AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES

CONSOLIDATED FINANCIAL STATEMENTS, SUPPLEMENTARY INFORMATION, AND REPORTS REQUIRED IN ACCORDANCE WITH THE UNIFORM GUIDANCE

YEARS ENDED SEPTEMBER 30, 2019 AND 2018



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INDEPENDENT AUDITORS' REPORT

Board of Directors American Association of Motor Vehicle Administrators and Affiliates Arlington, Virginia

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of American Association of Motor Vehicle Administrators and Affiliates (collectively referred to as AAMVA), which comprise the consolidated statement of financial position as of September 30, 2019, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated financial statements.

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



Board of Directors

American Association of Motor Vehicle Administrators
and Affiliates

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AAMVA as of September 30, 2019, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Effect of Adopting New Accounting Standard

As discussed in Note 1 to the consolidated financial statements, management has adopted Accounting Standards Update (ASU) No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect to that matter.

Prior Year Report

The 2018 consolidated financial statements of AAMVA were audited by other auditors whose report dated January 29, 2019, expressed an unmodified opinion on those statements.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the 2019 consolidated financial statements as a whole. The 2019 consolidating statements of financial position and activities are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The 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 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 consolidated financial statements as a whole. The 2018 consolidating statements of financial position and activities were subjected to the auditing procedures applied in the 2018 audit of the basic consolidated financial statements by other auditors, whose report on such information stated that it was fairly stated in all material respects in relation to the 2018 consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 29, 2020, on our consideration of the AAMVA's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the AAMVA's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering AAMVA's internal control over financial reporting and compliance.

CliftonLarsonAllen LLP

Clifton Larson Allen LLP

Arlington, Virginia January 29, 2020

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION SEPTEMBER 30, 2019 AND 2018

		 2018	
ASSETS		_	 _
Cash and Cash Equivalents	\$	3,627,349	\$ 4,486,249
Investments		57,291,588	55,735,926
Accounts Receivable, Net		11,044,151	9,480,461
Prepaid Expenses		1,065,038	868,284
Investments Restricted by Funder		28,417,061	27,725,923
Property and Equipment, Net		12,197,688	16,460,304
Deferred Compensation Investments		10,699	60,442
Deposits		135,744	135,744
Total Assets	\$	113,789,318	\$ 114,953,333
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts Payable and Accrued Expenses	\$	11,420,537	\$ 11,940,290
Deferred Revenue		1,678,367	1,597,341
Deferred Compensation		10,699	60,442
Agency Funds Held		478,868	437,688
Deferred Leasehold Incentive		1,261,524	1,485,136
Deferred Rent		1,643,871	1,614,229
Total Liabilities		16,493,866	17,135,126
NET ASSETS			
Without Donor Restrictions:			
Board-Designated		40,913,290	36,213,533
Undesignated		27,965,101	 33,878,751
Total Without Donor Restrictions		68,878,391	 70,092,284
With Donor Restrictions:			
Purpose Restrictions		28,417,061	 27,725,923
Total With Donor Restrictions		28,417,061	27,725,923
Total Net Assets		97,295,452	97,818,207
Total Liabilities and Net Assets	\$	113,789,318	\$ 114,953,333

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATED STATEMENTS OF ACTIVITIES YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	2019	2018
NET ASSETS WITHOUT DONOR RESTRICTIONS		
Operating Revenue and Support:		
Dues, Services, and Fees	\$ 26,598,328	\$ 33,591,753
Less: Discounts	(1,952,249)	(1,967,606)
Government Grants and Contracts	8,398,737	7,900,504
Conferences and Workshops	1,989,451	1,935,715
Publications and Products	298,339	212,892
Other Income	20,683	10,026
In-Kind Contribution	12,000	-
Net Assets Released from Restrictions	10,726,071	1,499,951
Total Operating Revenue and Support	46,091,360	43,183,235
Expenses:		
Program Services:		
Information Technology	28,576,298	25,807,408
Member Services and Public Affairs	9,886,652	8,819,440
Commercial Services and Business Solutions	1,841,986	2,094,768
Total Program Services	40,304,936	36,721,616
Supporting Services:		
General and Administrative	8,855,790	7,774,890
Total Expenses	49,160,726	44,496,506
CHANGE IN NET ASSETS FROM OPERATIONS	(3,069,366)	(1,313,271)
Investment Income, Net	1,855,473	2,295,807
NET CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	(1,213,893)	982,536
NET ASSETS WITH DONOR RESTRICTIONS		
Dues, Services, and Fees	10,236,346	643,832
Investment Income, Net	1,180,863	49,071
Net Assets Released from Restriction	(10,726,071)	(1,499,951)
NET CHANGE IN NET ASSETS WITH DONOR RESTRICTIONS	691,138	(807,048)
CHANGE IN NET ASSETS	(522,755)	175,488
Net Assets - Beginning of Year	97,818,207	97,642,719
NET ASSETS - END OF YEAR	\$ 97,295,452	\$ 97,818,207

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	2019											
	Program Services									Supporting Services		
	Information Technology		Member Services and Public Affairs			Commercial Services and Business Solutions		Total Program Services		am General and Administrative		Total
Communication and Promotion	\$	69,613	\$	479,128	\$	4,237	\$	552,978	\$	34,675	\$	587,653
Contractual Services		6,718,389		542,132		144,297		7,404,818		795,230		8,200,048
Depreciation and Amortization		4,229,044		122,413		25,496		4,376,953		193,534		4,570,487
Labor and Benefits		15,588,977		4,332,444		965,275		20,886,696		6,126,729		27,013,425
Occupancy and Office Expenses		935,503		350,651		60,285		1,346,439		675,599		2,022,038
Office Automation		513,185		135,339		24,095		672,619		468,778		1,141,397
Other Expenses		(5,879)		27,922		411,656		433,699		43,824		477,523
Services and Fees		70,042		32,514		13,656		116,212		395,241		511,453
Travel and Meetings		457,424		3,864,109		192,989		4,514,522		122,180		4,636,702
Total Expenses	\$	28,576,298	\$	9,886,652	\$	1,841,986	\$	40,304,936	\$	8,855,790	\$	49,160,726

	2018											
		Program Services								upporting Services		_
		Information Service			Commercial Member Services and rvices and Business blic Affairs Solutions			Total Program Services		General and Administrative		Total
Communication and Promotion Contractual Services Depreciation and Amortization Labor and Benefits Occupancy and Office Expenses Office Automation Other Expenses Services and Fees Travel and Meetings	\$	68,655 5,291,978 4,138,627 14,407,374 932,679 460,882 8,439 72,939 425,835	\$	331,804 573,177 93,966 3,969,190 308,749 191,865 5,623 27,941 3,317,125	\$	6,137 72,232 32,550 1,427,648 82,883 36,966 247,008 62,549 126,795	\$	406,596 5,937,387 4,265,143 19,804,212 1,324,311 689,713 261,070 163,429 3,869,755	\$	28,381 741,050 360,116 5,247,718 542,876 393,410 40,853 267,253 153,233	\$	434,977 6,678,437 4,625,259 25,051,930 1,867,187 1,083,123 301,923 430,682 4,022,988
Total Expenses	\$	25,807,408	\$	8,819,440	\$	2,094,768	\$	36,721,616	\$	7,774,890	\$	44,496,506

