

NONPROFIT NEW YORK, INC.

**Financial Statements
December 31, 2021
(with Independent Auditor's
Report Thereon)**

Independent Auditor's Report

To the Board of Directors
Nonprofit New York, Inc.

Opinion

We have audited the accompanying financial statements of Nonprofit New York, Inc. (the "Organization"), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of December 31, 2021, and the results of its activities and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements, as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

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

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

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Condon O'Meara McHugh & Donnelly LLP

March 16, 2022

NONPROFIT NEW YORK, INC.

**Statement of Financial Position
December 31, 2021**

Assets

Cash	\$ 695,548
Investments, at fair value	740,478
Accounts receivable	1,405
Grants and contributions receivable	772,891
Prepaid expenses	<u>23,115</u>
Total assets	<u>\$ 2,233,437</u>

Liabilities and Net Assets

Liabilities

Accounts payable and accrued expenses	\$ 65,646
Deferred membership dues	207,435
Deferred rent	<u>450,144</u>
Total liabilities	<u>723,225</u>

Net assets

Without donor restrictions	576,606
With donor restrictions	<u>933,606</u>
Total net assets	<u>1,510,212</u>
Total liabilities and net assets	<u>\$ 2,233,437</u>

See notes to financial statements.

NONPROFIT NEW YORK, INC.

Statement of Activities

Year Ended December 31, 2021

<u>Operating Activities:</u>	<u>Without</u>	<u>With</u>	<u>Total</u>
<u>Revenue and support</u>	<u>Donor</u>	<u>Donor</u>	
	<u>Restrictions</u>	<u>Restrictions</u>	
Grants and contributions	\$ 1,193,191	\$ 910,033	\$ 2,103,224
In-kind contributions	57,200	-	57,200
Membership dues	586,422	-	586,422
Interest and dividends	5,502	-	5,502
Other	100,950	-	100,950
Net assets released from donor restrictions	69,177	(69,177)	-
Total revenue and support	<u>2,012,442</u>	<u>840,856</u>	<u>2,853,298</u>
Expenses			
Program services	1,251,624	-	1,251,624
Supporting activities			
Management and general	378,895	-	378,895
Fundraising	172,391	-	172,391
Total supporting services	551,286	-	551,286
Total expenses	<u>1,802,910</u>	<u>-</u>	<u>1,802,910</u>
Increase in net assets			
from operations	209,532	840,856	1,050,388
<u>Non-operating Activities:</u>			
Net realized and unrealized gain on investments	7,175	-	7,175
Increase in net assets	<u>216,707</u>	<u>840,856</u>	<u>1,057,563</u>
Net assets, beginning of year	<u>359,899</u>	<u>92,750</u>	<u>452,649</u>
Net assets, end of year	<u>\$ 576,606</u>	<u>\$ 933,606</u>	<u>\$ 1,510,212</u>

See note to financial statements.

NONPROFIT NEW YORK, INC.

**Statement of Functional Expenses
Year Ended December 31, 2021**

	Program Services					Supporting Activities			Total	
	Learning and Resources	Member Services	Policy	Knowledge Management	Communi-cations	Total Program Services	Management and General	Fundraising		Total Supporting Services
Salaries	\$ 152,715	\$ 113,128	\$ 212,763	\$ 63,153	\$ 76,608	\$ 618,367	\$ 121,015	\$ 93,552	\$ 214,567	\$ 832,934
Benefits and taxes	32,512	23,637	45,062	13,728	17,262	132,201	26,905	20,912	47,817	180,018
Contracted fees	67,245	10,224	11,434	3,224	76,098	168,225	156,192	12,147	168,339	336,564
Payroll service provider	-	-	-	-	-	-	24,232	-	24,232	24,232
Occupancy and utilities	50,538	36,306	68,556	20,448	21,347	197,195	36,742	35,815	72,557	269,752
Meeting and training	940	675	1,275	380	397	3,667	746	666	1,412	5,079
Printing, production, and postage	18,970	19,710	18,911	3	36	57,630	3,680	6	3,686	61,316
Office equipment and supplies	8,595	4,474	23,443	1,236	7,135	44,883	4,690	6,812	11,502	56,385
Dues, subscriptions, and seminars	1,549	1,204	4,588	594	620	8,555	1,735	1,040	2,775	11,330
Other	4,359	12,497	1,668	1,037	461	20,022	2,794	1,281	4,075	24,097
Depreciation and amortization	225	162	306	91	95	879	164	160	324	1,203
Total	\$ 337,648	\$ 222,017	\$ 388,006	\$ 103,894	\$ 200,059	\$ 1,251,624	\$ 378,895	\$ 172,391	\$ 551,286	\$ 1,802,910

See notes to financial statements.

