## FINANCIAL STATEMENTS

## YEARS ENDED DECEMBER 31, 2020 AND 2019

AND

# **INDEPENDENT AUDITORS' REPORT**



ACCOUNTANTS AND ADVISORS

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# FRIEDMAN LLP®

ACCOUNTANTS AND ADVISORS

## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors Crisis Text Line, Inc.

We have audited the accompanying financial statements of Crisis Text Line, Inc. (the "Organization"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

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

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 Organization'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 Organization'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.

(Continued)

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## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Crisis Text Line, Inc. as of December 31, 2020 and 2019, and the changes in their net assets and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Freedman LLP

November 18, 2021

## STATEMENTS OF FINANCIAL POSITION

	December 31,			
	2020	2019		
ASSETS				
Cash and cash equivalents	\$ 39,724,772	\$	8,192,975	
Certificates of deposit	275,312		275,173	
Contributions receivable	5,231,760		5,102,554	
Prepaid expenses and other assets	379,443		87,049	
Investment, at fair value	18,224,520		25,561,342	
Investment in Loris.ai, Inc.	53		53	
Accrued interest receivable	71,197		144,348	
Inventory	6,223		21,398	
Property and equipment, net	18,881		28,457	
Security deposits	760		2,409	
Total assets	\$ 63,932,921	\$	39,415,758	
LIABILITIES AND NET ASSETS				
Liabilities				
Accounts payable and accrued expenses	\$ 1,436,550	\$	1,173,551	
Deferred rent	138,392		119,958	
Total liabilities	1,574,942		1,293,509	
Commitments and contingencies				
Net assets				
Without donor restrictions	58,103,779		32,117,235	
With donor restrictions	4,254,200		6,005,014	
Total net assets	62,357,979		38,122,249	
Total liabilities and net assets	\$ 63,932,921	\$	39,415,758	

# STATEMENT OF ACTIVITIES

## YEAR ENDED DECEMBER 31, 2020

	Without Donor Restrictions		With Donor Restrictions		Total	
Support and revenues						
Contributions	\$	46,115,274	\$	2,992,200	\$	49,107,474
Contributions in-kind		780,295		-		780,295
Investment income		166,543		-		166,543
Miscellaneous		21,299		-		21,299
Net assets released from restrictions		4,743,014		(4,743,014)		-
Total support and revenues		51,826,425		(1,750,814)		50,075,611
Expenses						
Program expenses						
Crisis Counselor Community		4,669,027		-		4,669,027
Supervision		6,060,034		-		6,060,034
Engineering and Tech		5,728,667		-		5,728,667
Data		1,173,016		-		1,173,016
International Expansion		844,929		-		844,929
Total program expenses		18,475,673		-		18,475,673
Supporting services						
Management and general		6,645,917		-		6,645,917
Fundraising		718,291		-		718,291
Total supporting services		7,364,208		-		7,364,208
Total expenses		25,839,881		-		25,839,881
Change in net assets		25,986,544		(1,750,814)		24,235,730
Net assets, beginning of year		32,117,235		6,005,014		38,122,249
Net assets, end of year	\$	58,103,779	\$	4,254,200	\$	62,357,979

## STATEMENT OF ACTIVITIES

## YEAR ENDED DECEMBER 31, 2019

			With Donor Restrictions		Total	
Support and revenues						
Contributions	\$	14,012,205	\$	3,099,000	\$	17,111,205
Contributions in-kind		2,693,138		-		2,693,138
Investment income		696,980		-		696,980
Miscellaneous		63,498		-		63,498
Net assets released from restrictions		3,910,088		(3,910,088)		-
Total support and revenues		21,375,909		(811,088)		20,564,821
Expenses						
Program expenses						
Crisis Counselor Community		2,049,707		-		2,049,707
Supervision		3,599,259		-		3,599,259
Engineering and Tech		3,642,297		-		3,642,297
Data		917,777		-		917,777
International Expansion		1,696,710		-		1,696,710
Total program expenses		11,905,750		-		11,905,750
Supporting services						
Management and general		4,378,160		-		4,378,160
Fundraising		1,893,845	-			1,893,845
Total supporting services		6,272,005 -		-		6,272,005
Total expenses		18,177,755		-		18,177,755
Change in net assets		3,198,154 (811,08		(811,088)		2,387,066
Net assets, beginning of year		28,919,081		6,816,102		35,735,183
Net assets, end of year	\$	32,117,235	\$	6,005,014	\$	38,122,249

