# TWLOHA, Inc.

Financial Statements

**December 31, 2018** and 2017



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Certified Public Accountants and Consultants A Professional Association

#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of TWLOHA, Inc.
Melbourne, Florida

We have audited the accompanying financial statements of TWLOHA, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

## Management's Responsibility for the Financial Statements

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

#### **Auditor's Responsibility**

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

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

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

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of TWLOHA, Inc. as of December 31, 2018 and 2017, 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.

Whittaker Cooper Financial Group

Whittaker Cooper Financial Group

Melbourne, Florida March 28, 2019

## STATEMENT OF FINANCIAL POSITION

December 31, 2018

	thout Donor	th Donor		Total
CURRENT ASSETS				
Cash and cash equivalents	\$ 1,062,253	\$ 44,077	\$	1,106,330
Accounts receivable, net	2,591	-		2,591
Promises to give, net	117,017	-		117,017
Inventory	131,640	-		131,640
Prepaid expenses	 18,938	 -		18,938
	1,332,439	44,077		1,376,516
PROPERTY AND EQUIPMENT, net	1,242,853	-		1,242,853
OTHER ASSETS	 9,306	 -		9,306
	\$ 2,584,598	\$ 44,077	\$	2,628,675
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Payables, trade	\$ 79,153	\$ -	\$	79,153
Grants payable	16,345	-		16,345
Accrued expenses	9,495	-		9,495
Current portion long-term debt	 17,460	 	_	17,460
	122,453	-		122,453
LONG-TERM DEBT	855,723	-		855,723
COMMITMENTS AND CONTINGENCIES				
NET ASSETS	 1,606,422	44,077		1,650,499
	\$ 2,584,598	\$ 44,077	\$	2,628,675

## STATEMENT OF FINANCIAL POSITION

		nout Donor	th Donor	Total
CURRENT ASSETS Cash and cash equivalents Accounts receivable, net Promises to give, net Inventory Prepaid expenses	\$	446,074 4,140 62,347 128,181 15,400	\$ 21,434	\$ 467,508 4,140 62,347 128,181 15,400
Other current assets  PROPERTY AND EQUIPMENT, net		214 656,356 39,650	21,434	214 677,790 39,650
OTHER ASSETS	\$	10,296 706,302	\$ 21,434	\$ 10,296 727,736
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES  Payables, trade  Grants payable  Accrued expenses	\$	63,387 305 5,078 68,770	\$ - - - -	\$ 63,387 305 5,078 68,770
COMMITMENTS AND CONTINGENCIES				
NET ASSETS	<u>\$</u>	637,532 706,302	\$ 21,434 21,434	\$ 658,966 727,736

## STATEMENT OF ACTIVITIES

	Without Donor			th Donor	
	R	estrictions	Res	trictions	 Total
CHANGES IN NET ASSETS:					
Revenues, gains and other support:					
Contributions:					
Cash	\$	2,022,290	\$	205,024	\$ 2,227,314
Goods and services		4,100		-	4,100
Events		11,238		-	11,238
Grants		23,700		-	23,700
Merchandise sales		1,460,807		-	1,460,807
Speaking engagements		40,476		-	40,476
Fundraising					
Cash		138,237		-	138,237
Goods and services		3,310		-	3,310
Other		5,114		-	5,114
Interest		1,553		-	1,553
Gain on sale of assets		134			134
Net assets released from restrictions:		182,381		(182,381)	 -
Total revenues, gains and other support		3,893,340		22,643	 3,915,983
Expenses:					
Program services		2,453,304		-	2,453,304
Management and general		424,595		-	424,595
Fundraising		46,551		-	46,551
		2,924,450		-	2,924,450
CHANGE IN NET ASSETS		968,890		22,643	 991,533
NET ASSETS, beginning of year		637,532		21,434	658,966
NET ASSETS, end of year	\$	1,606,422	\$	44,077	\$ 1,650,499