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATED STATEMENTS OF CASH FLOWS YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	2019			2018		
CASH FLOWS FROM OPERATING ACTIVITIES						
Change in Net Assets	\$	(522,755)	\$	175,488		
Adjustments to Reconcile Change in Net Assets to Net Cash						
Provided by Operating Activities:						
Provision for Doubtful Accounts		(689)		(8,942)		
Depreciation and Amortization		4,570,487		4,625,259		
Amortization of Deferred Leasehold Incentive		(223,612)		(223,612)		
Net Realized and Unrealized Gains on Investments		(1,067,018)		(808,323)		
(Increase) Decrease in Assets:						
Accounts Receivable		(1,563,001)		126,664		
Prepaid Expenses		(196,754)		(74,332)		
Deposits		-		(36,000)		
Increase (Decrease) in Liabilities:						
Accounts Payable and Accrued Expenses		(519,753)		(514,007)		
Deferred Revenue		81,026		1,444,791		
Agency Funds Held		41,180		68,351		
Deferred Rent		29,642		61,542		
Net Cash Provided by Operating Activities		628,753		4,836,879		
CASH FLOWS FROM INVESTING ACTIVITIES						
Proceeds from Sales and Maturities of Investments		41,390,323		18,366,236		
Purchases of Investments		(42,570,105)		(21,298,828)		
Purchases of Property and Equipment		(307,871)		(227,927)		
Net Cash Used by Investing Activities		(1,487,653)		(3,160,519)		
CHANGE IN CASH AND CASH EQUIVALENTS		(858,900)		1,676,360		
Cash and Cash Equivalents - Beginning of Year		4,486,249		2,809,889		
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	3,627,349	\$	4,486,249		

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

American Association of Motor Vehicle Administrators (the Association) is an international nonprofit organization established for the purpose of encouraging uniformity and reciprocity among states and developing educational and training programs related to motor vehicle laws and regulations. The Federal Highway Administration has recognized and designated the Association as the operator of the Commercial Driver's License Information System (CDLIS), an information system mandated by the Commercial Motor Vehicle Safety Act of 1986.

The organization is comprised of five nonprofit organizations: a national parent organization and four regional subsidiary organizations. The parent organization is the controlling entity, requiring the oversight and consolidation of all financial activities of itself and the four regional organizations. The Regions (which are composed of four distinct geographical areas so designated by the Association) are incorporated as Virginia not-for-profit organizations. The Regions were organized to support and carry out the educational purposes of the Association within their respective regions (specifically in the form of annual conferences). The Regions qualify as "supporting organizations" as described in Section 509(a)(3) of the Internal Revenue Code (the IRC).

Principles of Consolidation

The consolidated financial statements include the accounts of the parent organization and the Regions (hereafter collectively referred to as AAMVA). These entities have been consolidated due to the presence of common control and economic interest. All significant intercompany balances and transactions have been eliminated in consolidation.

Cash and Cash Equivalents

Cash and cash equivalents consist of demand deposit accounts, money market accounts and all highly liquid investments with initial maturities of three months or less held at a designated financial institution.

<u>Investments</u>

Investments are comprised of mutual funds and cash and cash equivalents. These investments are recorded in the accompanying consolidated financial statements at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability through an orderly transaction between market participants at the measurement date.

Unrealized gains or losses on investments are determined by the change in fair value at the beginning and end of the reporting period. Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date.

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Receivables

Receivables consist principally of amounts due to AAMVA for dues, network services, user fees, work performed on grants and contracts, and participation in conferences and workshops. AAMVA uses the allowance method to record potentially uncollectible receivables. Management determines the allowance for doubtful accounts based on management's evaluation of the collectability of receivables.

Restricted Investments

Restricted funds are comprised primarily of money market accounts, corporate bonds, and certificates of deposit that are restricted for specific purposes and subject to federal oversight. These funds are excluded from general business use.

Fair Value Measurement

AAMVA follows Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820, *Fair Value Measurement*, for financial assets (and liabilities) measured at fair value on a recurring basis. The FASB ASC topic defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles (GAAP) and expands disclosures about fair value measurements. The standard emphasizes that fair value is a market-based measurement, not an entity-specific measurement, and therefore a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, the standard established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby the market participant assumptions are developed based on market data obtained from independent sources, and unobservable, whereby assumptions about market participant assumptions are developed by the reporting entity based on the best information available in the circumstances. The three levels of the fair value hierarchy under the standard are described as follows:

Level 1 – Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.

Level 3 – Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

AAMVA's investments, restricted investments and the deferred compensation investments and related liability are measured at fair value on a recurring basis, as disclosed in Note 6.

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Property and Equipment and Related Depreciation and Amortization

Property and equipment are recorded at cost. All expenditures for property and equipment of \$2,000 or more and an economic life greater than one year are capitalized. Depreciation and amortization on furniture, equipment, and software are provided on a straight-line basis over the estimated useful lives of the assets, which range from three to seven years. Leasehold improvements are recorded at cost and amortized over the shorter of the remaining lease term or the estimated useful life. Costs related to developing internal-use software are capitalized in accordance with FASB ASC Topic Accounting for the Costs of Computer Software Developed or Obtained for Internal Use, while costs incurred during the preliminary and post-implementation operation stages are expensed. Expenditures for major repairs and improvements are capitalized; expenditures for minor repairs and maintenance costs are expensed when incurred. Upon the retirement or disposal of assets, the cost and accumulated depreciation or amortization are eliminated from the respective accounts and the resulting gain or loss, if any, is included in revenue and support or expenses in the accompanying consolidated statement of activities.

Property and equipment are reviewed for impairment if the use of the asset significantly changes or another indicator of possible impairment is noted. If the carrying amount for the asset is not recoverable, the value is written down to the asset's fair value. There was no impairment loss recognized during the years ended September 30, 2019 and 2018.

Donated Assets

Donated assets are recorded as in-kind contributions at their estimated fair value at the date of donation.

Agency Funds Held

AAMVA serves as administrator for the Non-Resident Violators Compact and the Social Security Administration. Funds collected and disbursed on their behalf are not revenue and expenses of AAMVA. The balance of funds collected and not disbursed as of September 30, 2019 and 2018, is reflected as agency funds held in the accompanying consolidated statement of financial position.