NONPROFIT NEW YORK, INC.

**Statement of Cash Flows
Year Ended December 31, 2021**

Cash flows from operating activities	
Increase in net assets	\$1,057,563
Adjustments to reconcile increase in net assets to net cash provided by operating activities:	
Depreciation and amortization	1,203
Net realized and unrealized gain on investments	(7,175)
(Increase) decrease in assets	
Accounts receivable	(1,405)
Grants and contributions receivable	(662,090)
Prepaid expenses	(11,047)
Increase (decrease) in liabilities	
Accounts payable and accrued expenses	(39,097)
Deferred membership dues	(51,526)
Deferred rent	<u>265,069</u>
Net cash provided by operating activities	<u>551,495</u>
Cash flows from investing activities	
Purchases of investments	<u>(5,503)</u>
Net increase in cash	545,992
Cash, beginning of year	<u>149,556</u>
Cash, end of year	<u>\$ 695,548</u>

See notes to financial statements.

NONPROFIT NEW YORK, INC.**Notes to Financial Statements
December 31, 2021****Note 1 – Organization**

Nonprofit New York, Inc. (“the Organization”) is a not-for-profit organization incorporated in 1984. Its mission is to help New York nonprofits thrive to build better communities for all. The sources of financial support for the Organization are principally membership dues from New York nonprofit organizations and grants and contributions from foundations, corporations and individuals.

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been classified as a publicly supported organization as described in Code Section 509(a)(1) and 170(b)(1)(A)(vi). The Organization is also a nonprofit membership organization incorporated under the laws of the State of New York. Accordingly, the Organization is not subject to income taxes except to the extent it has taxable income from activities that are not related to its exempt purposes. The Organization recognizes the effect of income tax positions only if these tax positions are more likely than not to be sustained. No provision for income taxes was required for the year ended December 31, 2021. The Organization’s tax returns for the 2018 fiscal year and forward are subject to the usual review by the appropriate authorities.

Note 2 – Summary of significant accounting policies

The financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). The significant accounting policies are described below.

1. Basis of Presentation

The net assets of the Organization and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions

Net assets without donor restrictions are available for the general operations of the Organization and are not subject to donor-imposed restrictions. These net assets also include those funds that are designated for specific purposes by the Board of Directors.

Board designated net assets consist of amounts to be used to assure adequate cash and investments are available to meet future extraordinary events or any funding reduction that may cause hardship or budgetary constraints to the Organization. In 2006, the Board of Directors designated certain net assets for special purposes: \$650,000 as a capital reserve fund to be invested for growth with Board approval and \$200,000 as a special needs reserve fund to be available, with Board approval, for special projects and to help strengthen the infrastructure of the organization (see Note 5).

NONPROFIT NEW YORK, INC.**Notes to Financial Statements (continued)
December 31, 2021****Note 2 – Summary of significant accounting policies (continued)**Net Assets With Donor Restrictions

Net assets with donor restrictions include gifts of cash and other assets received with donor stipulations that limit the use of the donated assets. When a donor restriction expires through the passage of time or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from donor restrictions. Contributions that are received with donor restrictions that are spent within the same fiscal year are reported as contributions without donor restrictions. The Organization has no net assets in which the donor requires the corpus to be maintained permanently.

Revenues and gains and losses on investments and other assets and liabilities are reported as changes in net assets without donor restrictions unless limited by explicit donor-imposed restrictions or by law. Expenses are reported as decreases in net assets without donor restrictions.

Operating and Non-Operating Activities

The statements of activities distinguish between operating and non-operating activities. Operating activities include all revenues, and expenses that are an integral part of the Organization's programs and supporting activities. Non-operating activities include net realized and unrealized gain (loss) and capital gain (loss) on investments and other nonrecurring items, if any.

2. Cash equivalents

The Organization considers highly liquid investments with original maturities of 90 days or less to be cash equivalents. The Organization considers money market funds to be part of the investment portfolio.

3. Grants and Contributions Receivable

Contributions, including unconditional promises to give, are recognized initially at fair value as revenues in the year received or pledged. Contributions of assets other than cash are recorded at their estimated fair value at the date of donation.

Bequests are recorded as revenue when a legally binding obligation is recorded and when a fair value can reasonably be determined.

NONPROFIT NEW YORK, INC.