## STATEMENT OF ACTIVITIES

	Without Donor Restrictions		With Donor Restrictions		Total
CHANGES IN NET ASSETS:					
Revenues, gains and other support:					
Contributions:					
Cash	\$	795,278	\$	161,209	\$ 956,487
Events		11,677		-	11,677
Merchandise sales		1,506,881		-	1,506,881
Speaking engagements		61,371		-	61,371
Fundraising					
Cash		126,057		-	126,057
Other		3,770		-	3,770
Interest		139		-	139
Net assets released from restrictions:		150,800		(150,800)	 -
Total revenues, gains and other support		2,655,973		10,409	 2,666,382
Expenses:					
Program services		2,273,441		-	2,273,441
Management and general		320,284		-	320,284
Fundraising		44,825			 44,825
		2,638,550			 2,638,550
CHANGE IN NET ASSETS		17,423		10,409	 27,832
NET ASSETS, beginning of year		620,109		11,025	631,134
NET ASSETS, end of year	\$	637,532	\$	21,434	\$ 658,966

## STATEMENT OF FUNCTIONAL EXPENSES

	Program Services							
	Events and	Awareness and	Supporter	Treatment and		Management		
	Tours	Education	Engagement	Recovery	Total	and General	Fundraising	Total Expenses
DIRECT ASSISTANCE:								
Grants	\$ -	\$ -	\$ -	\$ 143,579	\$ 143,579	\$ -	\$ -	\$ 143,579
OTHER EXPENSES:								
Cost of sales	95,399	734,194	3,249	2,789	835,631	2,228	-	837,859
Salaries	147,084	287,394	189,177	-	623,655	224,471	13,545	861,671
Travel	126,613	12,089	14,889	-	153,591	7,520	446	161,557
Contract services	48,171	168,310	8,818	938	226,237	27,790	632	254,659
Office expenses	31,845	86,770	19,883	15,918	154,416	61,362	3,841	219,619
Occupancy	8,788	33,829	36,625	=	79,242	22,970	-	102,212
Event expenses	59,697	4,461	4,283	-	68,441	915	25,435	94,791
Taxes and licenses	12,152	23,240	15,064	-	50,456	23,603	1,026	75,085
Insurance	17,381	23,841	11,942	-	53,164	11,144	946	65,254
Promotion	1,586	25,465	455	321	27,827	12,630	680	41,137
Professional fees	370	650	325	=	1,345	20,751	=	22,096
Staff and intern development	628	759	9,017	=	10,404	5,998	-	16,402
Interest	2,077	3,655	1,828		7,560	905		8,465
	551,791	1,404,657	315,555	19,966	2,291,969	422,287	46,551	2,760,807
Total expenses before depreciation	551,791	1,404,657	315,555	163,545	2,435,548	422,287	46,551	2,904,386
Depreciation and amortization	7,905	6,844	3,007		17,756	2,308		20,064
TOTAL EXPENSES	\$ 559,696	<u>\$ 1,411,501</u>	\$ 318,562	\$ 163,545	\$ 2,453,304	\$ 424,595	\$ 46,551	\$ 2,924,450

## STATEMENT OF FUNCTIONAL EXPENSES

	Program Services							
	Events and	Awareness and	Supporter	Treatment and	Treatment and			
	Tours	Education	Engagement	Recovery	Total	and General	Fundraising	Total Expenses
<b>DIRECT ASSISTANCE:</b>								
Grants	\$ -	\$ 305	\$ -	\$ 141,068	\$ 141,373	\$ 73	\$ -	\$ 141,446
OTHER EXPENSES:								
Cost of sales	150,766	667,228	5,736	-	823,730	3,482	-	827,212
Salaries	165,613	328,880	174,634	-	669,127	196,917	11,785	877,829
Travel	105,543	5,424	9,042	3,109	123,118	7,504	407	131,029
Contract services	25,159	77,283	5,816	-	108,258	6,790	280	115,328
Office expenses	24,166	51,390	15,660	5,049	96,265	47,034	4,801	148,100
Occupancy	11,764	37,929	38,666	-	88,359	12,702	-	101,061
Event expenses	51,705	127	503	74	52,409	798	25,690	78,897
Taxes and licenses	12,716	24,728	13,145	-	50,589	21,953	891	73,433
Insurance	18,784	25,791	11,705	-	56,280	10,796	960	68,036
Promotion	464	31,872	-	-	32,336	526	11	32,873
Professional fees	-	2,369	117	-	2,486	8,861	-	11,347
Staff and intern development	790	448	9,379		10,617	2,848		13,465
	567,470	1,253,469	284,403	8,232	2,113,574	320,211	44,825	2,478,610
Total expenses before depreciation	567,470	1,253,774	284,403	149,300	2,254,947	320,284	44,825	2,620,056
Depreciation and amortization	9,247	9,247			18,494			18,494
TOTAL EXPENSES	\$ 576,717	\$ 1,263,021	\$ 284,403	\$ 149,300	\$ 2,273,441	\$ 320,284	\$ 44,825	\$ 2,638,550