Revenue Recognition

AAMVA has cost-reimbursable and cost-sharing grants and contracts with U.S. government agencies. Revenue from these grants and contracts is recognized as costs are incurred on the basis of direct costs plus allowable indirect expenses. Direct and indirect expenses incurred, but not yet reimbursed, under these grants are reported as receivables in the accompanying consolidated statement of financial position. Payments received, but not yet expended, for these grants and contracts are reflected as deferred revenue in the accompanying consolidated statements of financial position. AAMVA also has fixed-price contracts with U.S. government agencies. Revenue from these contracts is recognized based on the percentage-of-completion method. Payments received, but not yet earned, for these contracts are reflected as deferred revenue in the accompanying consolidated statements of financial position.

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

AAMVA has cooperative agreements with federal agencies that allow AAMVA to earn program income from services and fees related to the federally funded activity. In accordance with these agreements, any program revenue earned in excess of program expenses is to be retained by AAMVA as a contribution and used to fund future program expenses, primarily information technology system maintenance and upgrades. All programmatic revenue earned in excess of expenses has been reported as temporarily restricted in accordance with the terms of the agreement until the associated purpose restriction has been satisfied.

Revenue from services and fees is recognized as the services are performed. Revenues billed and collected for which the service or function has not been fulfilled are reflected as deferred revenue in the accompanying consolidated statements of financial position.

Revenue and the related costs associated with conferences and workshops are recognized in the period in which the conference or workshop is held. Accordingly, registration and exhibit fees received in advance of the conference or workshop are recorded as deferred revenue, and expenses paid in advance of the conference or workshop are recorded as prepaid expenses in the accompanying consolidated statements of financial position.

Membership dues are recognized as revenue on a pro rata basis over the membership period to which the dues relate. Accordingly, dues paid by members in advance of the membership period are reported as deferred revenue in the accompanying consolidated statements of financial position.

Classification of Net Assets

The net assets of AAMVA are reported as follows:

Net Assets Without Donor Restrictions - represent the portion of expendable funds that are available for support of AAMVA's operations. A portion of the net assets without restrictions has been designated by the board of directors for specific projects or purposes, as further described in Note 8.

Net Assets With Donor Restrictions - represents amounts that are specifically restricted by donors or grantors for various purposes or time periods and described in Note 9.

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses

The Organization's expenses have been summarized on a functional basis in the accompanying consolidated statements of activities, and reported by nature and function on the consolidated statement of functional expenses. The consolidated financial statements reflect groups of expenses that are attributed to more than one activity and require allocation. Those expenses include fringe benefits and facility costs, which are allocated based on staff salaries and wages. IT service center and IT cost center expenses incurred to support various systems are allocated based on Network Control System (NCS) usage and direct labor dollars of IT programs, respectively. All operations and maintenance costs for the State Pointer Exchange Services (SPEXS) platform are apportioned among various IT programs that operate on that platform. The distribution is a tiered method where costs are first allocated to programs based on percent of total messages then by percent of total drivers.

Use of Estimates

The preparation of consolidated financial statements in conformity with GAAP 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Measure of Operations

In its consolidated statements of activities, AAMVA includes in its definition of operations all revenues that are an integral part of its programs and supporting activities. Investment income is recognized as a nonoperating activity.

Adoption of Recent Accounting Pronouncement

The Organization adopted the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities.* The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The ASU has been applied retrospectively to all periods presented except for the liquidity disclosure as allowed under the new standard. There has been no net asset impact as a result of this application.

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Upcoming Accounting Standards Update

Revenue from Contracts with Customers — In May 2014, the Financial Accounting Standards Board (FASB) issued amended guidance to clarify the principles for recognizing revenue from contracts with customers. The guidance requires an entity to recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which an entity expects to be entitled in exchange for those goods or services. The guidance also requires expanded disclosures relating to the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. Additionally, qualitative and quantitative disclosures are required regarding customer contracts, significant judgments and changes in judgments, and assets recognized from the costs to obtain or fulfill a contract. The guidance will initially be applied retrospectively using one of two methods. The standard will be effective for AAMVA's consolidated financial statements for annual reporting periods beginning after December 15, 2018. Management is evaluating the effect of the amended revenue recognition guidance on the entity's consolidated financial statements.

Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made — In June 2018, the FASB issued amended guidance to clarify and improve the scope and the accounting guidance for contributions received and contributions made. The guidance provides a more robust framework to determine when a transaction should be accounted for as a contribution or as an exchange transaction. The guidance also requires an entity to determine whether a contribution is conditional on the basis of whether an agreement includes a barrier that must be overcome and either a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets. The guidance should be applied on a modified prospective basis, unless an entity elects a retrospective basis. The standard will be effective for annual reporting periods beginning after December 15, 2018.

Reclassification

Certain reclassifications were made to the 2018 consolidated financial statements in order to conform to the 2019 presentation. These reclassifications had no effect on previously reported change in net assets or net asset amounts.

Subsequent Events

The Organization has evaluated subsequent events through January 29, 2020, the date the consolidated financial statements were available to be issued.

NOTE 2 LIQUIDITY AND AVAILABILITY

The Organization has \$22,751,570 consolidated assets available within one year of the statement of financial position date to meet cash needs for general expenditures that consists of the following:

Cash and Cash Equivalents	\$ 3,627,349
Accounts Receivable	7,795,650
Unrestricted Investments	57,291,588
Less: Jurisdictional Credits	(5,049,727)
Less: Board Designated Net Assets:	
Operating Reserve	(8,000,000)
NMVTIS Modernization	(9,916,968)
State to State Reserve	(8,196,322)
IT Systems Modernization	(14,800,000)
Total	\$ 22,751,570

AAMVA manages and maintains a reasonable operating reserve that is set by the Board of Directors to provide an internal source of funds for extraordinary situations. The Finance, Investment & Audit Committee reviews and recommends any balance changes to the full board. The operating reserve had a balance of \$8,000,000 at September 30, 2019 and 2018. The operating reserve target is based on six months of applicable operating expenses and is a component of the long-term investment portfolio.

NOTE 3 INVESTMENTS

Investments, at fair value, consisted of the following as of September 30:

	2019		 2018
Investments:			
Mutual Funds:			
Equity	\$	22,933,237	\$ 25,156,477
Fixed Income		22,303,943	15,629,964
Alternative Strategies		9,614,935	8,571,343
Cash and Cash Equivalents		2,439,473	 6,378,142
Total Investments		57,291,588	55,735,926
Investments Restricted by Funder:			
Certificates of Deposit		24,661,919	23,870,275
Corporate Bonds		1,003,455	2,226,631
Cash and Cash Equivalents		2,751,687	 1,629,017
Total Investments Restricted by Funder		28,417,061	27,725,923
Total	\$	85,708,649	\$ 83,461,849

NOTE 3 INVESTMENTS (CONTINUED)

Net investment income from investments and restricted funds is summarized as follows for the years ended September 30:

	 2019	 2018
Interest and Dividends	\$ 2,088,094	\$ 1,681,903
Realized Gain, net	333,819	692,532
Unrealized Gain, net	733,199	115,791
Investment Fees	 (118,776)	 (145,348)
Net Investment Income	\$ 3,036,336	\$ 2,344,878

NOTE 4 RECEIVABLES

Receivables as of September 30, 2019 and 2018, were composed of the following:

	2019	2018
Dues, Services, and Fees	\$ 5,603,695	\$ 5,602,561
Government Grants and Contracts	5,339,618	3,799,017
Other	111,146_	91,592
Total Receivables	11,054,459	9,493,170
Less: Allowance for Doubtful Accounts	(10,308)	(12,709)
Receivables, Net	\$ 11,044,151	\$ 9,480,461

All receivables were due within one year. Unbilled receivables included above from government grants and contracts totaled \$4,659,231 and \$1,859,005 as of September 30, 2019 and 2018, respectively. These amounts include unbilled indirect costs based upon FY2014 provisional rates approved by the government totaling \$3,248,501 and 1,086,277, respectively.