Notes to Financial Statements (continued)
December 31, 2021

Note 2 – Summary of significant accounting policies (continued)

3. *Grants and Contributions Receivable (continued)*

A contribution is conditional if the agreement includes both a barrier that must be overcome for the recipient to be entitled to the assets transferred and a right of return for the transferred assets or a right of release of the promisor's obligation to the transferred assets. Conditional contributions are recognized as revenue when the barriers on which they depend have been met. There are no conditional contributions for the year ended December 31, 2021.

Grants and contributions receivable are recorded based on discounted cash flows using a risk-adjusted discount rate. Amounts are scheduled to be received as of December 31, 2021 as follows:

Less than one year	\$ 277,428
One to three years	<u>500,000</u>
	777,428
Discount (rate of .92%)	<u>(4,537)</u>
Total	\$ <u>772,891</u>

The Organization does not have an allowance for grants and contributions receivable that may not be collectible. This is based on management's experience, the aging of the receivables, subsequent receipts, and current economic conditions.

4. *Investment Policy and Objective*

Investments in money market and mutual funds are reported at fair value based upon quoted market prices. Realized and unrealized gains or losses are reported in the statement of activities as increases or decreases in net assets without donor restrictions.

Fair Value Measurements

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date.

Fair value measurements establish a hierarchy giving the highest priority to quoted market prices in active markets (Level 1), the next priority (Level 2) to observable inputs other than Level 1 prices, such as quoted prices of similar assets, and the lowest priority to unobservable data (Level 3). Fair value measurements are required to be separately disclosed by level within the fair value hierarchy. At December 31, 2021, the Organization's investments in money market funds and mutual funds and are classified in the highest level of the hierarchy (Level 1).

NONPROFIT NEW YORK, INC.

Notes to Financial Statements (continued)
December 31, 2021

Note 2 – Summary of significant accounting policies (continued)

Fair Value Measurements (continued)

The Organization's primary investment objective is to maximize total return with minimal risk. Its goal is to preserve capital that is intended for the Organization's mission while generating cash flow to support current operations.

5. *Property and Equipment*

The Organization records property and equipment at cost. The Organization capitalizes expenditures above \$5,000 and that have a useful life greater than one year. Depreciation and amortization of property and equipment are provided on the straight-line method over the expected useful lives of the assets as follows:

Property and equipment	4 – 7 years
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6. *Recognition of Revenue*

Revenue from membership dues is recognized as revenue over the period to which the dues relate, which generally covers one year. Amounts collected in advance of such revenue recognition are deferred. Amounts received from conferences and meetings are recognized upon completion of such events.

At contract inception, the Organization assesses the services promised in the contracts with customers to identify the performance obligations in the arrangement. Generally, the contracts are considered to have a single performance obligation and are recognized over the duration of the membership period as service is performed, except for conferences and meetings that are recognized at a point-in-time, as described above. The transaction price is the contractually determined price based on internal pricing guidelines and discount agreements, if any.

7. *In-kind contributions*

In-kind contributions are reflected in the financial statements at the estimated fair market value at the time of donation. The fair market value of such goods and services totaled \$57,200 for the year ended December 31, 2021. Board members and other individuals volunteer their time and perform a variety of tasks that assist the Organization in carrying out its activities. These services do not meet the accounting standards to be recorded and have not been included in the financial statements.

NONPROFIT NEW YORK, INC.**Notes to Financial Statements (continued)
December 31, 2021****Note 2 – Summary of significant accounting policies (continued)***8. Functional Expenses Allocations*

The costs of providing the various programs and other activities of the Organization have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and supporting activities benefited. Such allocations are based on the amount of staff time spent on each activity.

9. Use of Estimates

The preparation of financial statements in conformity with GAAP requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

10. Concentrations of Credit Risk

The Organization's financial instruments that are potentially exposed to concentrations of credit risk consist primarily of cash, investments and grants and contributions receivable. The Organization places its cash with what it believes to be quality financial institutions. The Organization's investments are exposed to various risks such as interest rate, market volatility, liquidity and credit. Due to the level of uncertainty related to the foregoing risks, it is reasonably possible that changes in these risks could materially affect the fair value of the investments reported in the statement of financial position at December 31, 2021. The Organization's management monitors the collectability of grants and contributions receivable. Management believes no significant concentration of credit risk exists with respect to its cash, investments and grants and contributions receivable.

Grants and contributions receivable from one donor represents 96% of grants and contributions receivable as of December 31, 2021.