#### STATEMENT OF FUNCTIONAL EXPENSES

#### YEAR ENDED DECEMBER 31, 2020

	Crisis Counselor Community	Supervision	Engineering and Tech	-	International		Supporting	-		
C Personnel costs		Supervision	0 0		International					
Personnel costs	Community	Supervision	and Tech		international		Management		Total	
			and reen	Data	Expansion	Total Program	and General	Fundraising	Supporting	Total Expenses
Ç	2,394,524	\$ 4,155,410 \$	3,620,768	\$ 715,056	\$ 153,073	\$ 11,038,831	\$ 2,464,451	\$ 488,608	\$ 2,953,059	\$ 13,991,890
Payroll taxes and benefits	631,977	1,357,367	835,136	126,614	43,369	2,994,463	881,274	107,581	988,855	3,983,318
Total personnel costs	3,026,501	5,512,777	4,455,904	841,670	196,442	14,033,294	3,345,725	596,189	3,941,914	17,975,208
Other expenses										
Business Tax and Licenses	-	-	-	-	-	-	1,147	-	1,147	1,147
Depreciation	-	-	-	-	-	-	9,576	-	9,576	9,576
Equipment purchases	73,998	65,159	19,076	11,212	2,400	171,845	38,644	7,662	46,306	218,151
Insurance	16,013	14,100	4,128	2,426	519	37,186	8,362	1,658	10,020	47,206
In-kind technology expenses	-	_	75,000	-	_	75,000	-	_	-	75,000
In-kind subscriptions	-	-	-	-	-	-	40,813	-	40,813	40,813
In-kind legal expenses	-	-	-	-	-	-	664,482	-	664,482	664,482
Office expenses	38,311	50,744	16,349	4,904	1,220	111,528	31,692	21,483	53,175	164,703
Professional fees	77,336	182,813	620,826	162,600	255,595	1,299,170	2,043,352	39,757	2,083,109	3,382,279
Rent and utilities	233,187	205,331	60,114	35,333	7,564	541,529	121,776	24,144	145,920	687,449
Repairs and maintenance	8,130	7,158	2,096	1,232	264	18,880	4,245	842	5,087	23,967
Marketing and public relations	-	-	-	-	20,000	20,000	118,352	-	118,352	138,352
Subscriptions	153,470	11,600	311,569	106,343	40,270	623,252	168,110	21,178	189,288	812,540
Tech support and hosting	-	-	161,580	-	315,006	476,586	42	-	42	476,628
Travel and meetings	8,339	10,292	2,025	7,296	5,649	33,601	49,554	5,378	54,932	88,533
Volunteer expenses	231,742	60	-	-	-	231,802	45	-	45	231,847
Grants	802,000	-	-	-	-	802,000	-	-	-	802,000
Total other expenses	1,642,526	547,257	1,272,763	331,346	648,487	4,442,379	3,300,192	122,102	3,422,294	7,864,673