NOTE 5 INVESTMENTS RESTRICTED BY FUNDERS

Investments restricted by funders as of September 30, 2019 and 2018, were for the following programs:

	 2019	 2018
Commercial Driver's License Information	 	
System (CDLIS)	\$ 26,663,061	\$ 26,127,565
National Motor Vehicle Title Information		
System (NMVTIS)	 1,754,000	 1,598,358
Net Restricted Investments	\$ 28,417,061	\$ 27,725,923

NOTE 6 FAIR VALUE MEASUREMENT

The following tables summarize AAMVA's assets and liabilities measured at fair value on a recurring basis as of September 30, 2019 and 2018, aggregated by the fair value hierarchy level with which those measurements were made:

	Fair Value			Level 1		Level 2	Level 3	
<u>September 30, 2019</u>								
Investments:								
Mutual Funds - Equity	\$	22,933,237	\$	22,933,237	\$	-	\$	-
Mutual Funds - Fixed Income		22,303,943		22,303,943		-		-
Mutual Funds - Alternative Strategies		9,614,935		9,614,935		-		-
Cash and Cash Equivalents		2,439,473				-		
Total Investments		57,291,588		54,852,115		-		-
Investments Restricted by Funder:								
Certificates of Deposit		24,661,919		-		23,870,275		-
Corporate Bonds		1,003,455		-		2,226,631		-
Cash and Cash Equivalents		2,751,687		<u>-</u>		=_		=_
Total Restricted Investments	\ <u>-</u>	28,417,061	,	-		26,096,906		-
Deferred Compensation Investments:								
Mutual Funds - Equity		10,699		10,699		<u>-</u> _		<u>-</u>
Total Deferred								
Compensation Investments		10,699	_	10,699		-		-
Total Assets	\$	85,719,348	\$	54,862,814	\$	26,096,906	\$	
Deferred Compensation								
Liability	\$	10,699	\$	-	\$	10,699	\$	-

NOTE 6 FAIR VALUE MEASUREMENT (CONTINUED)

	 Fair Value	Level 1		 Level 2	 Level 3
September 30, 2018	 				
Investments:					
Mutual Funds - Equity	\$ 25,156,477	\$	25,156,477	\$ -	\$ -
Mutual Funds - Fixed Income	15,629,964		15,629,964	-	-
Mutual Funds - Alternative Strategies	8,571,343		8,571,343	-	-
Cash and Cash Equivalents	6,378,142		-	-	-
Total Investments	55,735,926		49,357,784	-	-
Investments Restricted by Funder:					
Certificates of Deposit	23,870,275		-	23,870,275	_
Corporate Bonds	2,226,631		-	2,226,631	-
Cash and Cash Equivalents	1,629,017		-	-	_
Total Restricted Investments	27,725,923		=	26,096,906	-
Deferred Compensation Investments:					
Mutual Funds - Equity	58,202		58,202	-	-
Fixed Income	2,137		2,137	-	-
Money Market Fund	103		103	-	_
Total Deferred					
Compensation Investments	 60,442		60,442	 	
Total Assets	\$ 83,522,291	\$	49,418,226	\$ 26,096,906	\$
Deferred Compensation					
Liability	\$ 60,442	\$	-	\$ 60,442	\$ -

AAMVA used the following methods and significant assumptions to estimate fair value for assets and liability recorded at fair value:

Mutual Funds and Money Market Fund – Valued at the quoted market price of the fund which represents the net asset value of the shares held by the fund at year-end. Certificates of deposit - Valued at cost plus accrued interest which approximates fair value.

Certificates of Deposit and Corporate Bonds – Valued at fair value by discounting the related cash flows based on current yields of similar instruments with comparable characteristics, as provided by third party using a computerized valuation formula

Deferred Compensation Liability – Valued based on the market value of the underlying deferred compensation plan assets.

NOTE 7 PROPERTY AND EQUIPMENT

Property and equipment as of September 30, 2019 and 2018, consisted of the following:

	2019	2018
Software	\$ 24,674,636	\$ 24,634,175
Equipment	3,036,404	2,946,842
Leasehold Improvements	1,750,214	1,750,214
Work in Process	51,351	-
Furniture	531,719	531,719
Total Property and Equipment	30,044,324	29,862,950
Less: Accumulated Depreciation and Amortization	(17,846,636)	(13,402,646)
Property and Equipment, Net	\$ 12,197,688	\$ 16,460,304

Depreciation and amortization expense for the years ended September 30, 2019 and 2018, was \$4,570,487 and \$4,625,259, respectively.

NOTE 8 BOARD-DESIGNATED NET ASSETS

The board of directors has designated unrestricted net assets as follows:

	2019	2018
IT Systems Modernization	\$ 14,800,000	\$ 11,500,000
NMVTIS Modernization	9,916,968	10,000,000
Operating Reserve	8,000,000	8,000,000
State-to-State Reserve	8,196,322	6,713,533
Total Board-Designated Net Assets	\$ 40,913,290	\$ 36,213,533

Funds included in Board designated net assets are accessed and withdrawn from long-term investments after approval from the Board of Directors is obtained.

IT Systems Modernization

During the year ended September 30, 2018, the board of directors approved a reserve totaling \$11,500,000 to sustain and secure IT systems for AAMVA's members on an ongoing basis. The balance as of September 30, 2019, was \$14,800,000.

National Motor Vehicle Title Information System (NMVTIS) Modernization

During the year ended September 30, 2014, the board of directors designated \$10,000,000 for the NMVTIS modernization work, which began in fiscal year 2019. Implementation will occur in phases over the next several years. The balance as of September 30, 2019, was \$9,916,968.

Operating Reserve

The board of directors established an operating reserve which is based on six months of budgeted operating reserve expenses. As of September 30, 2019 and 2018, the balance of the operating reserve was \$8,000,000.