11. Recently Adopted Accounting Pronouncement

The Organization adopted Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. This ASU introduces a single framework for revenue recognition under which revenue recognized is reflective of the consideration to which an entity expects to be entitled in exchange for goods and services. The Organization adopted this ASU under the modified retrospective approach. Management has determined that this ASU did not significantly impact the financial statements.

NONPROFIT NEW YORK, INC.

Notes to Financial Statements (continued)
December 31, 2021**Note 2 – Summary of significant accounting policies (continued)***12. Upcoming Accounting Pronouncement*

The FASB issued ASU No. 2016-02, *Leases (Topic 842)*. This ASU, effective for the Organization's year ended December 31, 2022 requires a lessee to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments on the statement of financial position and disclosing key information about leasing arrangements. Management is in the process of determining the impact of this ASU on its financial statements.

Note 3 – Investments

Investments held by the Organization, at fair value, as of December 31, 2021 consisted of the following:

	Fair Value <u>(Level 1)</u>
Money market funds	\$ <u>418,137</u>
<u>Mutual funds</u>	
Global equity fund	133,073
Inter-term corporate bond index fund	181,189
Short-term bond index fund	<u>8,079</u>
Total mutual funds	<u>322,341</u>
Total investments	<u>\$ 740,478</u>

A summary of net gain on investment transactions for the year ended December 31, 2021 is as follows:

Net realized and unrealized gain	\$ <u>7,175</u>
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Note 4 – Property and equipment, net

A summary of property and equipment, net is as follows as of December 31, 2021:

Property and equipment	\$ 20,481
Less: Accumulated depreciation and amortization	<u>(20,481)</u>
Total	<u>\$ -</u>

Depreciation and amortization expense for the year ended December 31, 2021 amounted to \$1,203.

NONPROFIT NEW YORK, INC.

Notes to Financial Statements (continued)
December 31, 2021**Note 5 – Net assets without donor restrictions**

Net assets without donor restrictions as of December 31, 2021 are classified as follows:

Board designated		
Capital reserve fund		\$ 650,000
Special needs reserve fund		67,454
Undesignated		<u>(140,848)</u>
Total net assets without donor restrictions		<u>\$ 576,606</u>

Note 6 – Net assets with donor restrictions

Net assets with donor restrictions are available to satisfy the following programs or time restrictions:

	Balance at December 31, <u>2020</u>	<u>Additions</u>	Net Assets Released from <u>Restrictions</u>	Balance at December 31, <u>2021</u>
Programs				
Nonprofit Excellence				
Awards	\$ 500	\$ -	\$ -	\$ 500
Policy – diversity equity inclusion	30,000	-	(30,000)	-
Membership services	1,000	10,033	(4,177)	6,856
Time restricted	<u>61,250</u>	<u>900,000</u>	<u>(35,000)</u>	<u>926,250</u>
Total net assets with donor restrictions	<u>\$ 92,750</u>	<u>\$ 910,033</u>	<u>\$ (69,177)</u>	<u>\$ 933,606</u>

Note 7 – CommitmentsOffice lease agreements

On October 2, 2018, the Organization executed a lease for office space at 320 East 43rd Street, 3rd Floor, New York, NY 10017. The lease commenced on June 28, 2019 (“Commencement Date”). The term of the new lease is 10 years from the Commencement Date, with two 5-year rights of renewal.

NONPROFIT NEW YORK, INC.**Notes to Financial Statements (continued)
December 31, 2021****Note 7 – Commitments (continued)****Office lease agreements (continued)**

The fixed rent for the period from the commencement date through March 31, 2021 would be the lesser of \$304,150 or the maximum rental which the landlord may be permitted by law to charge without affecting the landlord's real estate property tax exemption. Effective April 1, 2021, through each April thereafter, during the term of the lease, the rent would be increased by an amount equal to the Organization's proportionate share of the landlord's operating costs and amortization of the building renovations assets related to the Organization's space, provided that in no event will the increase be greater than 2% per annum for the first 10 years; 3% per annum for each of the two renewal terms; or the maximum rent permitted to be charged without affecting the landlord's real estate property tax exemption.

Effective December 11, 2020, the Organization executed an amended and restated first amendment to the original lease reflecting an agreement to defer rent of the current office space for the period commencing July 1, 2020 through and including June 30, 2021. It further agrees that the rent will be abated from the period commencing on July 1, 2021 and ending on June 30, 2022. The deferred and abated rent will be amortized over the remaining life of the lease.