#### STATEMENT OF FUNCTIONAL EXPENSES

#### YEAR ENDED DECEMBER 31, 2019

			Program I	Expenses			Supporting Services			
	Crisis			-				-		
	Counselor		Engineering		International		Management		Total	
	Community	Supervision	and Tech	Data	Expansion	Total Program	and General	Fundraising	Supporting	Total Expenses
Personnel costs										
Salaries	\$ 1,237,903	\$ 2,370,825	\$ 2,094,080	\$ 402,783	\$ 1,022,081	\$ 7,127,672	\$ 1,447,016	\$ 275,719	\$ 1,722,735	\$ 8,850,407
Payroll taxes and benefits	395,565	763,475	532,873	87,389	133,087	1,912,389	447,777	82,498	530,275	2,442,664
Total personnel costs	1,633,468	3,134,300	2,626,953	490,172	1,155,168	9,040,061	1,894,793	358,217	2,253,010	11,293,071
Other expenses										
Depreciation	-	-	-	-	-	-	18,126	-	18,126	18,126
Equipment purchases	5	718	-	-	30	753	3,138	-	3,138	3,891
Insurance	-	-	-	-	5,063	5,063	30,509	-	30,509	35,572
In-kind advertising expenses	-	-	-	-	-	-	485,050	1,436,100	1,921,150	1,921,150
In-kind technology expenses	-	-	265,563	-	245,031	510,594	-	5,793	5,793	516,387
In-kind subscriptions	-	-	-	-	-	-	61,305	-	61,305	61,305
In-kind legal expenses	-	-	-	-	63,775	63,775	130,521	-	130,521	194,296
Office expenses	6,317	1,023	49	375	1,540	9,304	51,097	12,275	63,372	72,676
Professional fees	75,170	391,286	250,569	97,629	67,027	881,681	919,059	35,387	954,446	1,836,127
Rent and utilities	104,781	38,290	176,356	119,750	15,052	454,229	342,279	29,937	372,216	826,445
Repairs and maintenance	3,826	1,092	6,012	4,372	547	15,849	11,477	1,092	12,569	28,418
Marketing and public relations	-	-	-	-	219	219	-	4,558	4,558	4,777
Subscriptions	50,630	11,681	258,029	162,691	52,709	535,740	75,897	3,362	79,259	614,999
Tech support and hosting	-	-	50,294	-	43,746	94,040	10	-	10	94,050
Travel and meetings	8,154	20,869	8,472	42,788	46,803	127,086	354,899	7,124	362,023	489,109
Volunteer expenses	167,356	-	-	-	-	167,356	-	-	-	167,356
Total other expenses	416,239	464,959	1,015,344	427,605	541,542	2,865,689	2,483,367	1,535,628	4,018,995	6,884,684

#### STATEMENTS OF CASH FLOWS

	Year Ended December 31,			
	2020	2019		
Cash flows from operating activities				
Change in net assets	\$ 24,235,730	\$ 2,387,066		
Adjustments to reconcile change in net assets to net cash provided by				
operating activities				
Depreciation	9,576	18,126		
Net realized and unrealized loss (gains) on investments	281,616	(143,830)		
Changes in assets and liabilities				
Contributions receivable	(129,206)	1,161,746		
Prepaid expenses and other assets	(292,394)	4,484		
Accrued interest receivable	73,151	(144,348)		
Inventory	15,175	7,221		
Security deposits	1,649	5,175		
Accounts payable and accrued expenses	262,999	825,016		
Deferred revenue	-	(198,789)		
Deferred rent	18,434	24,158		
Net cash provided by operating activities	24,476,730	3,946,025		
Purchase of property and equipment Proceeds from sale of property and equipment Purchase of investments	(37,772,467)			
Proceeds from sale of investments	44,827,673	16,052,740		
Net cash provided by (used in) investing activities	7,055,206	(6,220,200)		
Net increase (decrease) in cash and cash equivalents	31,531,936	(2,274,175)		
Cash and cash equivalents, beginning of year	8,468,148	10,742,323		
Cash and cash equivalents, end of year	\$ 40,000,084	\$ 8,468,148		
Reconciliation of cash and cash equivalents, beginning of year				
Cash and cash equivalents	\$ 8,192,975	10,375,420		
Certificates of deposit	275,173	366,903		
Cash and cash equivalents, beginning of year	\$ 8,468,148	\$ 10,742,323		
Reconciliation of cash and cash equivalents, end of year				
Cash and cash equivalents	\$ 39,724,772	8,192,975		
Certificates of deposit	275,312	275,173		
Cash and cash equivalents, end of year	\$ 40,000,084	\$ 8,468,148		

#### NOTES TO FINANCIAL STATEMENTS

## **1 - ORGANIZATION AND NATURE OF ACTIVITIES**

Crisis Text Line, Inc. ("CTL, Inc." or the "Organization"), a not-for-profit organization, was incorporated in the State of New York on April 2, 2012. CTL, Inc.'s primary purpose is to use technology and data innovations to pioneer new approaches to support people in need. CTL, Inc.'s major program services include the following:

<u>Crisis Counselor Community</u> - all costs associated with recruiting and retaining volunteers; development and training and cultural competencies in the community to appropriately communicate with and promote CTL, Inc. as a service to all communities.