NOTE 8 BOARD-DESIGNATED NET ASSETS (CONTINUED)

State-to-State Reserve

The board of directors designated the net surplus related to the State-to-State (S2S) program to support various activities at the recommendation of the S2S Governance Committee, including on-boarding states, funding future system enhancements and funding future system re-engineering. As of September 30, 2019, the balance of the S2S reserve was \$8,196,322.

NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes as of September 30.

	 2019		2018
Subject to Expenditure for Specified Purpose:	 _	-	_
CDLIS Program	\$ 26,663,061	\$	26,127,565
NMVTIS Program	 1,754,000		1,598,358
Total	\$ 28,417,061	\$	27,725,923

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the years ended September 30:

	 2019		2018
Satisfaction of Purpose Restrictions:	 		
CDLIS Program	\$ 5,794,963	,	\$ 1,102,377
NMVTIS Program	 4,931,108		397,574
Total	\$ 10,726,071		\$ 1,499,951

CDLIS Program

Included in software in Note 7 are costs incurred by AAMVA as part of a federally funded program to build the CDLIS software. AAMVA charges users fees for the use of the software. As of September 30, 2019 and 2018, AAMVA had cumulative unspent program income of \$26,663,061 and \$26,127,565, respectively, that was restricted to be used to operate and maintain CDLIS, fund future modernization efforts for CDLIS, and fund other activities related to CDLIS and other federal transportation program objectives jointly approved by AAMVA and the Federal Motor Carrier Safety Administration (FMCSA) in accordance with the agreement with the U.S. Department of Transportation. This amount includes allocated investment income totaling \$1,180,863 and \$49,071 for the years ended September 30, 2019 and 2018, respectively.

NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)

NMVTIS Program

Also included in software in Note 7 are costs incurred by AAMVA as part of a federally funded program to build the NMVTIS software. AAMVA charges users fees for the use of the software. As of September 30, 2019 and 2018, AAMVA had cumulative unspent program income of \$1,754,000 and \$1,598,358, respectively, that was restricted to be used exclusively to fund NMVTIS expenses in accordance with the agreement with the U.S. Department of Justice.

NOTE 10 COMMITMENTS, RISKS, AND CONTINGENCIES

Operating Lease

AAMVA leases office space under a noncancelable operating lease that expires on September 30, 2029. Monthly base rent begins at \$98,744, plus a prorated share of basic property operating costs. The lease also contains a fixed escalation clause for increases in the annual minimum rent at a rate of 2.5% per year. Under GAAP, all rental payments, including rent increases, are recognized on a straight-line basis over the term of the lease. The difference between the GAAP rent expense and the required lease payments is reflected as deferred rent in the accompanying consolidated statements of financial position. The terms of the lease include a tenant allowance of \$2,361,040, which AAMVA used to build out and furnish the office space. The tenant allowance is reflected as deferred leasehold incentive in the accompanying consolidated statements of financial position and is being amortized ratably over the term of the lease.

The following is a schedule of future minimum lease payments as of September 30, 2019:

Year Ending September 30,	 Amount
2020	\$ 1,340,640
2021	1,374,156
2022	1,408,510
2023	1,443,723
2024	1,479,816
Thereafter	7,972,858
Total	\$ 15,019,703

Rent expense totaled \$1,111,026 and \$1,097,220 for the years ended September 30, 2019 and 2018, respectively.

NOTE 10 COMMITMENTS, RISKS, AND CONTINGENCIES (CONTINUED)

Employment Contracts

AAMVA entered into an employment agreement with an employee that provides for compensation and benefits through August 31, 2020. The employee may terminate the agreement with 30 days' notice. AAMVA may terminate the agreement with cause at any time with no obligation for compensation and benefits beyond the effective date of termination. The agreement allows AAMVA to terminate without cause. In the event of termination without cause, AAMVA is obligated to provide severance equal to the equivalent of continued full compensation and benefits for 12 months following the effective date of the termination of the employee's employment.

Concentration of Credit Risk

AAMVA maintains its cash and cash equivalents with certain commercial financial institutions, which aggregate balance, at times, may exceed the Federal Deposit Insurance Corporation (FDIC) insured limit of \$250,000 per depositor per institution. The uninsured portion of these accounts is backed solely by the assets of the underlying institution. Therefore, the failure of an underlying institution could result in financial loss to AAMVA.

Financial Risk

AAMVA invests in a professionally managed portfolio that contains mutual funds, certificates of deposit, and corporate bonds. Such investments are exposed to various risks such as market and credit. Due to the level of risk associated with such investments, it is at least reasonably possible that changes in risks in the near term could materially affect investment balances and the amounts reported in the consolidated financial statements.

Compliance Audit

AAMVA has received federal grants that are subject to review, audit, and adjustment by various federal agencies for qualified expenses charged to the grants. Such audits could lead to requests for reimbursement to the federal agencies for any expenditures or claims disallowed under the terms of the agreements. The amount of expenditures which may be disallowed by the federal agencies cannot be determined at this time although AAMVA expects such amounts, if any, to be insignificant.

CDLIS Program Performance Audit

AAMVA serves as operator of CDLIS under the terms of a Cooperative Agreement between AAMVA and FMCSA that became effective on June 9, 2008 ("Cooperative Agreement"). In July 2016, FMCSA initiated a CDLIS program performance audit that covers program performance from October 1, 2009 to June 30, 2016. AAMVA, as operator of CDLIS and a recipient of federal funds under the Cooperative Agreement, was included in the scope of the program performance audit. AAMVA provided all available information and records requested by the FMCSA auditors. On November 29, 2017, AAMVA received a copy of the final version of the audit report that identified questioned costs of up to \$5 million as potentially reimbursable to FMCSA. In July 2019, FMCSA finalized its review and concluded AAMVA is liable for \$682 of the \$5 million questioned costs outlined in the audit report. FMCSA agreed to settle this obligation during the contract close-out process, which will occur after final indirect cost rates are issued for the applicable years.

NOTE 10 COMMITMENTS, RISKS, AND CONTINGENCIES (CONTINUED)

Provisional Indirect Cost Rates

Billings under cost-reimbursable government agreements are calculated using approved provisional rates that permit the recovery of indirect costs. These rates are subject to an annual review by AAMVA's cognizant agency. This review results in the negotiation and determination of the final indirect cost rates, which may create a liability for indirect cost recovery billed in excess of the actual rates or may allow for additional billings for unbilled indirect costs.

FMCSA reviews costs related to AAMVA's U.S. Federal Government funds, in accordance with the Uniform Guidance. Review of the indirect cost rates by FMCSA for years ended September 30, 2014 and 2015 are underway. As of March 2018, the recovery of indirect costs was suspended by FMCSA until a final negotiated indirect cost rate agreement (NICRA) is issued to AAVMA. Further discussions about matters impacting the indirect cost rates were finalized towards the end of FY2019, which will require AAMVA to resubmit indirect cost rate proposals for years ended September 30, 2016 through 2018. Management believes that results from FMCSA's review of the indirect cost rate for these years will not have a material effect on AAMVA's consolidated financial position as of September 30, 2019, or its results of operations for the year then ended.