## STATEMENTS OF CASH FLOWS

Year Ended December 31, 2018 and 2017

	2018		2017
CASH FLOWS FROM OPERATING ACTIVITIES	_		
Increase in net assets	\$ 991,533	\$	27,832
Adjustments to reconcile the increase in			
net assets to net cash used by operating activities:			
Depreciation and amortization	20,064		18,494
Amortization of loan costs reported as interest expense	157		-
Gain on sale of property and equipment	(134)		-
(Increase) decrease in assets:			
Accounts receivable	1,549		(4,140)
Promises to give	(54,670)		(62,347)
Prepaid expenses	(3,538)		502
Inventories	(3,459)		3,463
Other current assets	214		100
Deposits	578		(1,500)
Increase (decrease) in liabilities:			
Payables, trade	15,766		11,729
Grants payable	16,040		305
Accrued expenses	 4,417		(1,722)
NET CASH PROVIDED BY (USED IN)			
OPERATING ACTIVITIES	 988,517		(7,284)
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property and equipment	(1,227,255)		(2,585)
Proceeds from sale of property and equipment	134		· -
NET CASH USED IN INVESTING ACTIVITIES	 (1,227,121)		(2,585)
CASH FLOWS FROM FINANCING ACTIVITIES			
	990 000		
Proceeds from long term debt	880,000		-
Payments on long term debt	 (2,574)		<del>-</del>
NET CASH PROVIDED BY INVESTING ACTIVITIES	 877,426		-
NET CHANGE IN CASH AND CASH EQUIVALENTS	638,822		(9,869)
CASH AND CASH EQUIVALENTS, beginning of year	 467,508		477,377
CASH AND CASH EQUIVALENTS, end of year	\$ 1,106,330	\$	467,508
SUPPLEMENTAL SCHEDULE OF NONCASH ACTIVITIES			
In-kind contributions of goods and services	\$ 7,410	\$	_
-		_	
Cash paid for interest	\$ 8,308	\$	

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

#### NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## **Nature of Operations**

TWLOHA, Inc. (Organization) is a not-for-profit corporation formed in August 2007. The Organization is dedicated to presenting hope and finding help for people struggling with depression, addiction, self-injury, and suicide. The Organization exists to encourage, inform, inspire, and also invest directly in treatment and recovery. It's headquartered in Melbourne, Florida and assistance is available world-wide.

The Organization is supported by various grants, private donations and revenues from events, tours, speaking engagements, and merchandise sales.

### **Financial Statement Presentation**

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB), Accounting Standards Codification (ASC) 958, *Not-for-profit Entities*, as amended by Accounting Standard Update (ASU) No. 2016-14. ASU 2016-14 was effective for fiscal years beginning after December 15, 2017 and the Organization adopted it on January 1, 2018. In accordance with the Standard, the Organization has applied it on a retrospective basis by applying the reporting changes to the earliest accounting period presented in these financial statements.

Following the update, FASB ASC 958 requires a not-for-profit entity to present on the face of the statement of financial position amounts for two classes of net assets; net assets without donor restrictions and net assets with donor restrictions, and on the face of the statement of activities the amount of change in each of the two classes. In addition, the Organization is required to present:

- The amounts of expenses by both their natural classification and their functional classification, including disclosures concerning the methods used for cost allocation between functional classifications.
- Qualitative and quantitative disclosure information on liquidity and availability of financial assets to meet the Organization's cash needs for general expenditure within one year.
- The composition of donor restricted net assets at period-end.
- Self-imposed limits on use of resources without donor restrictions at the end of the period, including designations and reserves.
- Investment returns net of external and direct internal investment expenses and no longer require the disclosure of those netted expenses.

