# AMERICANS UNITED FOR SEPARATION OF CHURCH AND STATE FINANCIAL STATEMENTS SEPTEMBER 30, 2021



# MULLEN SONDBERG WIMBISH & STONE, PA

CERTIFIED PUBLIC ACCOUNTANTS

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# INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of Americans United for Separation of Church and State Washington D.C.

We have audited the accompanying financial statements of Americans United for Separation of Church and State (a non-profit organization), which comprise the statement of financial position as of September 30, 2021, and the related statements of activities, functional expenses, and cash flows for the year 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.

To the Board of Trustees of Americans United for Separation of Church and State

# **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Americans United for Separation of Church and State as of September 30, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

# Report on Summarized Comparative Information

We have previously audited the Americans United for Separation of Church and State's 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 20, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

MULLEN, SONDBERG, WIMBISH & STONE, P.A.

Mullen Sondberg Wimbish & Stone

Annapolis, Maryland April 29, 2022

# Americans United for Separation of Church and State STATEMENT OF FINANCIAL POSITION September 30, 2021

# ASSETS

ASSLIS		2021		2020
CLIDDENIT ACCETS		2021		2020
CURRENT ASSETS  Coch and each equivalents	\$	2 654 097	\$	2 210 015
Cash and cash equivalents Investments	Ф	2,654,987	Φ	2,310,015
		10,836,656		7,996,176
Bequests receivable Unconditional promises to give		5,190,231		855,082
Interest receivable		25,000		17 975
Other receivables		18,117 3,797		17,875
		254,484		2,423 129,210
Prepaid expenses		35,743		15,632
Deposits				
Total current assets		19,019,015		11,326,413
PROPERTY AND EQUIPMENT				
Net of accumulated depreciation		593,128		672,531
OTHER ASSETS				
Cash equivalents - restricted for remainder trust		8,055		6,850
Investments - restricted for remainder trust		235,467		218,407
Unconditional promises to give, net of discount		24,575		-
Deposits		85,505		85,505
Finance lease right of use assets, net of accumulated amortization		10,767		26,039
Operating lease right of use asset		3,365,978		3,791,598
Total other assets		3,730,347		4,128,399
Total assets	\$	23,342,490	\$	16,127,343
LIABILITIES AND NET ASSETS	S			
CURRENT LIABILITIES	_		_	
Accounts payable	\$	99,693	\$	136,987
Accrued expenses		464,134		481,748
Deferred rent		116,537		93,441
Finance lease obligations		6,865		15,992
Charitable annuities payable		91,650		121,170
Operating lease liability		585,931		562,835
Total current liabilities		1,364,810		1,412,173
LONG-TERM LIABILITIES				
Deferred rent		842,325		958,862
Finance lease obligations		4,712		11,577
Charitable annuities payable		341,291		424,400
Remainder trust payable		126,436		119,722
Accrued pension		2,297,192		1,602,091
Operating lease liability		2,780,047		3,228,763
			-	
Total long-term liabilities		6,392,003		6,345,415
Total liabilities		7,756,813		7,757,588
NET ASSETS				0.5.5
Without donor restrictions		6,381,884		836,019
Without donor restrictions - Board-designated		8,990,341		7,428,201
With donor restrictions		213,452		105,535
Total net assets		15,585,677		8,369,755
Total liabilities and net assets	\$	23,342,490	\$	16,127,343

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

# Americans United for Separation of Church and State STATEMENT OF ACTIVITIES

# Year Ended September 30, 2021

With Summarized Financial Information for the Year Ended September 30, 2020

	Without Donor Restrictions	With Donor Restrictions	2021	2020
REVENUES, GAINS AND OTHER SUPPORT				
Bequests	\$ 8,282,801	\$ -	\$ 8,282,801	\$ 1,318,518
Contributions	5,588,181	123,865	5,712,046	5,381,546
Realized and unrealized gain (loss) on investments	1,551,334	=	1,551,334	(1,049,437)
Donated services	1,090,057	-	1,090,057	1,048,432
Trust and foundation grants	801,892	=	801,892	590,805
Investment income, net of expenses	242,185	-	242,185	313,434
Change in value of split interest agreements	30,416	11,552	41,968	(52,113)
Gift annuity income	14,458	-	14,458	23,145
Other revenue	9,703	-	9,703	24,360
Contributions - chapters	8,749	-	8,749	14,254
Sales of literature	3,465	-	3,465	1,254
Contributions - local churches	2,685	-	2,685	2,605
Legal settlement	-	=	-	409,950
National Advocacy Summit	-			49,881
Net assets released from restriction	17,625,926 27,500	135,417 (27,500)	17,761,343	8,076,634
Total revenues, gains, and other support	17,653,426	107,917	17,761,343	8,076,634
EXPENSES				
Program services				
Educational and publication division	2,727,104	_	2,727,104	2,391,503
Field services division	1,636,889		1,636,889	1,649,840
Legal division	2,879,514	_	2,879,514	2,582,994
Trustees and national advisory council	2,077,314		2,077,314	2,302,774
meetings	16,202		16,202	15,335
Total program services	7,259,709	-	7,259,709	6,639,672
Supporting services				
Management and general	859,569	-	859,569	849,581
Fundraising	1,648,525		1,648,525	1,638,082
Total supporting services	2,508,094		2,508,094	2,487,663
Total expenses	9,767,803		9,767,803	9,127,335
Change in net assets before other items	7,885,623	107,917	7,993,540	(1,050,701)
OTHER ITEMS				
Minimum pension liability adjustment	(777,618)		(777,618)	(917,957)
Change in net assets	7,108,005	107,917	7,215,922	(1,968,658)
NET ASSETS AT BEGINNING OF YEAR	8,264,220	105,535	8,369,755	10,338,413
NET ASSETS AT END OF YEAR	\$ 15,372,225	\$ 213,452	\$ 15,585,677	\$ 8,369,755