<u>Supervision</u> - a dedicated group of paid supervisors that service and manage crisis counselors and oversee all texters on the CTL, Inc. platform.

Engineering and Tech - coding, refining, and supporting the CTL, Inc. texting platform.

<u>Data</u> - a dedicated group of data scientists that collect and share statistical data and develop metrics from texting activity and crisis counselor demographics.

<u>International Expansion</u> - all costs associated with setting up partnerships with organizations outside of the United States to expand texting services globally.

On October 20, 2015, CTL, Inc. formed a wholly owned limited liability company organized in New York, called Crisis Text Line International, LLC ("CTLI"). To date, there has been no activity in CTLI. On October 18, 2018, final paperwork was submitted to the New York State Department of State to dissolve CTLI. On August 12, 2019, CTLI was formally dissolved.

CTL, Inc. receives its support primarily from donations from foundations and individuals.

#### **2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

#### **Basis of Presentation**

The accompanying 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 financial statement presentation is in accordance with Financial Accounting Standards Board Accounting Standards Codification ("FASB ASC") 958, "Not-for-Profit Entities". Under ASC 958, the Organization is required to report information regarding its financial position and activities according to two classes of net assets: those without donor restrictions and those with donor restrictions.

## NOTES TO FINANCIAL STATEMENTS

#### 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Basis of Presentation (Continued)

Net assets without donor restrictions are those net assets that are not subject to donor-imposed restrictions. Net assets with donor restrictions are subject to donor stipulations that limit the use of their contributions, which either expire by the passage of time or when used for specified purposes.

#### **Use of Estimates**

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Cash and Cash Equivalents**

Cash balances in banks are insured by the Federal Deposit Insurance Corporation subject to certain limitations. For financial statement purposes, the Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

#### Investments

Investments which consist of fixed income securities are carried at fair value. Fair value is the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Realized and unrealized gains and losses are reflected in the statements of activities. To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization purchases fixed income securities and Treasury bonds to achieve its long-term and short-term return objectives, while maintaining portfolio stability and preserving capital. Donated securities are recorded at their fair market value on the date received.

The Organization uses the equity method to account for its investment in Loris.ai where it has significant influence, but not control. Ownership in Loris.ai does not exceed 50%. Under the equity method, the Organization initially records its investment at cost, and then recognizes in earnings its proportionate share of the income and loss of Loris.ai.

#### Fair Value

GAAP establishes a framework for measuring fair value. That framework provides 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 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

## NOTES TO FINANCIAL STATEMENTS

## 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Fair Value (Continued)

Under GAAP, the three levels of the fair value hierarchy are described as follows:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

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; and
- 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: Unobservable inputs that reflect management's own assumptions.

## **Property and Equipment**

Office furniture, equipment and software are carried at cost if purchased, or if acquired in-kind, at their fair market value at the date of the gift. Any expenditure over \$1,000 in these categories is capitalized. Fixed assets are depreciated using the straight-line basis over the estimated useful lives of the assets.

#### **Contributions Receivable**

Contributions receivable are recorded at net realizable value if expected to be collected in one year and, if material, multiyear receivables are recorded at the present value of their estimated future cash flow. If applicable, amortization of the discount is included in contribution revenue. The allowance for uncollectible contributions receivable is determined based on management's evaluation of the collectability of individual promises. There were no significant contributions that management deemed to be uncollectible as of December 31, 2020 and 2019.

## **Contribution Revenue**

Contributions, including unconditional promises to give, are recognized when received. All contributions are reported as without donor restrictions unless use of the contributed assets is specifically restricted by the donor. Contributions are considered conditional when the underlying agreement includes a performance barrier and a right of return or a right to release promised assets exists. Conditional promises to give are not recognized until the performance barrier and the right of return or release have been overcome.

## NOTES TO FINANCIAL STATEMENTS

#### 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **In-Kind Contributions**

Contributions of donated noncash assets are recorded at fair value in the period received. Contributions of donated services that create or enhance nonfinancial assets, or that require specialized skills, provided by individuals possessing those skills and typically required to be purchased if not provided by donation, are recorded at fair value in the period received.

#### **Functional Allocation of Expenses**

The financial statements report certain categories of expenses that are attributed to more than one supporting function. As such, some expenses require allocation that properly reflects shared costs at a reasonable basis that is consistently applied.

