

UNITE FOR HER

FINANCIAL STATEMENTS

JUNE 30, 2023 and 2022

# UNITE FOR HER

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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
Unite for HER

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the financial statements of Unite for HER (the "Organization"), which comprise the statements of financial position as of June 30, 2023 and 2022, and the related statements of activities and changes in net assets, functional expenses, and cash flows for each of the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Unite for HER as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for each of the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

We conducted our audits in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditors' 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 ethical requirements relating to our audits. 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***

The Organization's 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, 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 for one year after the date that the financial statements are available to be issued.

## ***Auditors' 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 auditors' 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 GAAS 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 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 GAAS, 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 audits, significant audit findings, and certain internal control-related matters that we identified during the audits.

*EisnerAmper LLP*

EISNERAMPER LLP  
Philadelphia, Pennsylvania  
September 21, 2023



## UNITE FOR HER

### Statements of Financial Position

	June 30,	
	2023	2022
<b>ASSETS</b>		
Cash and cash equivalents	\$ 1,080,309	\$ 2,767,623
Investments	1,983,704	-
Contributions receivable	85,856	53,300
Prepaid expenses	27,293	16,408
Operating right-of-use ("ROU") asset	9,628	-
	<u>\$ 3,186,790</u>	<u>\$ 2,837,331</u>
<b>LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 1,219,066	\$ 781,426
Refundable advances	628,293	423,308
Operating lease liability	9,580	-
	<u>1,856,939</u>	<u>1,204,734</u>
Total liabilities		
<b>NET ASSETS</b>		
Without donor restrictions	<u>1,329,851</u>	<u>1,632,597</u>
Total net assets	<u>1,329,851</u>	<u>1,632,597</u>
	<u>\$ 3,186,790</u>	<u>\$ 2,837,331</u>

# UNITE FOR HER

## Statements of Activities and Changes in Net Assets

	Year Ended June 30,	
	2023	2022
	<b>Net Assets Without Donor Restrictions</b>	<b>Net Assets Without Donor Restrictions</b>
<b>Revenue and support:</b>		
Signature events – contributions	\$ 1,363,711	\$ 1,286,715
Signature events – direct benefits to donors	1,088,428	612,519
Signature events – in-kind donations	362,185	132,010
Less: cost of direct benefits to donors	<u>(1,010,328)</u>	<u>(621,534)</u>
	1,803,996	1,409,710
Individual donations	449,392	446,227
Grants and sponsorships	1,335,154	711,991
Corporate/hospital partnerships	475,019	524,206
In-kind donations – other	329,010	538,090
Interest and dividend income	59,550	970
Unrealized loss on investments	<u>(16,297)</u>	<u>-</u>
	<u>4,435,824</u>	<u>3,631,194</u>
<b>Expenses:</b>		
Program services – outreach and education	4,230,942	3,054,464
Supporting services:		
Management and general	220,828	152,104
Fundraising	<u>631,789</u>	<u>486,092</u>
	<u>5,083,559</u>	<u>3,692,660</u>
<b>Other income:</b>		
Employee retention credit	344,989	-
Gain on forgiveness of Paycheck Protection Program ("PPP") loan	<u>-</u>	<u>138,946</u>
	<u>344,989</u>	<u>138,946</u>
<b>Change in net assets</b>	<b>(302,746)</b>	<b>77,480</b>
Net assets at beginning of year	<u>1,632,597</u>	<u>1,555,117</u>
<b>Net assets at end of year</b>	<u><b>\$ 1,329,851</b></u>	<u><b>\$ 1,632,597</b></u>

See notes to financial statements.

## UNITE FOR HER

### Statement of Functional Expenses Year Ended June 30, 2023

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total</u>
	<u>Outreach and Education</u>	<u>Management and General</u>	<u>Fundraising</u>	
Outreach programs	\$ 2,734,584	\$ -	\$ -	\$ 2,734,584
Wages, payroll taxes, and benefits	1,105,098	187,017	408,036	1,700,151
Marketing and communications	26,380	4,465	9,740	40,585
Professional fees	63,866	8,693	18,966	91,525
Occupancy	20,446	3,460	7,549	31,455
Other	101,558	17,193	37,498	156,249
In-kind donations:				
Materials	151,040	-	-	151,040
Services	27,970	-	150,000	177,970
	<u>4,230,942</u>	<u>220,828</u>	<u>631,789</u>	<u>5,083,559</u>
Total expenses included in the expense section on the statements of activities and changes in net assets				
Plus expenses included with revenue on the statements of activities and changes in net assets:				
Noncash prizes	-	-	170,102	170,102
Rent/facility costs	-	-	349,526	349,526
Food and beverages	-	-	76,600	76,600
Entertainment	-	-	22,306	22,306
Other direct expenses	-	-	391,794	391,794
	<u>-</u>	<u>-</u>	<u>1,010,328</u>	<u>1,010,328</u>
<b>Total expenses</b>	<u><b>\$ 4,230,942</b></u>	<u><b>\$ 220,828</b></u>	<u><b>\$ 1,642,117</b></u>	<u><b>\$ 6,093,887</b></u>

See notes to financial statements.