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

# Americans United for Separation of Church and State STATEMENT OF FUNCTIONAL EXPENSES Year Ended September 30, 2021

Year Ended September 30, 2021 With Summarized Financial Information for the Year Ended September 30, 2020

			Program Services				Supporting Services	S	To	tal
	Educational a Publication Division		es Legal Division	Trustees and National Advisory Council Meetings	Total Program Services	Management and General	Fundraising	Total Supporting Services	2021	2020
Salaries	\$ 963,6	91 \$ 938,86	66 \$ 1,030,137	\$ -	\$ 2,932,694	\$ 390,244	\$ 444,545	\$ 834,789	\$ 3,767,483	\$ 3,490,433
Employee benefits/payroll taxes Donated services	288,1	02 313,30	9 320,396 - 1,090,057	-	921,807 1,090,057	157,979	122,881	280,860	1,202,667 1,090,057	1,013,739 1,048,432
Direct mail	557,8	57	1,070,037	_	557,857	143,128	299,527	442,655	1,000,512	1,112,155
Office rent/lease expense	126,1		73 134,817	_	383,811	51,073	58,179	109,252	493,063	488,749
Consulting fees	43,8			_	133,589	17,776	202,288	220,064	353,653	265,539
Professional fees	2,9		- 13,643	_	16,569	-	301,108	301,108	317,677	300,339
Advertising	150,8		· ·	_	167,759	3,348	9,314	12,662	180,421	97,628
Printing and production	122,4			_	133,640	820	16,462	17,282	150,922	189,485
Dues and subscriptions	52,9		,	_		9,960	7,603	17,563	144,193	115,458
Depreciation and amortization	36,7			_	111,849	14,883	16,954	31,837	143,686	152,281
Postage and delivery	98,3			_	100,119	350	37,182	37,532	137,651	157,721
Polling	115,0			_	115,000	-	-		115,000	-
Website hosting and online services	22,7		77 48,333	_	93,274	9,218	10,501	19,719	112,993	110,321
Data processing	,,	_		_	_	-	85,626	85,626	85,626	53,189
Campaigns	80,0	00		-	80,000	-	, <u>-</u>		80,000	47,611
Bank fees	16,9	46 16,5	2 18,116	-	51,574	6,862	7,817	14,679	66,253	75,647
Professional development and meetings	5,3		4,867	-	40,690	13,574	3,453	17,027	57,717	86,848
Telephone	10,1	92 13,2	77 12,225	-	35,694	9,206	7,603	16,809	52,503	26,716
Insurance	7,0			-	28,977	2,851	3,248	6,099	35,076	33,954
Computer and other supplies	3,8			-	15,911	14,962	3,033	17,995	33,906	36,391
Accounting/audit	7,4	05 7,2	4 7,916	-	22,535	2,999	3,416	6,415	28,950	28,020
Legal academy		-	- 27,500	-	27,500	-	-	_	27,500	-
Trustees expenses		-		16,202	16,202	-	-	-	16,202	15,335
Temporary help	9,5	00	- 750	-	10,250	-	5,500	5,500	15,750	17,500
Chapter reimbursements		- 15,50	- 00	-	15,500	-	-	-	15,500	28,300
National Advocacy Summit		- 14,4		-	14,475	-	-	-	14,475	62,410
Travel and entertainment	4	59 30	866	-	1,693	8,465	155	8,620	10,313	40,566
Payroll services	2,2	34 2,1	2,389	-	6,800	905	1,031	1,936	8,736	7,711
Utilities	1,4	53 1,4	6 1,554	-	4,423	589	670	1,259	5,682	2,031
Minor equipment	6	88 6'		-	2,095	279	318	597	2,692	2,887
Interest expense	2	42 23	35 258	-	735	98	111	209	944	1,581
Other		-	<u>-</u>	-		<u> </u>		-		18,358
Total expenses	\$ 2,727,1	04 \$ 1,636,88	<u>\$9</u> \$ 2,879,514	\$ 16,202	\$ 7,259,709	\$ 859,569	\$ 1,648,525	\$ 2,508,094	\$ 9,767,803	\$ 9,127,335

