
KICKSTART KIDS

Financial Statements
and Independent Auditors' Report
for the years ended June 30, 2025 and 2024

KICKSTART KIDS

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Independent Auditors' Report

To the Board of Directors of
KICKSTART KIDS:

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of KICKSTART KIDS, which comprise the statements of financial position as of June 30, 2025 and 2024, and the related statements of activities, of functional expenses, and of cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of KICKSTART KIDS as of June 30, 2025 and 2024, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of KICKSTART KIDS and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

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

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing

standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of KICKSTART KIDS' internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about KICKSTART KIDS' 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.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. Supplementary information in the supplemental statements of gala revenue, expenses and net income for the years ended June 30, 2025 and 2024 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in our audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Blazek & Vetterling

November 21, 2025

KICKSTART KIDS

Statements of Financial Position as of June 30, 2025 and 2024

	<u>2025</u>	<u>2024</u>
ASSETS		
Cash and cash equivalents <i>(Note 3)</i>	\$ 3,761,396	\$ 4,035,283
Service contracts receivable, net	-	112,500
Contributions receivable	123,991	185,000
Prepaid expenses and other assets	96,217	153,151
Property, net <i>(Note 4)</i>	<u>48,704</u>	<u>63,711</u>
TOTAL ASSETS	<u>\$ 4,030,308</u>	<u>\$ 4,549,645</u>
LIABILITIES AND NET ASSETS		
Liabilities:		
Accounts payable and other liabilities	<u>\$ 55,796</u>	<u>\$ 61,900</u>
Net assets:		
Without donor restrictions <i>(Note 2)</i>	3,628,246	4,105,438
With donor restrictions <i>(Note 5)</i>	<u>346,266</u>	<u>382,307</u>
Total net assets	<u>3,974,512</u>	<u>4,487,745</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 4,030,308</u>	<u>\$ 4,549,645</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Statement of Activities for the year ended June 30, 2025

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
REVENUE:			
Service contract fees	\$ 4,091,100	\$ -	\$ 4,091,100
Contributions:			
Cash and other financial assets	203,290	421,700	624,990
Nonfinancial assets (<i>Note 6</i>)	634,913	-	634,913
Fundraising events:			
Cash and other financial assets	1,034,330	-	1,034,330
Nonfinancial assets (<i>Note 6</i>)	44,891	-	44,891
Cost of direct benefits provided to donors	(273,860)	-	(273,860)
Cost of sales related to fundraising events	(128,841)	-	(128,841)
Program and tournament fees	700,455	-	700,455
Other income	<u>170,987</u>	<u>-</u>	<u>170,987</u>
Total revenue	6,477,265	421,700	6,898,965
Net assets released from restrictions:			
Satisfaction of program restrictions	437,741	(437,741)	-
Release of time restrictions	<u>20,000</u>	<u>(20,000)</u>	<u>-</u>
Total	<u>6,935,006</u>	<u>(36,041)</u>	<u>6,898,965</u>
EXPENSES:			
Program services – karate instruction	5,982,514	-	5,982,514
Management and general	914,313	-	914,313
Fundraising	<u>515,371</u>	<u>-</u>	<u>515,371</u>
Total expenses	<u>7,412,198</u>	<u>-</u>	<u>7,412,198</u>
CHANGES IN NET ASSETS	(477,192)	(36,041)	(513,233)
Net assets, beginning of year	<u>4,105,438</u>	<u>382,307</u>	<u>4,487,745</u>
Net assets, end of year	<u>\$ 3,628,246</u>	<u>\$ 346,266</u>	<u>\$ 3,974,512</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Statement of Activities for the year ended June 30, 2024