The Organization utilizes a hybrid approach to expense allocation between program expenses and support services. The Organization estimates percentages of time spent on projects related to program expenses and supporting services and eligible employee benefits, taxes and salaries, etc. are allocated based upon this estimated percentage. Specific expenses related to technology, professional fees, travel, and other classifications are directly charged to the function for which they are related. Administrative costs including general liability and business operations are directly charged as management overhead. Rent, utilities and other office expenses have been allocated based on a weighted average of personnel and their estimated percentage of time spent to projects related to program expenses and supporting services.

In 2020, The Organization incurred significant nonrecurring expenses. In 2019, the Organization received a large in-kind donation. Both items were included in its supporting services category. For the year ended December 31, 2020, excluding these items would result in an adjustment of the Organization's ratio of programmatic expense to supporting expense from 71% and 29% to 73% and 27%. For the year ended December 31, 2019, excluding this in-kind donation would result in the Organization's ratio of programmatic expense to supporting expense from 66% and 34% to 71% and 29%.

#### Accounting for Income Taxes

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal, state or local income taxes has been recorded.

#### **Subsequent Events**

These financial statements were approved by management and available for issuance on November 18, 2021. Management has evaluated subsequent events through this date.

## NOTES TO FINANCIAL STATEMENTS

## **3 - CONTRIBUTIONS RECEIVABLE**

Contributions receivable consisted of the following:

	December 31,					
	2020	2019				
Amount due in less than one year	\$ 5,231,760	\$ 4,127,554				
Amount due from one to five years	-	975,000				
	\$ 5,231,760	\$ 5,102,554				

#### 4 - INVESTMENTS

The following table sets forth, by level, the Organization's investments at fair value, within the fair value hierarchy:

		2020 Fair Va	2020 Fair Value Measurement Using					
		Quoted Prices in	Significant					
		Active Markets	Other	Significant				
		for	Observable	Unobservable				
		Identical Assets	Inputs	Inputs				
Description	Total	(Level 1)	(Level 2)	(Level 3)				
Fixed income securities	\$18,224,520	\$ 18,224,520	\$ -	\$ -				
		2019 Fair Va	lue Measureme	ent Using				
		Quoted Prices in	Significant					
		Active Markets	Other	Significant				
		for	Observable	Unobservable				
		Identical Assets	Inputs	Inputs				
Description	Total	(Level 1)	(Level 2)	(Level 3)				
Fixed income securities	\$ 25,561,342	\$ 25,561,342	\$-	\$ -				

## NOTES TO FINANCIAL STATEMENTS

#### 4 - INVESTMENTS (Continued)

Net investment income (including interest income from the certificate of deposit) consisted of the following:

	Y	Year Ended December 31,				
	2	.020	2019			
Interest and dividends	\$	448,159	\$ 553,150			
Net unrealized and realized gains (losses)		(281,616)	143,830			
Net investment income	\$	166,543	\$ 696,980			

Included in interest and dividends for the years ended December 31, 2020 and 2019 is accrued interest of \$71,197 and \$144,348, respectively.

#### **5 - PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following:

	December 31,					
		2020		2019		
Equipment	\$	72,963	\$	72,963		
Furniture and fixtures		23,103		23,103		
		96,066		96,066		
Less - Accumulated depreciation		77,185		67,609		
	\$	18,881	\$	28,457		

Depreciation expense amounted to \$9,576 and \$18,126 for the years ended December 31, 2020 and 2019, respectively.

#### **6 - CONCENTRATIONS**

For the year ended December 31, 2020, two donors accounted for 62% and 10% of total support and revenues, respectively.

For the year ended December 31, 2019, one donor accounted for 12% of total support and revenues.