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

# Americans United for Separation of Church and State STATEMENT OF CASH FLOWS Year Ended September 30, 2021

	2021		2020		
CASH FLOWS FROM OPERATING ACTIVITIES:					
Change in net assets	\$	7,215,922	\$	(1,968,658)	
Adjustments to reconcile change in net assets					
to net cash provided by operating activities:					
Depreciation and amortization		143,686		152,281	
Realized and unrealized (gain) loss on investments		(1,551,334)		1,049,437	
Change in value of split interest agreements		(41,968)		52,113	
Contributions restricted for long term purposes		(49,575)		-	
Donated securities		(117,947)		(128,629)	
(Increase) decrease in operating assets:					
Bequests receivable		(4,335,149)		1,914,937	
Interest receivable		(242)		14,307	
Other receivables		(1,374)		(179)	
Prepaid expenses		(125,274)		(39,641)	
Deposits		(20,111)		8,142	
Increase (decrease) in operating liabilities:					
Accounts payable		(37,294)		33,377	
Accrued expenses		(17,614)		47,762	
Deferred rent		(93,441)		(80,451)	
Accrued pension		695,101		773,490	
Net cash provided by operating activities		1,663,386		1,828,288	
CASH FLOWS FROM INVESTING ACTIVITIES:					
Purchase of investments, including income reinvested		(2,694,816)		(2,789,281)	
Proceeds from sales of investments		1,506,557		2,405,972	
Purchase of property and equipment		(49,011)		(28,296)	
Net cash used in investing activities		(1,237,270)		(411,605)	
Net cash used in investing activities		(1,237,270)		(411,003)	
CASH FLOWS FROM FINANCING ACTIVITIES:					
Increase in annuities payable from new gifts		15,181		27,655	
Investment income on annuity funds		29,507		378	
Principal payments on finance lease obligations		(15,992)		(15,355)	
Payments on annuities payable		(108,635)		(130,230)	
Net cash used in financing activities		(79,939)		(117,552)	
Net change in cash and cash equivalents		346,177		1,299,131	
Cash, cash equivalents, and restricted cash equivalents at beginning of year		2,316,865		1,017,734	
Cash, cash equivalents, and restricted cash equivalents at end of year	\$	2,663,042	\$	2,316,865	
Cash, cash equivalents, and restricted cash equivalents consist of the following at end of year:					
Cash and cash equivalents	\$	2,654,987	\$	2,310,015	
Restricted cash equivalents - restricted for remainder trust		8,055		6,850	
Cash, cash equivalents, and restricted cash and cash equivalents at end of year	\$	2,663,042	\$	2,316,865	
SUPPLEMENTARY DISCLOSURES:					
Cash paid during the year for interest	\$	943	\$	1,581	
cash para asing the jour for interest	Ψ	713	Ψ	1,501	

# Note 1 - Summary of Significant Accounting Policies

# Nature of Organization

Americans United for Separation of Church and State (the Organization) is organized as a non-profit educational organization, and is granted tax-exempt status under Section 501(c)(3) of the Internal Revenue Code. The objective of the Organization is to defend, maintain, and promote religious liberty and the constitutional principle of the separation of church and state. The Organization's primary sources of support and revenues are contributions and investment income.

#### **Basis of Accounting**

The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America. This basis of accounting involves the application of accrual accounting; consequently, revenues and gains are recognized when earned, and expenses and losses are recognized when incurred.

#### **Basis of Presentation**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended September 30, 2020, from which the summarized information was derived.

#### Net Asset Classification

The financial statements of the Organization have been prepared in accordance with U.S. Generally Accepted Accounting Principles, which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

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

<u>Net assets with donor restrictions</u>: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

# Note 1 - Summary of Significant Accounting Policies (Cont.)

# Reclassification

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform to the presentation in the current year financial statements.

# Measure of Operations

The statement of activities reports all changes in net assets, including changes in net assets from operating and nonoperating activities. Operating activities consist of those items attributable to the Organization's ongoing program services. Nonoperating activities are limited to resources from other activities considered to be of a more unusual or nonrecurring nature.

#### Revenue Recognition – Contributions

Contributions received are recorded as net assets with or without donor restrictions, depending on the existence and/or nature of any donor-imposed restriction. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions, depending upon the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or a purpose restriction is accomplished), net assets with donor restrictions are reclassified as net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

#### Revenue Recognition – Trust and Foundation Grants

Grants are reported as revenue based on the terms and conditions of each specific grant agreement with the grantor. Grants that are earned based on expenditure of specific expenses are recorded as revenue when the expenses are incurred and the Organization has an unconditional right to the grant funds. Unexpended grant awards under these arrangements are classified as deferred revenue in the statement of financial position until they are earned. Grants that are received with grantor restrictions or stipulations regarding the use of the grant funds are classified as grants with donor restrictions. When a grantor restriction expires, that is, when the restriction is met, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Donor-restricted grants whose restrictions are met in the same year are reported as support without grantor restrictions.

# Revenue Recognition - Bequests

The Organization has been named as beneficiary of various estates. Revenue is recognized when the Organization is notified and the amount of the bequest is known.

#### Note 1 - Summary of Significant Accounting Policies (Cont.)

#### 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 contingencies at the statement of financial position date and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Income Tax Status

The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and is classified as other than a private foundation. It is exempt from paying federal income tax on any income except unrelated business income. No provision has been made for income taxes as the Organization has had no significant unrelated business income.

#### **Income Tax Position**

The Organization follows the guidance of ASC 740-10, "Accounting for Uncertainty in Income Taxes" which clarifies the accounting for the recognition and measurement of the benefits of individual tax positions in the financial statements, including those of non-profit organizations. Tax positions must meet a recognition threshold of more-likely-than-not in order for the benefit of those tax positions to be recognized in the Organization's financial statements.

The Organization analyzes tax positions taken, including those related to the requirements set forth in IRC Sec. 501(c) to qualify as a tax exempt organization, activities performed by volunteers and Board members, the reporting of unrelated business income, and its status as a tax-exempt organization under Washington, D.C. statute. The Organization does not know of any tax benefits arising from uncertain tax positions and there was no effect on the Organization's financial position or changes in net assets as a result of analyzing its tax positions.