#### **Promises to Give**

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions are satisfied in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. The Organization considered all promises to give collectible, therefore, the allowance for uncollectible accounts was \$-0- (2018 and 2017).

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Contributed Goods and Services**

During the years ended December 31, 2018 and 2017, the Organization was the recipient of contributed goods and services. Contributed goods are recorded at their estimated fair market value on the date of receipt. The value of contributed goods was \$3,310 (2017) and \$-0- (2016). Contributed services are recognized as contributions if the services: (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise have been paid for if not provided by donation. The value of contributed services meeting the requirements for recognition in the financial statements was \$4,100 (2018) and \$-0- (2017). In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization, but these services do not meet the criteria for recognition as contributed services.

## **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could vary from the estimates that were used.

## **Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Organization considers all highly liquid debt instruments and certificates of deposits purchased with a maturity of three months or less to be cash equivalents.

#### **Accounts Receivable**

Accounts receivable are recorded when invoices are issued and are presented in the statement of financial position net of allowance for doubtful accounts. Accounts receivable consisted of amounts due from the sale of merchandise which management considered fully collectible at year-end. Based on this factor and management's experience, the Organization considered all accounts receivable collectible, therefore, the allowance for doubtful accounts was \$-0- (2018 and 2017).

## **Inventory**

Inventory consists of apparel and other branded merchandise purchased for resale via the Organization's online store and is stated at average cost or market, whichever is lower.

#### **Property and Equipment**

Property and equipment are stated at cost, less accumulated depreciation. It is the Organization's policy to capitalize assets for items in excess of \$1,000 when their useful life exceeds one year. Depreciation of property and equipment is computed using the straight-line method over their estimated useful lives of the assets, which are generally from three to seven years.

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## **Contributions**

Contributions received, including unconditional promises to give, are recognized as revenue at fair value upon the receipt of the earlier of either: (i) unconditional pledges or commitments or (ii) cash or other assets. Contributions are considered available for unrestricted use unless the donors restrict the use thereof, either on a temporary or permanent basis. Contributions to be received after one year are discounted at an interest rate commensurate with the risk involved. Bequests are recognized at fair value at the time the will is declared valid.

#### **Revenue Recognition**

Revenue includes events, grants, merchandise sales, and speaking engagements. All revenues are recognized when received, with the exception of merchandise sales. The Organization recognizes revenue from merchandise sales when the merchandise is sold.

## **Functional Allocation of Expenses**

The cost of providing various programs and other activities has been summarized on a functional basis in the Statement of Activities and the Statement of Functional Expenses. Therefore, certain costs have been consistently allocated among the programs and supporting service benefited. The expenses that are allocated include occupancy, depreciation, and amortization, which are allocated on a square footage basis, as well as salaries and wages, benefits, payroll taxes, professional services, office expenses, information technology, interest, insurance, and other, which are allocated on the basis of estimates of time and effort.

#### **Income Taxes**

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. No provision has been made for income taxes for the years ended December 31, 2018 and 2017.

FASB ASC 740, Accounting for Income Taxes, prescribes a recognition threshold and measurement attribute of the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return.

Management evaluates the Organization's tax positions on an annual basis, both past and current. If management determines that a past or current tax position is uncertain then a tax liability is calculated to represent the increase in taxes anticipated upon examination. As of December 31, 2018, management has determined that all past and current tax positions were likely to be realizable and sustainable upon examination and that the calculation of a tax liability was not necessary.

Tax years ended December 31, 2015 through 2018 remain subject to possible examination by the Internal Revenue Service.

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

## **Compensated Absences**

Employees of the Organization are entitled to paid vacations, paid sick days, and personal days off, depending on the job classification, length of service, and other factors. The accrual cannot be reasonably estimated, and accordingly, no liability has been recorded in the accompanying financial statements. The Organization's policy is to recognize the costs of compensated absences when actually paid to employees.

## **Advertising Costs**

The Organization expenses advertising and promotional costs as they are incurred. Advertising and promotional costs expensed to program services and fundraising was \$41,138 (2018) and \$32,873 (2017).

## Reclassifications

Certain amounts in the 2017 financial statements have been reclassified for comparative purposes to conform to the presentation in the 2018 financial statements.