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
REVENUE:			
Service contract fees	\$ 4,105,000	\$ -	\$ 4,105,000
Contributions:			
Cash and other financial assets	701,946	534,265	1,236,211
Nonfinancial assets (<i>Note 6</i>)	493,237	-	493,237
Fundraising events:			
Cash and other financial assets	910,333	-	910,333
Nonfinancial assets (<i>Note 6</i>)	131,865	-	131,865
Cost of direct benefits provided to donors	(292,292)	-	(292,292)
Cost of sales related to fundraising events	(64,524)	-	(64,524)
Program and tournament fees	652,941	-	652,941
Other income	<u>228,863</u>	<u>-</u>	<u>228,863</u>
Total revenue	6,867,369	534,265	7,401,634
Net assets released from restrictions:			
Satisfaction of program restrictions	479,224	(479,224)	-
Release of time restrictions	<u>67,500</u>	<u>(67,500)</u>	<u>-</u>
Total	<u>7,414,093</u>	<u>(12,459)</u>	<u>7,401,634</u>
EXPENSES:			
Program services – karate instruction	6,302,318	-	6,302,318
Management and general	639,165	-	639,165
Fundraising	<u>619,181</u>	<u>-</u>	<u>619,181</u>
Total expenses	<u>7,560,664</u>	<u>-</u>	<u>7,560,664</u>
CHANGES IN NET ASSETS	(146,571)	(12,459)	(159,030)
Net assets, beginning of year	<u>4,252,009</u>	<u>394,766</u>	<u>4,646,775</u>
Net assets, end of year	<u>\$ 4,105,438</u>	<u>\$ 382,307</u>	<u>\$ 4,487,745</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Statement of Functional Expenses for the year ended June 30, 2025

<u>EXPENSES</u>	<u>PROGRAM SERVICES</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>TOTAL</u>
Salaries	\$ 4,321,993	\$ 234,776	\$ 123,356	\$ 4,680,125
Employee benefits and payroll related costs	<u>842,430</u>	<u>61,123</u>	<u>20,563</u>	<u>924,116</u>
Total salaries and related expenses	5,164,423	295,899	143,919	5,604,241
Professional services	99,166	462,148	120,221	681,535
Uniforms	162,047	-	-	162,047
Occupancy	97,508	16,501	36,003	150,012
Advertising	-	4,800	123,603	128,403
Office expenses, supplies, printing and postage	45,758	51,157	27,640	124,555
Insurance	81,480	13,548	4,424	99,452
Travel	64,587	5,437	16,566	86,590
Belts	51,008	-	-	51,008
Gear	50,567	-	-	50,567
Tournament fees	47,617	-	-	47,617
Awards	46,482	-	962	47,444
Meetings and conferences	2,165	3,304	32,901	38,370
Dues and subscriptions	21,778	5,546	6,555	33,879
Bank and credit card fees	-	32,399	-	32,399
Donations	25,000	-	-	25,000
School expenses and supplies	19,927	-	-	19,927
Depreciation	1,968	13,039	-	15,007
Other	<u>1,033</u>	<u>10,535</u>	<u>2,577</u>	<u>14,145</u>
Total expenses	<u>\$ 5,982,514</u>	<u>\$ 914,313</u>	<u>\$ 515,371</u>	7,412,198
Cost of direct benefits provided to donors				273,860
Cost of sales related to fundraising events				<u>128,141</u>
Total				<u>\$ 7,814,199</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Statement of Functional Expenses for the year ended June 30, 2024