Rental expenses for the year ended December 31, 2021 were \$265,069. Rental expenses are included in occupancy and utilities expense on the statement of functional expenses.

Note 8 – Retirement plan

The Organization uses a registered professional employer organization ("PEO") for payroll management. The Organization established a retirement plan through the PEO, effective January 2019. The Organization contributed \$38,330 to the plan for the year ended December 31, 2021.

Note 9 – Liquidity and availability of resources

The Organization regularly monitors liquidity required to meet its operating needs and other financial commitments, while also striving to maximize the investment of its available funds. The Organization invests available cash needed for its general expenditures, liabilities, and other obligations in short-term investments, specifically money market funds, and money market mutual funds.

NONPROFIT NEW YORK, INC.

Notes to Financial Statements (continued)
December 31, 2021

Note 9 – Liquidity and availability of resources (continued)

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities of providing services to be general expenditures. Financial assets available for general expenditures available within one year from December 31, 2021 are as follows:

	2021
Cash	\$ 695,548
Investments, at fair value *	23,024
Accounts receivable	1,405
Grants and contributions receivable	272,891
Financial assets available for general expenditures within one year	\$ 992,868

* Net of board designated funds of \$717,454 which are available upon resolution of the board.

Note 10 – Impact of COVID-19

The spread of coronavirus (COVID-19) around the world has continued to cause significant volatility in the U.S. and international markets. There is significant uncertainty around the breadth and duration of business disruptions related to COVID-19, as well as its impact on the U.S. and international economies and, as such, the Organization is unable to determine if it will have a material impact to its operations.

The Organization received loan proceeds of \$174,517 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), provides for loans/grants to qualifying organizations for amounts up to 2.5 times the average monthly payroll expenses. The loan and accrued interest are forgivable after up to 24 weeks if the borrower uses the loan proceeds for eligible purposes including payroll, benefits, rent and utilities, and maintains its payroll levels.

As of December 31, 2021, the Organization has expended the full amount of the loan on purposes consistent with the PPP and maintained its payroll levels. The Organization has, therefore, qualified for full forgiveness of the loans and accrued interest. Management has recorded the loan proceeds as contribution revenue in the form of a government grant totaling \$174,517 for the year ended December 31, 2021.

The Organization also applied for COVID-19 relief from the Employee Retention Credit (ERC) program during the year ended December 31, 2021. The ERC, a credit against certain payroll taxes allowed to an eligible employer for qualifying wages, was established by the CARES Act and further amended by the Consolidated Appropriations Act (CAA) and the American Rescue Plan (ARP). Under the program, the Organization determined that it was eligible for a \$50,000 credit for calendar year 2020 and a \$127,803 credit for calendar year 2021 for a total credit of \$177,803.

NONPROFIT NEW YORK, INC.**Notes to Financial Statements (continued)
December 31, 2021****Note 10 – Impact of COVID-19 (continued)**

Management has determined that there is a material level of uncertainty as to the reimbursement of these funds. This uncertainty is based on:

1. Uncertainty as to amount of the ERC: the Organization is not able to receive a confirmation from the IRS that the amounts claimed are payable by the IRS.
2. Uncertainty as to whether the application for ERC has been correctly filed: the application for ERC is not handled by the Organization directly, but via Paychex in its role as the Organization's PEO. PEO's are responsible for filing 941X reports with the IRS, to receive ERC for previously reported quarters.

The Organization has therefore not recorded the ERC receivable in its financial statements for the year ended December 31, 2021. The credits will be recognized as revenue in the period when sufficient evidence is obtained to substantiate the likelihood of receipt or upon the actual receipt of the funds.

The Organization experienced a decrease in funding support, membership, and earned revenue opportunities in 2021 related to the ongoing impact of the COVID-19 pandemic. The widespread effects of the pandemic impacted the ability of the Organization to maintain the same engagement levels across programs, workshops, learning labs, and events held compared to pre-pandemic levels. The financial strain experienced by the nonprofit sector and various member organizations of the Organization most likely contributed to the drop in membership in 2021. In an effort to counteract the financial impact during this time, the Organization continued to maximize and retool virtual programming and membership benefits and opportunities to retain members and engage new funders. Towards the second half of 2021, the Organization also experienced a gradual growth in income as funders gradually returned to their giving goals previously paused during the pandemic and previously unidentified funding was received.

Note 11 – Subsequent events

The Organization has evaluated events and transactions for potential recognition or disclosure subsequent to December 31, 2021 through March 16, 2022, which is the date the financial statements were available to be issued.