,953</u>              | <u>414,060</u>                                 | <u>(446,156)</u> | <u>5,062,857</u>      |
| Management and general                             |                               |                                                |                  |                       |
| Salaries and benefits                              | 286,351                       | -                                              | -                | 286,351               |
| Professional services                              | 63,551                        | -                                              | -                | 63,551                |
| Building and related expenses                      | 15,085                        | -                                              | -                | 15,085                |
| Administrative support                             | 14,050                        | -                                              | -                | 14,050                |
| General operating expenses                         | 51,663                        | -                                              | -                | 51,663                |
| Federal excise tax expense                         | <u>144,325</u>                | <u>16</u>                                      | <u>-</u>         | <u>144,341</u>        |
| Total management and general                       | <u>575,025</u>                | <u>16</u>                                      | <u>-</u>         | <u>575,041</u>        |
| Total expenses                                     | <u>5,669,978</u>              | <u>414,076</u>                                 | <u>(446,156)</u> | <u>5,637,898</u>      |
| Change in net assets<br>without donor restrictions | <u>1,679,763</u>              | <u>185,914</u>                                 | <u>-</u>         | <u>1,865,677</u>      |
| Net assets with donor restrictions                 |                               |                                                |                  |                       |
| Contributions                                      | -                             | 21,170                                         | -                | 21,170                |
| Investment income, net                             | 169,212                       | -                                              | -                | 169,212               |
| Releases from restriction                          | -                             | (117,982)                                      | -                | (117,982)             |
| Endowment spending draw for operations             | <u>(112,492)</u>              | <u>-</u>                                       | <u>-</u>         | <u>(112,492)</u>      |
| Change in net assets<br>with donor restrictions    | <u>56,720</u>                 | <u>(96,812)</u>                                | <u>-</u>         | <u>(40,092)</u>       |
| Total change in net assets                         | <u>1,736,483</u>              | <u>89,102</u>                                  | <u>-</u>         | <u>1,825,585</u>      |
| Net assets, beginning of year                      | <u>92,553,528</u>             | <u>368,217</u>                                 | <u>-</u>         | <u>92,921,745</u>     |
| Net assets, end of year                            | <u>\$ 94,290,011</u>          | <u>\$ 457,319</u>                              | <u>\$ -</u>      | <u>\$ 94,747,330</u>  |