#### Allocation of Functional Expenses

Accounting principles generally accepted in the United States of America require all non-profit organizations to present their expenses on a functional basis, separating program services from management and general, and fundraising expenses. Functional expenses are either charged directly to program services as incurred or allocated based on estimates of time and effort or usage. The expenses that have been allocated based on estimates of time and effort or usage include salaries and related benefits and payroll taxes, rent, depreciation, supplies, insurance, interest, telephone and internet, and utilities.

# Note 1 - Summary of Significant Accounting Policies (Cont.)

# Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents represent deposits in checking and savings accounts and certificates of deposit with maturities of ninety days or less.

#### Investments

Investments with readily determinable fair values are reported at fair value in the statement of financial position. The net realized and unrealized appreciation (depreciation) in market value of investments is reflected in the statement of activities. Investments consist of various debt and equity investment vehicles, and cash and money market funds held by a broker.

#### **Unconditional Promises to Give**

Unconditional promises to give are recorded as pledges receivable and recognized as revenue in the periods received. Unconditional promises to give in a future period are discounted to their net present value at the time the revenue is recorded. Provisions are made for uncollectible pledges based on anticipated collection losses. Estimated losses are generally determined from historical collection experience and a review of outstanding unconditional promises to give.

The Organization uses the allowance method to determine uncollectible promises to give. The allowance is based on prior years' experience and management's analysis of specific promises to give. The allowance for uncollectible unconditional promises to give totaled \$-0- as of September 30, 2021 and 2020.

#### Other Receivables

Other receivables are stated at the full amount, an allowance for doubtful accounts is not deemed necessary by management.

#### Property and Equipment

Organization policy dictates capitalization of property, plant and equipment costing \$1,000 or more. Property and equipment are stated at cost. Gifts of long-lived assets such as land, buildings, or equipment are recorded at their fair value. Depreciation is provided on the straight-line method over the estimated useful lives of the depreciable assets.

# Non-Cash Donations

Donated markable securities and other non-cash donations are reflected in the accompanying financial statements at their estimated fair market value at date of donation.

# Note 1 - Summary of Significant Accounting Policies (Cont.)

#### Leases

The Organization recognizes a right of use (ROU) asset and lease liability on the statement of financial position for all leases with a term of longer than 12 months. Leases are classified as financing or operating. Finance leases are expensed through interest and amortization expense and operating leases are expensed through lease expense on the statement of activities.

#### **Donated Services**

Donated 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 be purchased by the Organization. The Organization recognized the fair value of donated legal services as revenue and expense in the amount of \$1,090,057 and \$1,048,432 for the years ended September 30, 2021 and 2020, respectively.

#### Advertising

The Organization expenses advertising costs when incurred. Advertising expenses were \$180,421 and \$97,628 for the years ended September 30, 2021 and 2020, respectively.

#### **New Accounting Pronouncement**

On October 1, 2020, the Organization adopted ASU 2014-09, Revenue Recognition (Topic 606) - "Revenue from Contracts with Customers", which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance. ASU 2014-09 outlines a five-step process for revenue recognition that focuses on transfer of control, as opposed to a transfer of risk and rewards, and also requires enhanced disclosures regarding the nature, amount, and timing and uncertainty of revenues and cash flows from contracts with customers. Major provisions include determining which goods and services are distinct and represent separate performance obligations, how variable consideration (which may include change orders and claims) is recognized, whether revenue should be recognized at a point in time or over time and ensuring the time value of money is considered in the transaction price. The Organization adopted ASU 2014-09 and related amendments using the retrospective method. Accordingly, the financial statements for the year ending September 30, 2020 have been adjusted to fully conform with ASU 2014-09. The adoption of ASU 2014-09 did not have any impact on the Organization's financial position, results of operations or cash flows, and therefore did not result in a prior period adjustment.

#### Note 2 - Concentration of Cash Balances

At September 30, 2021 and 2020, and at various times during the fiscal years then ended, the Organization maintained cash balances in excess of the federally insured limit. Accounts at each institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000.

# Note 3 - Availability and Liquidity

The following represents the Americans United for Separation of Church and State's financial assets at September 30:

Financial assets at year end:		2021	2020
Cash and cash equivalents	\$	2,663,042	\$ 2,316,865
Investments		11,072,123	8,214,583
Bequests receivable		5,190,231	855,082
Unconditional promises to give		49,575	-
Interest receivable		18,117	17,875
Other receivables		3,797	2,423
Total financial assets		18,996,885	11,406,828
Less: amounts not available to be used within one year:			
Restricted cash and cash equivalents - restricted for remainder trust		(8,055)	(6,850)
Restricted investments - restricted for remainder trust		(235,467)	(218,407)
Donor restricted funds		(96,365)	_
Total amounts not available to be used within one year		(339,887)	(225,257)
Total financial assets, net of amounts not available to be used within one year		18,656,998	11,181,571
Less: Board-designated funds	_	(8,990,341)	(7,428,201)
Financial assets available to meet general expenditures			
over the next twelve months	\$	9,666,657	\$ 3,753,370

The Organization's goal is to establish at least three months of average recurring operating costs in available liquidity (approximately \$2,190,000). Monthly average recurring costs are calculated by dividing total operating expenses for the year by twelve months.

The Organization has Board-designated funds. Determination of the need to use these funds required analysis of the sufficiency of the current level of reserve funds, the availability of any other sources of funds before using reserves, evaluation of the time period for which the funds will be required to be replenished, and Board of Trustees authorization.