NOTE 11 RETIREMENT PLANS

AAMVA has a defined contribution §401(k) plan which provides retirement benefits to its employees. AAMVA matches up to 4% of each participant's annual salary based on the participant's contribution. In accordance with the §401(k) plan, AAMVA may also provide an additional discretionary contribution to plan participants. For the years ended September 30, 2019 and 2018, the discretionary contribution was 3% of each participant's annual salary. During the years ended September 30, 2019 and 2018, AAMVA contributed \$777,611 and \$730,798, respectively, in matching contributions and made a discretionary contribution of \$649,225 and \$607,228, respectively, to the plan.

AAMVA also has a §457(b) deferred compensation plan (the §457(b) Plan) for certain employees. The §457(b) Plan provides for benefits payable in a lump sum or over a period of time not to exceed 10 years in the event of death, termination of employment or retirement. The §457(b) Plan is intended to be construed and administered in accordance with §457(b) of the IRC. AAMVA reserves the right to terminate the §457(b) Plan. The funds for the §457(b) Plan are held in trust by AAMVA in separate accounts for each employee and are invested by the trustees, as permitted by the §457(b) eligible deferred compensation trust documents. As of September 30, 2019 and 2018, deferred compensation investments and liability of \$10,699 and \$60,442, respectively, are included in the accompanying consolidated statements of financial position and represent the cumulative amount of contributions to the §457(b) Plan as well as accumulated earnings and losses since the §457(b) Plan's inception. Plan investments primarily consist of equity and fixed-income mutual funds, the fair market values of which are included in Note 6.

NOTE 12 INCOME TAXES

The Association and the Regions are exempt from the payment of taxes on income other than net unrelated business income under Section 501(c)(3) of the IRC. For the years ended September 30, 2019 and 2018, no provision for income taxes was made, as AAMVA had no net material unrelated business income.

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES **CONSOLIDATING STATEMENT OF FINANCIAL POSITION**

SEPTEMBER 30, 2019 (SEE INDEPENDENT AUDITORS' REPORT)

	AAMVA		Region I	 Region II	Region III	Region IV	Subtotal		Elir	mination	Total
ASSETS											
Cash and Cash Equivalents	\$ 2,700,14	8 \$	203,281	\$ 137,951	\$ 297,187	\$ 288,782	\$	3,627,349	\$	-	\$ 3,627,349
Investments	55,887,81	5	281,688	449,956	316,611	355,518		57,291,588		-	57,291,588
Accounts Receivable, Net	11,032,53	8	-	3,813	-	7,800		11,044,151		-	11,044,151
Due from Affiliate	3,01	6	-	-	-	3,693		6,709		(6,709)	-
Prepaid Expenses	1,014,33	6	10,726	2,473	4,842	32,661		1,065,038		-	1,065,038
Restricted Investments	28,417,06	1	-	-	-	-		28,417,061		-	28,417,061
Property and Equipment, Net	12,197,68	8	-	-	-	-		12,197,688		-	12,197,688
Deferred Compensation Investments	10,69	9	-	-	-	-		10,699		-	10,699
Deposits	135,74	4	-	 	 _	_		135,744			 135,744
Total Assets	\$ 111,399,04	5 \$	495,695	\$ 594,193	\$ 618,640	\$ 688,454	\$	113,796,027	\$	(6,709)	\$ 113,789,318
LIABILITIES AND NET ASSETS											
LIABILITIES											
Accounts Payable and Accrued Expenses	\$ 11,210,11	3 \$	5,377	\$ 3,744	\$ 5,244	\$ 196,059	\$	11,420,537	\$	-	\$ 11,420,537
Deferred Revenue	1,543,33	4	10,000	5,000	100,033	20,000		1,678,367		-	1,678,367
Due to Affiliate		-	3,169	1,065	2,475	-		6,709		(6,709)	-
Deferred Compensation	10,69	9	-	-	-	-		10,699		· -	10,699
Agency Funds Held	478,86	8	-	-	-	-		478,868		-	478,868
Deferred Leasehold Incentive	1,261,52	4	-	-	-	-		1,261,524		-	1,261,524
Deferred Rent	1,643,87	1	-	-	-	-		1,643,871		-	1,643,871
Total Liabilities	16,148,40	9	18,546	9,809	107,752	216,059		16,500,575		(6,709)	16,493,866
NET ASSETS											
Without Donor Restrictions:											
Board-Designated	40,913,29	0	-	-	-	-		40,913,290		-	40,913,290
Undesignated	25,920,28	5	477,149	584,384	510,888	472,395		27,965,101		-	27,965,101
Total Without Donor Restrictions	66,833,57	5	477,149	 584,384	 510,888	472,395		68,878,391		-	68,878,391
With Donor Restrictions:											
Purpose Restrictions	28,417,06	1	-	-	-	-		28,417,061		-	28,417,061
Total With Donor Restrictions	28,417,06	1	-	-	-	-		28,417,061		-	28,417,061
Total Net Assets	95,250,63	6	477,149	584,384	510,888	472,395		97,295,452		-	97,295,452
Total Liabilities and Net Assets	\$ 111,399,04	5 \$	495,695	\$ 594,193	\$ 618,640	\$ 688,454	\$	113,796,027	\$	(6,709)	\$ 113,789,318

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES **CONSOLIDATING STATEMENT OF FINANCIAL POSITION**

SEPTEMBER 30, 2018 (SEE INDEPENDENT AUDITORS' REPORT)