<u>EXPENSES</u>	<u>PROGRAM SERVICES</u>	<u>MANAGEMENT AND GENERAL</u>	<u>FUNDRAISING</u>	<u>TOTAL</u>
Salaries	\$ 4,459,159	\$ 207,659	\$ 224,885	\$ 4,891,703
Employee benefits and payroll related costs	<u>842,581</u>	<u>60,865</u>	<u>36,605</u>	<u>940,051</u>
Total salaries and related expenses	5,301,740	268,524	261,490	5,831,754
Professional services	149,162	253,443	94,368	496,973
Uniforms	149,506	-	-	149,506
Occupancy	97,508	16,501	36,003	150,012
Advertising	-	-	139,810	139,810
Office expenses, supplies, printing and postage	44,092	57,163	30,334	131,589
Insurance	77,885	11,666	4,047	93,598
Travel	82,026	7,823	12,219	102,068
Belts	53,276	-	-	53,276
Gear	54,574	-	-	54,574
Tournament fees	18,579	-	-	18,579
Awards	35,611	-	1,098	36,709
Meetings and conferences	2,567	627	28,843	32,037
Dues and subscriptions	24,382	3,467	7,712	35,561
Bank and credit card fees	-	18,316	-	18,316
Donations	30,500	-	-	30,500
School expenses and supplies	27,296	-	-	27,296
Depreciation	144,924	-	-	144,924
Other	<u>8,690</u>	<u>1,635</u>	<u>3,257</u>	<u>13,582</u>
Total expenses	<u>\$ 6,302,318</u>	<u>\$ 639,165</u>	<u>\$ 619,181</u>	7,560,664
Cost of direct benefits provided to donors				292,292
Cost of sales related to fundraising events				<u>64,254</u>
Total				<u>\$ 7,917,210</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Statements of Cash Flows for the years ended June 30, 2025 and 2024

	<u>2025</u>	<u>2024</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Changes in net assets	\$ (513,233)	\$ (159,030)
Adjustments to reconcile changes in net assets to net cash used by operating activities:		
Depreciation	15,007	144,924
Changes in operating assets and liabilities:		
Service contracts receivable	112,500	(112,500)
Contributions receivable	61,009	55,140
Prepaid expenses and other assets	56,934	(12,591)
Accounts payable and other liabilities	<u>(6,104)</u>	<u>(3,918)</u>
Net cash used by operating activities	<u>(273,887)</u>	<u>(87,975)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	(273,887)	(87,975)
Cash and cash equivalents, beginning of year	<u>4,035,283</u>	<u>4,123,258</u>
Cash and cash equivalents, end of year	<u>\$ 3,761,396</u>	<u>\$ 4,035,283</u>

See accompanying notes to financial statements.

KICKSTART KIDS

Notes to Financial Statements for the years ended June 30, 2025 and 2024

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Organization – Kick Drugs Out Of America Foundation (dba KICKSTART KIDS) was incorporated in Washington, D.C. in 1990. Effective January 1, 2023, Kick Drugs Out Of America Foundation was converted to be a Texas nonprofit corporation. KICKSTART KIDS' primary objective is to teach discipline and promote self-esteem through the instruction of karate to children in and around Houston, Dallas, Austin, and various other Texas cities.

Federal income tax status – KICKSTART KIDS is exempt from federal income tax under §501(c)(3) of the Internal Revenue Code and is classified as a public charity under §509(a)(1) and §170(b)(1)(A)(vi).

Cash equivalents include highly liquid financial instruments with original maturities of three months or less.

Contributions receivable that are expected to be collected within one year are reported at net realizable value. Amounts expected to be collected in more than one year are discounted, if material, to estimate the present value of future cash flows. At June 30, 2025, \$83,991 of contributions receivable are expected to be collected in one year and \$40,000 are expected to be collected in one to five years.

Property with a cost of \$5,000 or more and an estimated useful life of more than one year is capitalized and reported at cost, if purchased, or estimated fair value at the date of gift, if donated. Depreciation and amortization is provided on a straight-line basis over estimated useful lives of 5 to 10 years.

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

- *Net assets without donor restrictions* are not subject to donor-imposed restrictions even though their use may be limited in other respects such as by contract or board designation.
- *Net assets with donor restrictions* are subject to donor-imposed restrictions. Restrictions may be temporary in nature, such as those that will be met by the passage of time or use for a purpose specified by the donor, or may be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Net assets are released from restrictions when the stipulated time has elapsed, or purpose has been fulfilled, or both.

Service contract program and tournament fees

Service contract fees are derived from providing karate instruction programs to schools in North, Southeast, Central and West Texas and are recognized ratably over time as those services are provided. Service contract fees are recognized at the contractual amount of consideration KICKSTART KIDS expects to be entitled to in exchange for those services. All performance obligations related to service contract fees are satisfied within the academic year of the schools which is contained within the fiscal year.