# Note 4 - Investments

Investments are presented in the financial statements at fair market value. Donated securities are recorded at fair market value on the date of the gift. Investments consisted of the following for the years ended September 30:

		2021	
	Cost	Market	Cumulative Unrealized Gain (Loss)
Corporate stocks Bonds Exchange traded funds Mutual funds Real estate investment trusts Mortgage backed assets	\$ 5,178,138 1,731,134 914,686 1,763,895 197,450	\$ 6,205,571 1,723,599 931,340 1,744,464 231,647 35	\$ 1,027,433 (7,535) 16,654 (19,431) 34,197 35
Restricted investments - annuities	 9,785,303 274,820	10,836,656 235,467	1,051,353 (39,353)
	\$ 10,060,123	\$ 11,072,123	\$ 1,012,000
		2020	Cumulative Unrealized
	 Cost	Market	Gain (Loss)
Corporate stocks Bonds Preferred stocks Exchange traded funds Mutual funds Mortgage backed assets	\$ 5,824,462 1,782,948 665,508 396,304 1,838	\$ 5,034,221 1,819,454 672,052 462,074 8,334 41	\$ (790,241) 36,506 6,544 65,770 6,496 41
Restricted investments - annuities	8,671,060 274,820	7,996,176 218,407	(674,884) (56,413)
	 27.1,020		(00,110)

Realized and unrealized gain (loss) on the value of investments for the years ended September 30, 2021 and 2020 amounted to \$1,551,334 and \$(1,049,437), respectively.

# Note 5 - Fair Value Measurement

ASC 820-10 Fair Value Measurements establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under FASB ASC820 are as described as follows:

- Level 1: Inputs that reflect unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date.
- Level 2: Inputs to the valuation methodology include:
  - quoted prices for similar assets or liabilities in active markets;
  - quoted prices for identical or similar assets or liabilities in inactive markets:
  - inputs other than quoted prices that are observable for the asset or liability;
  - inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs that are unobservable and supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Investments whose values are based on quoted market prices in active markets, and are, therefore classified with Level 1, include active mutual funds, corporate stocks, bonds, preferred stocks, and exchange traded funds.

Investments that trade in markets that are not considered to be active, but are valued based on quoted market prices, dealer quotations, or alternative pricing sources supported by observable inputs are classified with Level 2. As Level 2 investments include positions that are not traded in active markets and/or are subject to transfer restrictions, valuations may be adjusted to reflect liquidity and/or non-transferability, which are generally based on available market information. Level 2 investments include certain mortgage backed assets and unit investment trust annuities.

#### Note 5 - Fair Value Measurement (Cont.)

Liabilities classified within Level 3 have significant unobservable inputs. Level 3 assets include unconditional promises to give. Unconditional promises to give are discounted to present value using the annual mid-term annual applicable federal rate of .86% and -0-% as of September 30, 2021 and 2020, respectively. Level 3 liabilities include charitable gift annuities payable and remainder trusts. The Organization uses the actuarial method of recording annuity contracts. Under this method, when a gift is received, the present value of the aggregate annuity payable is recorded as a liability, based upon life expectancy tables. The charitable gift annuity liability account is credited with investment income and gains and is charged with investment losses and payments to the beneficiary. Periodic adjustments are made between the liability account and the net asset account for actuarial gains and losses.

There have been no changes in investment valuation techniques or inputs.

The tables below present the balances of assets and liabilities measured at fair value on a recurring basis by level within the hierarchy as of:

September 30, 2021	Level 1	 Level 2	Level 3	 Total
Assets				
Investments				
Corporate stocks	\$ 6,205,571	\$ -	\$ -	\$ 6,205,571
Bonds	1,723,599	-	-	1,723,599
Exchange traded funds	931,340	-	-	931,340
Mutual funds	1,744,464	-	-	1,744,464
Mortgage backed assets	-	35	-	35
Real estate investment trusts	231,647	-	-	231,647
Restricted annuities	 	235,467		235,467
Total investments	10,836,621	235,502	-	11,072,123
Unconditional promises to give	 		 49,575	 49,575
Total assets	\$ 10,836,621	\$ 235,502	\$ -	\$ 11,121,698
Liabilities				
Charitable annuities payable	\$ _	\$ _	\$ 432,941	\$ 432,941
Remainder trust payable	 	 	 126,436	 126,436
Total liabilities	\$ 	\$ 	\$ 559,377	\$ 559,377

Note 5 - Fair Value Measurement (Cont.)

September 30, 2020	Level 1	 Level 2	Level 3	Total
Assets				
Investments				
Corporate stocks	\$ 5,034,221	\$ -	\$ -	\$ 5,034,221
Bonds	1,819,454	-	-	1,819,454
Perferred stocks	672,052	-	-	672,052
Exchange traded funds	462,074	-	-	462,074
Mutual funds	8,334	_	_	8,334
Mortgage backed assets	-	41	-	41
Restricted annuities	 	218,407	-	 218,407
Total investments	 7,996,135	218,448		 8,214,583
Liabilities				
Charitable annuities payable	\$ _	\$ _	\$ 545,570	\$ 545,570
Remainder trust payable	 	 _	 119,722	119,722
Total liabilities	\$ 	\$ 	\$ 665,292	\$ 665,292

The following table is a roll forward of the statement of financial position amounts for financial instruments classified within Level 3. Fair value measurement as of September 30, 2021 and 2020 using Level 3 inputs is as follows:

	 Assets	Liabilities						
	Pledges eceivable	A	Charitable Annuities Payable		emainder ist Payable			
Balance as of September 30, 2019 Investment loss Contributions Payments to annuitants Actuarial adjustment	\$ - - - -	\$	589,942 - 27,655 (121,663) 49,636	\$	125,434 378 - (8,567) 2,477			
Balance as of September 30, 2020	\$ 	\$	545,570	\$	119,722			
Balance as of September 30, 2020 Investment gain Contributions Payments to annuitants Actuarial adjustment Present value discount	\$ 50,000 - - (425)	\$	545,570 - 15,181 (97,394) (30,416)	\$	119,722 29,507 - (11,241) (11,552)			
Balance as of September 30, 2021	\$ 49,575	\$	432,941	\$	126,436			

# Note 6 - Unconditional Promises to Give

Unconditional promises to give are as follows at September 30:

	2021	202	20
Unconditional promises to give due in less than one year Unconditional promises to give due in one to five years	\$ 25,000 25,000	\$	<u>-</u>
Total unconditional promises to give Less: present value discount	50,000 (425)		- -
	\$ 49,575	\$	

Unconditional promises to give have been discounted to present value using the annual midterm applicable federal rate of .86% as of September 30, 2021.

# Note 7 - Property and Equipment

Property and equipment consisted of the following for the years ended September 30:

	Estimated Lives	Estimated Lives 2021	
Land		\$ 2,400	0 \$ 2,400
Mineral rights		2,970	2,970
Leasehold improvements	10 years	897,076	897,076
Furniture and equipment	5-7 years	501,104	4 452,092
Website development	3-5 years	35,000	35,000
		1,438,550	1,389,538
Less: accumulated depreciation		(845,422	2) (717,007)
Net property and equipment		\$ 593,128	8 \$ 672,531

Depreciation and amortization expense for the years ended September 30, 2021 and 2020 amounted to \$143,686 and \$152,281, respectively.

# Note 8 - Defined Benefit Plan

The Organization has a defined benefit pension plan that covers those employees who have been employed with the Organization for at least one year in which 1,000 or more hours of service were rendered and had not attained 65 years of age at the date of employment. The Plan calls for benefits to be paid to eligible employees at retirement, based primarily upon years of service with the Organization and compensation rates near retirement. Effective October 1, 2008, the Plan was frozen. Existing employees will no longer accrue benefits and the pension Plan is no longer available to new employees.

The Organization contributes to the Plan based on the actuarially determined amounts necessary to provide assets sufficient to meet benefits to be paid to Plan members. Plan assets consist of a deposit administration contract with Principal Financial Group. The annual measurement date is September 30 for the pension benefit. Contributions to the Plan for the years ended September 30, 2021 and 2020 were \$280,000 and \$240,000, respectively. The Organization expects to contribute \$340,000 to the Plan during the year ended September 30, 2022. No Plan assets are expected to be returned to the Organization during the year ended September 30, 2022.

The following tables set forth further information about the Organization's defined benefit pension Plan as of and for the years ended September 30:

	2021	2020
Change in projected benefit obligation		
Projected benefit obligation, beginning of year	\$ 4,890,398	\$ 4,334,215
Interest cost	217,000	231,812
Actuarial loss	1,230,434	532,498
Benefits paid	(208,127)	(208,127)
Projected benefit obligation, end of year	6,129,705	4,890,398
Change in Plan assets		
Fair value of Plan assets, beginning of year	3,288,307	3,505,614
Actual return on Plan assets	472,333	(249,180)
Employer contributions	280,000	240,000
Benefits paid	(208,127)	(208,127)
Fair value of Plan assets, end of year	3,832,513	3,288,307
Funded status	\$ (2,297,192)	\$ (1,602,091)

# Note 8 - Defined Benefit Plan (Cont.)

The change in the defined benefit pension plan deferrals is comprised of the following for the years ended September 30:

	 2021	 2020
Interest cost	\$ 217,000	\$ 231,812
Expected return on Plan assets	(173,549)	(187,085)
Net amortization/deferral		
Amortization of prior service cost	766	767
Amortization of net loss	 153,276	 50,039
Net periodic benefit cost	\$ 197,493	\$ 95,533

The amounts that have not yet been recognized as a component of net periodic benefit cost are as follows as of September 30:

	2021	2020
Deferred net loss on Plan assets Deferred prior service costs	\$ 3,123,629 1,533	\$ 2,345,255 2,299
Net deferred cost	\$ 3,125,162	\$ 2,347,554

The estimated net loss and prior service cost that will be amortized from changes in unrestricted net assets into net periodic benefit cost for the years ended September 30, 2021 and 2020 were \$153,276 and \$50,039 respectively.

The underlying rates used to determine the net periodic benefit cost were as follows:

	2021	2020
Weighted average discount rate	2.75%	4.75%
Rate of compensation increase	0.00%	0.00%
Expected long-term rate of return	5.50%	5.50%

The investment policy is conservative, intended to preserve principal. This is accomplished by investing in select account assets managed by Raymond James during the years ended September 30, 2021 and 2020. The primary allocation of Plan assets is in stocks. The management and diversification processes are the direct responsibility of the investment manager.

# Note 8 - Defined Benefit Plan (Cont.)

The IRS required interest rate factors for valuing benefit obligations result in currently higher benefit obligations, while relatively low (but increasing) Plan yields inhibit the growth in the value of the Plan assets. However, the Organization has effectively determined that principal preservation is paramount at this time, even if that goal results in a temporarily larger mismatch between the growth of Plan benefit obligations in relation to the growth of the Plan assets. The Organization currently views the risk associated with other investments, such as equities, as too high as a significant loss in principal would be difficult to overcome in what are uncertain economic and equity market conditions.