	AAMVA	Re	egion I	 Region II	Region III	 Region IV	 Subtotal	El	imination		Total
ASSETS											
Cash and Cash Equivalents	\$ 3,681,173	\$	278,694	\$ 211,860	\$ 223,944	\$ 90,578	\$ 4,486,249	\$	-	\$	4,486,249
Investments	54,280,236		272,558	435,372	306,349	441,411	55,735,926		-		55,735,926
Accounts Receivable, Net	9,386,561		10,000	25,000	57,250	1,650	9,480,461		-		9,480,461
Due from Affiliate	-		-	85	2,382	11,537	14,004		(14,004)		-
Prepaid Expenses	839,506		1,000	21,912	5,612	254	868,284		-		868,284
Restricted Investments	27,725,923		-	-	-	-	27,725,923		-		27,725,923
Property and Equipment, Net	16,460,304		-	-	-	-	16,460,304		-		16,460,304
Deferred Compensation Investments	60,442		-	-	-	-	60,442		-		60,442
Deposits	135,744		-	-	-	-	135,744		-		135,744
Total Assets	\$ 112,569,889	\$	562,252	\$ 694,229	\$ 595,537	\$ 545,430	\$ 114,967,337	\$	(14,004)	\$ 1	14,953,333
LIABILITIES AND NET ASSETS											
LIABILITIES											
Accounts Payable and Accrued Expenses	\$ 11,922,012	\$	1,340	\$ 3,139	\$ -	\$ 13,799	\$ 11,940,290	\$	-	\$	11,940,290
Deferred Revenue	1,406,708		30,000	30,000	130,633	-	1,597,341		-		1,597,341
Due to Affiliate	14,004		-	-	-	-	14,004		(14,004)		-
Deferred Compensation	60,442		-	-	-	-	60,442		-		60,442
Agency Funds Held	437,688		-	-	-	-	437,688		-		437,688
Deferred Leasehold Incentive	1,485,136		-	-	-	-	1,485,136		-		1,485,136
Deferred Rent	1,614,229		-	-	-	-	1,614,229		-		1,614,229
Total Liabilities	16,940,219		31,340	33,139	130,633	13,799	17,149,130		(14,004)		17,135,126
NET ASSETS											
Without Donor Restrictions:											
Board-Designated	31,690,214		530,912	661,090	464,904	531,631	33,878,751		-		33,878,751
Undesignated	36,213,533			 		 _	 36,213,533				36,213,533
Total Without Donor Restrictions	67,903,747		530,912	661,090	464,904	531,631	70,092,284		-		70,092,284
With Donor Restrictions:											
Purpose Restrictions	27,725,923		-	 -	_	 _	 27,725,923				27,725,923
Total With Donor Restrictions	27,725,923		-	-	-	-	27,725,923		-		27,725,923
Total Net Assets	95,629,670	-	530,912	661,090	464,904	531,631	97,818,207				97,818,207
Total Liabilities and Net Assets	\$ 112,569,889	\$	562,252	\$ 694,229	\$ 595,537	\$ 545,430	\$ 114,967,337	\$	(14,004)	\$ 1	14,953,333

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATING STATEMENT OF ACTIVITIES YEAR ENDED SEPTEMBER 30, 2019 (SEE INDEPENDENT AUDITORS' REPORT)

	 AAMVA	 Region I	 Region II	F	Region III	R	egion IV	 Total
NET ASSETS WITHOUT DONOR								
RESTRICTIONS								
Operating Revenue and Support:								
Dues, Services, and Fees	\$ 26,598,328	\$ -	\$ -	\$	-	\$	-	\$ 26,598,328
Less: Discounts	(1,952,249)	-	-		-		-	(1,952,249)
Government Grants and Contracts	8,398,737	-	-		-		-	8,398,737
Conferences and Workshops	969,092	287,433	289,870		154,483		288,573	1,989,451
Publications and Products	298,339	-	-		-		-	298,339
Other Income	12,577	-	-		-		8,106	20,683
In-Kind Contribution	-	-	12,000		-		-	12,000
Net Assets Released from								
Restrictions	 10,726,071	-	-		-		-	10,726,071
Total Operating Revenue and Support	 45,050,895	 287,433	 301,870		154,483		296,679	 46,091,360
Expenses:								
Program Services:								
Information Technology	28,576,298	-	-		-		-	28,576,298
Member Services and Public Affairs	8,654,385	350,325	393,159		118,760		370,023	9,886,652
Commercial Services and Business Solutions	1,841,986	-	-		-		-	1,841,986
Total Program Services	39,072,669	350,325	393,159		118,760		370,023	40,304,936
Supporting Services:								
General and Administrative	8,855,790	 -	-		-		-	 8,855,790
Total Expenses	47,928,459	350,325	 393,159		118,760		370,023	49,160,726
CHANGE IN NET ASSETS FROM								
OPERATIONS	(2,877,564)	(62,892)	(91,289)		35,723		(73,344)	(3,069,366)
OFERATIONS	(2,077,304)	(02,092)	(91,209)		33,723		(13,344)	(3,009,300)
Investment Income, Net	 1,807,392	 9,129	 14,583		10,261		14,108	 1,855,473
NET CHANGE IN NET ASSETS WITHOUT								
DONOR RESTRICTIONS	(1,070,172)	(53,763)	(76,706)		45,984		(59,236)	(1,213,893)
NET ASSETS WITH DONOR								
RESTRICTIONS								
Dues, Services, and Fees	10,236,346	-	-		-		-	10,236,346
Investment Income, Net	1,180,863	-	-		-		-	1,180,863
Net Assets Released from Restriction	 (10,726,071)	 <u>-</u>	 -				-	 (10,726,071)
NET CHANGE IN NET ASSETS WITH								
DONOR RESTRICTIONS	 691,138		 -				-	 691,138
CHANGE IN NET ASSETS	(379,034)	(53,763)	(76,706)		45,984		(59,236)	(522,755)
Net Assets - Beginning of Year	 95,629,670	530,912	661,090		464,904		531,631	 97,818,207
NET ASSETS - END OF YEAR	\$ 95,250,636	\$ 477,149	\$ 584,384	\$	510,888	\$	472,395	\$ 97,295,452

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES CONSOLIDATING STATEMENT OF ACTIVITIES YEAR ENDED SEPTEMBER 30, 2018 (SEE INDEPENDENT AUDITORS' REPORT)

	AAMVA		Region I	 Region II	F	Region III	R	Region IV		Total
NET ASSETS WITHOUT DONOR										
RESTRICTIONS										
Operating Revenue and Support:										
Dues, Services, and Fees	\$ 33,591,753	\$	-	\$ -	\$	-	\$	-	\$	33,591,753
Less: Discounts	(1,967,606)		-	-		-		-		(1,967,606)
Government Grants and Contracts	7,900,504		-	-		-		-		7,900,504
Conferences and Workshops	1,027,017		237,783	274,587		120,050		276,278		1,935,715
Publications and Products	212,892		-	-		-		-		212,892
Other Income	7,386		2,640	-		-		-		10,026
In-Kind Contribution	-			-		-		_		· -
Net Assets Released from										
Restrictions	1,499,951		_	_		_		_		1,499,951
Total Operating Revenue and Support	42,271,897		240,423	 274,587		120,050		276,278		43,183,235
Expenses:										
Program Services:										
Information Technology	25,807,408		-	-		-		-		25,807,408
Member Services and Public Affairs	7,970,602		182,420	279,329		88,181		298,908		8,819,440
Commercial Services and Business Solutions	2,094,768									2,094,768
Total Program Services	 35,872,778		182,420	 279,329		88,181		298,908		36,721,616
Supporting Services:	00,0.2,0		.02, .20	2.0,020		00,101		200,000		00,121,010
General and Administrative	7,774,890		_	_		_		_		7,774,890
Total Expenses	 43,647,668	•	182,420	 279,329		88,181		298,908		44,496,506
Total Expenses	 45,047,000		102,420	 210,020		00,101		230,300		44,430,300
CHANGE IN NET ASSETS FROM										
OPERATIONS	(1,375,771)		58,003	(4,742)		31,869		(22,630)		(1 212 271)
OFERATIONS	(1,373,771)		30,003	(4,742)		31,009		(22,030)		(1,313,271)
Investment Income, Net	2,235,946		7,835	 18,243		12,837		20,946		2,295,807
NET CHANGE IN NET ASSETS WITHOUT										
DONOR RESTRICTIONS	860,175		65,838	13,501		44,706		(1,684)		982,536
NET ASSETS WITH DONOR										
RESTRICTIONS										
Dues, Services, and Fees	643,832		-	-		-		-		643,832
Investment Income, Net	49,071		-	-		-		-		49,071
Net Assets Released from Restriction	(1,499,951)		<u> </u>	 						(1,499,951)
NET CHANGE IN NET ASSETS WITH										
DONOR RESTRICTIONS	 (807,048)		-	 		-		-		(807,048)
CHANGE IN NET ASSETS	53,127		65,838	13,501		44,706		(1,684)		175,488
Net Assets - Beginning of Year	 95,576,543		465,074	 647,589		420,198		533,315		97,642,719
NET ASSETS - END OF YEAR	\$ 95,629,670	\$	530,912	\$ 661,090	\$	464,904	\$	531,631	\$	97,818,207



INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors American Association of Motor Vehicle Administrators and Affiliates Arlington, Virginia

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of American Association of Motor Vehicle Administrators and Affiliates (AAMVA), which comprise the consolidated statement of financial position as of September 30, 2019, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated January 29, 2020.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered AAMVA's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of AAMVA's internal control. Accordingly, we do not express an opinion on the effectiveness of AAMVA internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



Board of Directors

American Association of Motor Vehicle Administrators
and Affiliates

Compliance and Other Matters

As part of obtaining reasonable assurance about whether AAMVA's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of consolidated financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

CliftonLarsonAllen LLP

Clifton Larson Allen LLP

Arlington, Virginia January 29, 2020



INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM, REPORT ON INTERNAL CONTROL OVER COMPLIANCE, AND REPORT ON THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS REQUIRED BY THE UNIFORM GUIDANCE

Board of Directors American Association of Motor Vehicle Administrators Arlington, Virginia

Report on Compliance for Each Major Federal Program

We have audited American Association of Motor Vehicle Administrators and Affiliates' (AAMVA) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of AAMVA's major federal programs for the year ended September 30, 2019. AAMVA's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for each of AAMVA's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about AAMVA's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of AAMVA's compliance.



Board of directors American Association of Motor Vehicle Administrators and Affiliates

Opinion on Each Major Federal Program

In our opinion, AAMVA complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended September 30, 2019.

Report on Internal Control Over Compliance

Management of AAMVA is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered AAMVA's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of AAMVA's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Board of directors

American Association of Motor Vehicle Administrators
and Affiliates

Report on Schedule of Expenditures of Federal Awards Required by the Uniform Guidance

We have audited the consolidated financial statements of AAMVA as of and for the year ended September 30, 2019, and have issued our report thereon dated January 29, 2020, which contained an unmodified opinion on those consolidated financial statements. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the Uniform Guidance and is not a required part of the consolidated 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 consolidated financial statements. The 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 auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

CliftonLarsonAllen LLP

Clifton Larson Allen LLP

Arlington, Virginia January 29, 2020

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED SEPTEMBER 30, 2019

Federal Grantor/Pass through Grantor/ Program or Cluster Title	Federal CFDA Number	Passed Through to Subrecipients			Federal Expenditures		
U.S. Department of Transportation Federal Motor Carrier Safety Administration:							
Commercial Driver's License Program Improvement Grant	20.232	\$	47,561	9	4,996,613		
National Highway Traffic Safety Administration: National Highway Traffic Safety Administration Discretionary							
Safety Grants	20.614		75	_	423,202		
Total Expenditures of Federal Awards		\$	47,636	9	5,419,815		

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS AND AFFILIATES NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS YEAR ENDED SEPTEMBER 30, 2019

NOTE 1 BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (SEFA) includes the federal award activity of AAMVA under programs of the federal government for the year ended September 30, 2019. The information on the SEFA is presented in accordance with the requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the SEFA presents only a selected portion of the operations of AAMVA, it is not intended to and does not present the financial position, changes in net assets, or cash flows of AAMVA.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the SEFA are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

NOTE 3 INDIRECT COST RATES

AAMVA does not use the 10% de minimis indirect cost rate under the Uniform Guidance.

NOTE 4 RECONCILIATION OF SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS TO CONSOLIDATED FINANCIAL STATEMENTS

Expenditures of Federal Awards	\$ 5,419,815
Fixed-Price Contracts	2,978,922
Government Grants and Contract Revenue	
	8.398.737

AMERICAN ASSOCIATION OF MOTOR VEHICLE ADMINISTRATORS SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED SEPTEMBER 30, 2019

Section I – Summary of Auditors' Results				
1.	Type of auditors' report issued:	Unmodified		
2.	Internal control over financial reporting:			
	 Material weakness(es) identified? 	yes	Х	_ no
	 Significant deficiency(ies) identified? 	yes	Х	_ no
3.	Noncompliance material to financial statements noted?	yes	X	_ no
Feder	ral Awards			
1.	Internal control over major federal programs:			
	 Material weakness(es) identified? 	yes	Χ	_ no
	Significant deficiency(ies) identified?	yes	Х	_ no
2.	Type of auditors' report issued on compliance for major federal programs:	Unmodified		
3.	Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)?	yes	X	_ no
Identi	fication of Major Federal Programs			
CFDA Number(s)		Name of Federal Program or Cluster		
20.232		Commercial Driver's License Program Improvement Grant		
Dollar threshold used to distinguish between Type A and Type B programs:		\$750,000		
Auditee qualified as low-risk auditee?		Xyes		no

Section II – Financial Statement Findings

CURRENT YEAR FINDINGS – FINANCIAL STATEMENTS FINDINGS

None

CURRENT YEAR FINDINGS – MAJOR FEDERAL AWARD FINDINGS AND QUESTIONED COSTS

None

STATUS OF PRIOR YEAR AUDIT FINDING

U.S. Department of Transportation, Federal Motor Carrier Safety Administration

American Association of Motor Vehicle Administrators and Affiliates respectfully submits the following summary schedule of prior audit findings for the year ended September 30, 2019.

Audit period: October 1, 2018 - September 30, 2019

The findings from the prior audit's schedule of findings and questioned costs are discussed below. The findings are numbered consistently with the numbers assigned in the prior year.

FINDINGS—FEDERAL AWARD PROGRAMS AUDITS

U.S. Department of Transportation, Federal Motor Carrier Safety Administration

2018-001: Commercial Driver's License Program Improvement Grant – CFDA No. 20.232

Condition: The federal share of expenditures reported on three out of the eight federal financial reports tested were understated.

Status: There were no such instances noted in the current year.

If the U.S. Department of Transportation, Federal Motor Carrier Safety Administration has questions regarding this plan, please contact Wendy Sibley or Shaunita Minor.