Service contract fees are due within 30 days of initiation of the schools' operating budget for the academic year. All performance obligations related to service contract fees are satisfied with the school's academic year which is contained within KICKSTART KIDS fiscal year. The nature of these services does not give rise to any variable considerations, warranties or other related obligations. Service

contracts receivable represent non-interest-bearing balances reported at net realizable value. Management estimates expected credit losses on accounts receivable based on historical collection experience adjusted for management's expectations about current and future economic conditions. Service contracts receivable at June 30, 2025 and 2024 were \$0 and \$112,500, respectively. There is no deferred revenue from service contract fees at June 30, 2025, 2024, or 2023.

Service contract fees from two school districts represent approximately 42% of total service contract fees in 2025. Service contract fees from three school districts represent approximately 57% of total service contract fees in 2024.

Program and tournament fees are derived from annual student registration fees and tournament fees related to the karate instruction program and tournaments. Program fees are recognized at the point in time the services are provided to the students. Program fees are recognized at the amount of consideration KICKSTART KIDS expects to be entitled to in exchange for those services. All performance obligations related to program fees are satisfied within the academic year of the schools which is contained within the fiscal year. Program fees are due at the beginning of the school year and tournament fees are due in advance of competitions. There are no accounts receivable, contract assets or deferred revenue resulting from program fees at June 30, 2025, 2024 or 2023.

Contributions are recognized as revenue at fair value when an unconditional commitment is received from the donor. Contributions received with donor stipulations that limit their use are classified as *with donor restrictions*. Conditional contributions are subject to one or more barriers that must be overcome before KICKSTART KIDS is entitled to receive or retain funding. Conditional contributions are recognized in the same manner when the conditions have been met.

Contributed nonfinancial assets are recognized at fair value when an unconditional commitment is received from the donor. The related expense is recognized as the item is used or when the service is provided. Contributions of services are recognized when services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Fundraising events revenue includes elements of both contributions and exchange transactions and are recognized when an event occurs. Items donated to be auctioned at events are recognized as revenue at the auction price. Cost of direct donor benefits represent the costs of goods and services provided to event attendees. Cost of sales represent the cost of products sold in fundraising activities at the schools conducted by the children in the program.

Functional allocation of expenses – Expenses are reported by their functional classification. Program services are the direct conduct or supervision of activities that fulfill the purposes for which the organization exists. Fundraising activities include the solicitation of contributions of money, securities, materials, facilities, other assets, and time. Management and general activities are not directly identifiable with specific program or fundraising activities. Expenses that are attributable to more than one activity are allocated among the activities benefitted. Salaries and related costs are allocated on the basis of estimated time and effort expended. Depreciation and occupancy costs are allocated based on usage of related facilities.

Estimates – Management must make estimates and assumptions to prepare financial statements in accordance with generally accepted accounting principles. These estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, the amounts of reported revenue and expenses, and the allocation of expenses among various functions. Actual results could vary from the estimates that were used.

NOTE 2 – LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use within one year of June 30 comprise the following:

	<u>2025</u>	<u>2024</u>
Financial assets:		
Cash and cash equivalents	\$ 3,761,396	\$ 4,035,283
Accounts receivable	-	112,500
Contributions receivable	<u>123,991</u>	<u>185,000</u>
Total financial assets	3,885,387	4,332,783
Less financial assets not available for general expenditure:		
Board-designated operating reserve	(589,761)	(566,942)
Purpose and time-restricted net assets not expected to be satisfied in the coming year	<u>(312,266)</u>	<u>(307,266)</u>
Total financial assets available for general expenditure	<u>\$ 2,983,360</u>	<u>\$ 3,458,575</u>

For purposes of analyzing resources available to meet general expenditures over a 12-month period, KICKSTART KIDS considers all expenditures related to its ongoing karate instruction activities, as well as the conduct of services undertaken to support those activities, to be general expenditures. KICKSTART KIDS is substantially supported by service contract fees, contributions, and fundraising events revenue, and regularly monitors liquidity required to meet its operating needs.