The expected long-term rate of return on assets was determined by reference to the anticipated long-term returns on a conservative investment portfolio, determined with guidance from the professionals working with the Organization on the Plan matters.

The Plan's weighted-average asset allocations by asset category are as follows at September 30:

	2021	2020
Cash and equivalents	7%	12%
Equities	53%	56%
Fixed income	40%	29%
Alternatives	0%	3%
	100%	100%

The target is to maintain the following allocations:

	Minimum	Maximum	Preferred
Cash and equivalents	0%	100%	6%
Equities	0%	80%	80%
Fixed income	0%	100%	14%

# Note 8 - Defined Benefit Plan (Cont.)

The following tables summarize the Organization's pension plan assets, by level, within the fair value hierarchy, by asset category at:

	September 30, 2021						
		Level 1	Lev	vel 2	Lev	rel 3	Total
Cash and money market funds Mutual funds - equities Mutual funds - fixed income	\$	250,386 2,040,401 1,541,726	\$	- - -	\$	- - -	\$ 250,386 2,040,401 1,541,726
Total assets	\$	3,832,513	\$		\$		\$ 3,832,513
		Level 1		Septembe	r 30, 2020 Lev		Total
Cash and money market funds Corporate stocks Preferred stocks Exchange traded funds Corporate bonds	\$	383,261 1,788,363 345,845 164,400 606,438	\$	- - - - -	\$	- - - -	\$ 383,261 1,788,363 345,845 164,400 606,438
Total assets	\$	3,288,307	\$		\$		\$ 3,288,307

The estimated future benefit payments are as follows for future years ending September 30:

2022	\$ 239,539
2023	240,323
2024	262,506
2025	270,945
2026	265,161
2027-2031	 1,463,573
	\$ 2,742,047

#### Note 9 - Retirement Plan

The Organization offers its staff the option to participate in a defined contribution retirement plan pursuant to Section 401(k) of the Internal Revenue Code. The Organization has adopted this Plan as of January 1, 2010. Substantially all employees with at least 1,000 hours of service in any Plan year are eligible to participate and may contribute up to the maximum limitation imposed by the IRS. Beginning on January 1, 2012 the Organization has adopted a safe harbor matching contribution equal to a 100% match on the first 1% of employee deferrals and an additional 50% match on the next 5% of employee deferrals. Employer retirement plan expense related to the 401(k) contribution plan for the years ended September 30, 2021 and 2020 was \$107,527 and \$109,403, respectively and is included in employee benefits in the accompanying detail schedule of expenses.

#### Note 10 - Compensated Absences

Employees of the Organization are entitled to paid vacation, sick leave and personal days depending on job classification and length of service. Employees can carryover up to five vacation days at the end of the year. Paid sick leave can accrue up to 120 days although the Organization is not required to pay accumulated sick leave upon termination of employment. The liability for compensated absences at September 30, 2021 and 2020 was \$223,379 and \$239,930, respectively. The balance is included in accrued expenses on the statement of financial position.

# Note 11 - Net Assets Without Donor Restrictions – Board-Designated

The Organization has designated the proceeds from the sale of their office building and invested the funds into a Board-designated investment account. Principal and earnings are designated for future endeavors that fall within the mission of the Organization at the discretion of the Board of Directors. The Board-designated net assets at September 30, 2021 and 2020 totaled \$8,990,341 and \$7,428,201, respectively.

#### Note 12 - Net Assets with Donor Restrictions

Net assets with donor restrictions include the following at September 30:

	2021	2020
Hames Remainder Trust (Note 15) Legal fund	\$ 117,087 96,365	\$ 105,535
	\$ 213,452	\$ 105,535

# Note 13 - Charitable Gift Annuities Payable

The Organization has received cash donations under charitable gift annuity agreements. In consideration of the gifts, the Organization agrees to pay annuities to the donors, over the lives of the donors. Annuity payments and changes in the annuity payable for life expectancy changes of donors amounted to an increase/(decrease) of \$30,416 and \$(49,636) for the years ended September 30, 2021 and 2020, respectively.

Based on donor life expectancies and the use of discount rates ranging from .6% to 7.4%, the fair value of the charitable gift annuities is the present value of future obligations expected to be paid by the Organization is estimated to be \$432,941, which is recorded as a current liability of \$91,650 and a long term liability of \$341,291 in the statement of financial position as of September 30, 2021. As of September 30, 2020, the present value of future obligations expected to be paid by the Organization was estimated to be \$545,570, which was recorded as a current liability of \$121,170 and a long term liability of \$424,400. Net contribution revenues recognized under these agreements were \$14,458 and \$23,145 for the years ended September 30, 2021 and 2020, respectively.

#### Note 14 - Allocation of Joint Costs

During the year ended September 30, 2021, the Organization incurred joint costs of \$1,000,512 for informational materials and direct-mail campaigns that included fundraising appeals. Of these costs, \$299,527 was allocated to fundraising expense, \$557,857 was allocated to the educational and publication division, and \$143,128 was allocated to management and general. In the prior year ended September 30, 2020, the Organization incurred joint costs of \$1,112,155 for informational materials and direct-mail campaigns that included fundraising appeals. Of these costs, \$429,349 was allocated to fundraising expense, \$530,425 was allocated to the educational and publication division, and \$152,381 was allocated to management and general.