#### **NOTE 2 – CONCENTRATIONS OF CREDIT RISK**

#### **Cash Balance**

The Organization maintains cash and cash equivalents at several financial institutions. Accounts at certain institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At December 31, 2018, the Organization had uninsured cash balances of \$471,618. Bank balances differ from the cash balances reflected on the financial statements due to reconciling items.

#### **Major Supplier**

One supplier accounted for approximately 45% of TWLOHA's merchandise purchases in 2018. As of December 31, 2018, there were no outstanding amounts payable to this vendor. The same vendor accounted for 54% of merchandise purchases and 3% of accounts payable as of December 31, 2017.

## **NOTE 3 – PROPERTY AND EQUIPMENT, NET**

At December 31, 2018 and 2017, property and equipment consisted of the following:

	2018	 2017
Building and land	1,216,208	\$ -
Furniture and equipment	71,851	81,466
Vehicles	55,719	 55,719
	1,343,778	137,185
Less accumulated depreciation	100,925	 97,535
	\$ 1,242,853	\$ 39,650

Depreciation expense was \$19,652 (2018) and \$18,082 (2017).

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

#### **NOTE 4 – OTHER ASSETS**

At December 31, 2018 and 2017, other assets consisted of the following:

	 2018		
Trademark costs, net	\$ 2,881	\$	3,293
Deposits	 6,425		7,003
	\$ 9,306	\$	10,296

The Organization's policy is to amortize its trademark costs over fifteen years. As of December 31, 2018 and 2017, the accumulated amortization was \$3,294 and \$2,882, respectively. Amortization expense was \$412 (2018 and 2017).

#### **NOTE 5 – LONG-TERM DEBT**

The Organization purchased a building through use of long-term debt in 2018 with an interest rate of 5.49%. Payments of \$5,441 are to be made monthly with a final balloon payment of \$745,544 due at maturity on October 1, 2025. The loan is secured by the Organizations land and building.

The current and long-term balances as of December 31, 2018 and 2017 for this loan are as follows:

	2018			2017
Loan Payable	\$	877,426	\$	-
Less current portion		17,460		-
Less unamortized debt issuance costs		4,243		
	\$	855,723	\$	_

Debt issuance costs are amortized over the term of the loan. Amortization expense of \$157 (2018) is included in interest expense. Interest expense related to long-term debt, not including amortized loan costs was \$8,308 (2018).

Future scheduled maturities of long-term debt are as follows:

2019	\$ 17,460
2020	18,311
2021	19,479
2022	20,578
2023	21,740
Thereafter	 775,615
	\$ 873,183

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

#### NOTE 6 – NET ASSETS WITH DONOR RESTRICTIONS

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

	 2018	 2017
LoVe Campaign	\$ 2,596	\$ 11,909
Treatment and Recovery	 41,481	 9,525
	\$ 44,077	\$ 21,434

A description of the nature and purpose of each fund group is as follows:

- LoVe Campaign is for the purpose of providing counseling and trauma for the residents and first responders of Las Vegas.
- Treatment and Recovery is for providing counseling and treatment scholarships for those in need.

#### NOTE 7 – RELATED PARTY TRANSACTIONS

The Organization entered into transactions with two vendors that are considered related parties. The first vendor is run by a board member and the second is owned and operated by a family member of another board member.

During 2018 and 2017, there were no significant transactions with these vendors.

## **NOTE 8 – LIQUIDITY**

The Organization's board of directors adopts a budget annually based on program requirements and anticipated revenue and expenditures for the year in an effort to manage working capital and cash flows that vary due to the timing of its awareness and fundraising events.

The following reflects the Organization's financial assets as of the statement of financial position date, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor-imposed restrictions or internal designations.

2010

	2018	
Financial assets, at December 31, 2018 Less those unavailable for general expenditures	\$	1,225,938
within one year due to donor-imposed		
restrictions:		44,077
Financial assets available to meet cash needs for		
general expenditure within one year	\$	1,181,861

## NOTES TO FINANCIAL STATEMENTS

December 31, 2018

## NOTE 9 – SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through March 28, 2019 the date on which the financial statements were available to be issued, and is unaware of any subsequent events requiring disclosure.