KICKSTART KIDS' Board of Directors has designated a portion of its resources without donor restrictions as an operating reserve. Although KICKSTART KIDS does not intend to spend from the board-designated funds for the foreseeable future, amounts from the board-designated funds could be made available, if necessary.

NOTE 3 – CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of the following:

	<u>2025</u>	<u>2024</u>
Government money market mutual funds	\$ 2,207,171	\$ 2,557,564
Bank deposits	<u>1,554,225</u>	<u>1,477,719</u>
Total cash and cash equivalents	<u>\$ 3,761,396</u>	<u>\$ 4,035,283</u>

KICKSTART KIDS has entered into an agreement with a bank to invest excess cash balances on an overnight basis. Under the terms of the agreement, cash in excess of \$500,000 is swept at the end of each day and used to purchase government money market mutual funds, subject to certain restrictions. The bank in turn, repurchases the securities the following day. Money market mutual funds are reported at fair value using Level 1 inputs, which are unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the reporting date.

Bank deposits exceed the federally insured limit per depositor per institution.

NOTE 4 – PROPERTY

Property consists of the following:

	<u>2025</u>	<u>2024</u>
Computer software	\$ 64,822	\$ 64,822
Vehicles	<u>19,673</u>	<u>19,673</u>
Total property, at cost	84,495	84,495
Accumulated depreciation	<u>(35,791)</u>	<u>(20,784)</u>
Property, net	<u>\$ 48,704</u>	<u>\$ 63,711</u>

NOTE 5 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted as follows:

	<u>2025</u>	<u>2024</u>
Subject to expenditure for specified purpose:		
Virtual karate academy	\$ 245,666	\$ 245,666
CRM software	25,000	-
School district programs	14,000	55,041
Scholarships	1,600	1,600
Subject to passage of time	<u>60,000</u>	<u>80,000</u>
Total net assets with donor restrictions	<u>\$ 346,266</u>	<u>\$ 382,307</u>

NOTE 6 – CONTRIBUTED NONFINANCIAL ASSETS

Contributed nonfinancial assets and associated expenses were recognized as follows:

<u>CONTRIBUTED NONFINANCIAL ASSETS</u>	<u>UTILIZED IN PROGRAMS/ACTIVITIES</u>	<u>DONOR RESTRICTIONS</u>	<u>VALUATION TECHNIQUES AND INPUTS</u>	<u>2025 REVENUE RECOGNIZED</u>	<u>2024 REVENUE RECOGNIZED</u>
Legal services	Employment and administrative matters	None	Fair value estimated based on prevailing rates for similar services.	\$ 327,630	\$ 182,525
Office space	Administrative functions	None	Fair value estimated using recent comparable rental rates for area.	150,012	150,012
Advertising	Fundraising	None	Fair value estimated based on prevailing rates for similar services.	110,113	122,035

<u>CONTRIBUTED NONFINANCIAL ASSETS</u>	<u>UTILIZED IN PROGRAMS/ACTIVITIES</u>	<u>DONOR RESTRICTIONS</u>	<u>VALUATION TECHNIQUES AND INPUTS</u>	<u>2025 REVENUE RECOGNIZED</u>	<u>2024 REVENUE RECOGNIZED</u>
Auction items	Fundraising	None	Fair value estimated based on proceeds from the auction.	44,891	131,865
Tax return preparation and other professional services	Administrative activities	None	Fair value estimated based on prevailing rates for similar services.	40,518	38,665
Other	Administrative activities	None	Fair value estimated based on prevailing rates for similar services.	<u>6,640</u>	<u>-</u>
Total contributed nonfinancial assets				<u>\$ 679,804</u>	<u>\$ 625,102</u>

NOTE 7 – SUBSEQUENT EVENTS

Management has evaluated subsequent events through November 21, 2025, which is the date that the financial statements were available for issuance. As a result of this evaluation, no events were identified that are required to be disclosed or would have a material impact on reported net assets or changes in net assets.