## NOTES TO FINANCIAL STATEMENTS

## 7 - IN-KIND CONTRIBUTIONS

Contributions in-kind that are included in the financial statements consisted of the following:

	Year Ended December 31,				
	2020	2019			
Type of Service Received	Value o	of Services			
Advertising	\$ -	\$ 1,921,150			
Technology	75,000	516,387			
Subscriptions	40,813	61,305			
Legal:					
Gibson, Dunn and Crutcher LLP	479,665	113,814			
Kestenberg Siegal Lipkus LLP	-	1,395			
Walden Macht & Haran LLP	177,993	-			
Cozen O'Connor LLP	-	17,631			
Crowell and Morning LLP	6,184	61,456			
Duane Morris LLP	640	-			
Total legal	655,482	194,296			
	\$ 780,295	\$ 2,693,138			

# **8 - COMMITMENTS AND CONTINGENCIES**

#### Leases

The Organization leases 11,000 sq. ft. of office space under a noncancelable operating lease set to expire on September 30, 2026. As of December 31, 2020, the minimum aggregate annual rental commitments are approximately as follows:

Year Ending	
December 31,	
2021	\$ 698,000
2022	717,000
2023	739,000
2024	784,000
2025	805,000
Thereafter	477,000
	\$ 4,220,000

## NOTES TO FINANCIAL STATEMENTS

#### 8 - COMMITMENTS AND CONTINGENCIES (Continued)

#### Leases (Continued)

In lieu of a security deposit for the office lease, the Organization was required to provide the landlord with a standby letter of credit. Total rent expense (excluding utilities) was \$622,610 and \$778,372 for the years ended December 31, 2020 and 2019, respectively.

#### Litigation

The Organization was a plaintiff (and defendant by counterclaim) in a lawsuit in Canada, involving a trademark dispute. On June 12, 2019, the parties signed a confidential conditional settlement agreement resolving the matter. Management of the Organization has deemed settlement to be immaterial in relation to the financial statements taken as a whole.

In the course of regular operations, the Organization is also subject to other potential litigation matters, which management has deemed to be immaterial to the financial statements taken as a whole.

#### **Separation Agreement**

On February 20, 2021, the Organization entered into a formal separation agreement with its former Chief Executive Officer. Any financial liabilities resulting from that agreement will be recognized in the Organization's 2021 financial statements.

#### 9 - RETIREMENT PLAN

The Organization established a defined contribution pension plan covering substantially all of its employees. Pension expenses under this plan was \$295,872 and \$180,735 for the years ended December 31, 2020 and 2019, respectively.

## NOTES TO FINANCIAL STATEMENTS

## **10 - NET ASSETS WITH DONOR RESTRICTIONS**

The following summarizes the changes in net assets with donor restrictions:

Program	Balance, January 1, 2020	Contributions	Released from Restrictions	Balance, December 31, 2020
Data	\$ 231,968	\$ -	\$ (31,968)	\$ 200,000
Time restriction	5,698,046	2,992,200	(4,711,046)	3,979,200
Other Total	75,000 \$ 6,005,014	\$ 2,992,200	<u>-</u> \$ (4,743,014)	75,000 \$ 4,254,200

Program	Balance, uary 1, 2019	Сс	ontributions	Released from Restrictions	D	Balance, becember 31, 2019
Data	\$ 699,435	\$	-	\$ (467,467)	\$	231,968
International expansion	50,000		-	(50,000)		-
Time restriction	5,891,667		3,099,000	(3,292,621)		5,698,046
Other	175,000		-	(100,000)		75,000
Total	\$ 6,816,102	\$	3,099,000	\$ (3,910,088)	\$	6,005,014

#### NOTES TO FINANCIAL STATEMENTS

#### 11 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization's financial assets due within one year of the date of these financial statements that are available for general expenditures, including grant funded activities, are as follows:

	December 31,				
		2020		2019	
Cash and cash equivalents	\$	39,724,772	\$	8,192,975	
Certificates of deposit		275,312		275,173	
Contributions receivable		5,231,760		5,102,554	
Investments, at fair value		18,224,520		25,561,342	
Accrued interest receivable		71,197		144,348	
Total financial assets		63,527,561		39,276,392	
Less - amounts due in one to five years		-		(975,000)	
Total financial assets available within one year	\$	63,527,561	\$	38,301,392	

The Organization's goal is to maintain liquidity to meet operational and strategic needs. Ongoing liquidity needs of the Organization are monitored to ensure that minimum cash-flow requirements are met.

#### **12 - RISKS AND UNCERTAINTY**

In December 2019, a novel strain of coronavirus ("COVID-19") surfaced. The spread of COVID-19 around the world in the first quarter of 2020 has caused significant volatility in 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 future operations.