#### Note 15 - Charitable Remainder Trust

The Organization administers a charitable remainder trust. A charitable remainder trust provides for the payment of distributions to the grantor or other designated beneficiaries over the trust's term (usually the designated beneficiary's lifetime). At the end of the trust's term, the remaining assets are available for the Organization's use. The portion of the trust attributable to the present value of the future benefits to be received is recorded in the statement of activities as a temporarily restricted contribution in the period the trust is established. Such contributions totaled \$472,612 in the year ended September 30, 2007. Assets held in the charitable remainder trust totaled \$243,522 and \$225,257 at September 30, 2021 and 2020, respectively and are reported at fair market value in the statement of financial position as restricted cash and investments. On an annual basis, the Organization revalues the liability to make distributions to the designated beneficiaries based on actuarial assumptions. The present value of the estimated future payments totaled \$126,436 and \$119,722 at September 30, 2021 and 2020, respectively and is calculated using a discount rate of 6% and applicable mortality tables.

#### Note 16 - Commitments

In September 2019, the Organization entered into a two-year consultant agreement with Eidolon Communications, Inc. commencing October 1, 2019 and terminating on September 30, 2021. Eidolon Communications, Inc. provides fundraising consulting services with respect to the Organization's direct response program, which includes performing ongoing campaign management and supervision services. Eidolon Communications, Inc. receives a monthly retainer fee of \$14,000 for services performed, plus additional compensation for other services performed as stated in the agreement. In August 2021 this contract was extended through September 2023 at a monthly retainer of \$16,000. For the year ended September 30, 2021 and 2020, the consulting fees incurred by the Organization amounted to \$168,000 and \$154,000, respectively.

# Note 17 - Operating Lease

In November 2015, the Organization entered into an agreement to lease office space in Washington D.C. The lease commenced in January 2017 and has a 130 month term expiring on October 31, 2027. The lease calls for initial monthly payments of \$42,360 beginning in November 2017 with annual increases of 2.5%. The lease is also subject to common area maintenance of 7.94% of increased operating expenses and increased real estate taxes over the 2017 base year. The Organization has one option to extend the lease for an additional 5 year period with base rent to be calculated at the then prevailing market rent. The optional lease extension was not included in the operating lease right of use asset and lease liability calculation. The lease also allowed for a tenant improvement allowance in the amount of \$856,725.

The Organization early adopted *Accounting Standards Update No. 2016-2 Leases* during the year ended September 30, 2017, and recognized a right of use asset in exchange for a lease liability, initially measured at the present value of the lease payments in the statement of financial position. The Organization used the risk free rate of return (prime rate) at the commencement date of the lease of 3.75% to calculate the present value of the lease payments. The present value of the right of use asset and lease liability at September 30, 2021 and 2020 amounted to \$3,365,978 and \$3,791,598, respectively.

The weighted average remaining lease term for the operating lease at September 30, 2021 and 2020 was 85 months and 97 months, respectively. The weighted average discount rate for the operating lease at September 30, 2021 and 2020 was 3.75%.

The cost of the lease is allocated over the lease term on a straight-line basis. Lease expense for the year ended September 30, 2021 and 2020 amounted to \$493,063 and \$488,748, respectively.

# Note 17 - Operating Lease (Cont.)

The Organization has future minimum lease payments on the above operating lease as follows:

Year Ending September 30:	
2022	\$ 585,931
2023	603,549
2024	618,658
2025	634,142
2026	649,971
Thereafter	 722,093
Total Less: present value discount	3,814,344 (448,366)
Lease liability	\$ 3,365,978

Total rent expense for the years ended September 30, 2021 and 2020 was \$493,063 and \$488,748, respectively.

#### Note 18 - Finance Leases

The Organization leases equipment under agreements that have been accounted for as finance leases. The leases expire from January, 2022 to July, 2024. The finance leases have been capitalized and recorded as right of use assets in the statement of financial position. The finance lease obligations have been recorded in the financial statements at the present value of future minimum lease payments, discounted at an interest rate ranging from 3.8% to 6.0%. The capitalized cost of the leased equipment amounted to \$76,872 as of September 30, 2021 and 2020. At September 30, 2021 and 2020, the book value of the equipment was \$10,767 and \$26,039, respectively.

Amortization expense attributable to the equipment amounted to \$15,271 for the years ended September 30, 2021 and 2020, and is included in depreciation expense.

Interest expense incurred on the leases amounted to \$943 and \$1,581 during the years ended September 30, 2021 and 2020, respectively.

The weighted average remaining lease term for finance leases as of September 30, 2021 and 2020 amounted to 1.94 years and 2.20 years, respectively.

#### Note 18 - Finance Leases (Cont.)

The following is a schedule of the minimum lease payments due on the finance leases:

Year Ending September 30:	
2022	\$ 7,257
2023	2,412
2024	2,412
2025	 201
Total future minimum lease payments Less: amount representing interest	12,282 (705)
Present value of future minimum payments (including current portion of \$6,865)	\$ 11,577

# Note 19 - Subsequent Events

The Organization has evaluated the impact of significant subsequent events. Other than described below, there have been no subsequent events through April 29, 2022, which is the date the Organization's financial statements were available to be issued, that require recognition or disclosure.

Recent market conditions have resulted in an unusually high degree of volatility and increased the risk and may affect the short-term liquidity associated with certain investments held by the Organization which could impact the value of the investments after the date of these financial statements. Because the values of individual investments fluctuate with market conditions, the amount of gains or losses that will be recognized in subsequent periods, if any, cannot be determined.