## UNITE FOR HER

### Statement of Functional Expenses Year Ended June 30, 2022

	<u>Program Services</u>	<u>Supporting Services</u>		
	<u>Outreach and Education</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Outreach programs	\$ 1,816,839	\$ -	\$ -	\$ 1,816,839
Wages, payroll taxes, and benefits	771,119	110,704	232,478	1,114,301
Marketing and communications	21,584	1,991	26,407	49,982
Professional fees	15,356	15,760	11,799	42,915
Occupancy	22,003	2,580	6,618	31,201
Other	54,678	4,158	40,496	99,332
In-kind donations:				
Materials	287,627	8,864	-	296,491
Services	65,258	8,047	168,294	241,599
	<u>3,054,464</u>	<u>152,104</u>	<u>486,092</u>	<u>3,692,660</u>
Total expenses included in the expense section on the statements of activities and changes in net assets				
Plus expenses included with revenue on the statements of activities and changes in net assets:				
Noncash prizes	-	-	119,620	119,620
Rent/facility costs	-	-	196,183	196,183
Food and beverages	-	-	37,439	37,439
Other direct expenses	-	-	268,292	268,292
	<u>-</u>	<u>-</u>	<u>621,534</u>	<u>621,534</u>
<b>Total expenses</b>	<u><u>\$ 3,054,464</u></u>	<u><u>\$ 152,104</u></u>	<u><u>\$ 1,107,626</u></u>	<u><u>\$ 4,314,194</u></u>



## UNITE FOR HER

### Statements of Cash Flows

	Year Ended June 30,	
	<u>2023</u>	<u>2022</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ (302,746)	\$ 77,480
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Gain on forgiveness of PPP loan	-	(138,946)
Unrealized loss on investments	16,297	-
Amortization of operating right-of-use asset	27,757	-
Changes in assets and liabilities:		
Contributions receivable	(32,556)	(15,841)
Prepaid expenses	(10,885)	983
Accounts payable and accrued expenses	437,639	120,464
Refundable advances	204,985	328,308
Operating lease liability	(27,805)	-
	<u>312,686</u>	<u>372,448</u>
Net cash provided by operating activities		
<b>Cash flows from investing activities:</b>		
Purchase of investments	<u>(2,000,000)</u>	<u>-</u>
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>(1,687,314)</b>	<b>372,448</b>
Cash and cash equivalents at beginning of year	<u>2,767,623</u>	<u>2,395,175</u>
<b>Cash and cash equivalents at end of year</b>	<b>\$ <u>1,080,309</u></b>	<b>\$ <u>2,767,623</u></b>

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE A - DESCRIPTION OF ORGANIZATION

Unite for HER (the "Organization") is a national nonprofit, incorporated in Pennsylvania, whose mission is to enrich the health and well-being of those diagnosed with breast and ovarian cancers by funding and delivering integrative therapies. Research and science-based, integrative therapies are shown to support patients' ability to adhere to their medical treatment plan and improve their quality of life. In addition to supporting lasting changes in overall wellness, participants in the Organization's Wellness Program report experiencing a reduction in side effects from medical treatments, a reduction in stress, and an improvement in emotional well-being. The Organization receives support through corporate sponsorship, contributions, grants, and signature events.

The Unite for HER Wellness Program funds and delivers up to \$2,000 worth of integrative therapies that each patient chooses over the course of one year to help mitigate unwanted side effects and symptoms during treatment and beyond. During fiscal year 2023, Unite for HER served a total of 5,322 patients, with 2,822 being newly diagnosed with breast or ovarian cancer and 2,500 patients living with metastatic disease or recurrent ovarian cancer. Those living with advanced metastatic disease are provided ongoing support, where each can renew their passport of services every six months for as long as they need and Unite for HER is able to provide the funding. The hallmark Wellness Program and passport of integrative therapies is directly delivered to the patient's home, via HER Care Box, a self-care package of carefully curated and vetted products and resources. This direct-to-home model that Unite for HER administers delivers its mission and outreach throughout the nation, providing easy access for all and breaking down barriers such as transportation, childcare, work, and just not feeling well enough to attend in person.

During fiscal year 2023, the Organization:

- Delivered 25,085 one-on-one private integrative therapy sessions, both virtually and in-person;
- Executed 50 Virtual Wellness Day Conferences reaching all 50 states; and
- Delivered the Wellness Program, resources, and therapies directly to the comfort of the homes of 2,822 newly diagnosed participants and 2,500 participants living with metastatic breast cancer or recurrent ovarian cancer.

In addition to funding integrative therapies, Unite for HER provides 36 LIVE Virtual Education Series and 48 LIVE Cooking Webinars per year, showcasing experts and thought leaders on a variety of topics, as well as its Culinary Registered Dietitian team. All of these online events empower members to self-advocate and gain much needed knowledge, navigating their diagnosis, treatment, and beyond. The Organization's Cooking Webinars, HER Speaker Series, Ask the Experts, and Virtual Hang Out have created a reliable trusting community for its members to engage in at any time or stage of diagnosis, for life.

#### NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accompanying financial statements of the Organization have been prepared using the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America ("U.S. GAAP") as applicable to not-for-profit organizations.

##### [1] Cash equivalents:

Cash equivalents represent highly liquid investments with original maturities of 90 days or less.

##### [2] Investments:

Investments represent brokered certificates of deposit with maturities ranging from December 2023 to March 2025. The issuers have the option to call the certificates of deposit prior to maturity. Investments are stated at fair value in the statements of financial position. Fair values of individual securities are determined by quoted market prices. Unrealized gains and losses on investments are included in the statements of activities and changes in net assets.

# UNITE FOR HER

## Notes to Financial Statements June 30, 2023 and 2022

### NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### [3] Contributions receivable:

Contributions receivable are stated at the amount management expects to collect from outstanding balances. An allowance for uncollectible contributions receivable is provided based upon management's judgment, including such factors as prior collection history and type of contribution. All balances are expected to be collected; therefore, no allowance has been recorded.

Contributions to be received after one year are discounted at a rate commensurate with the risk involved. All balances are expected to be collected before June 30, 2024; therefore, no discount has been recorded.

#### [4] Leases:

The Organization determines if an arrangement is a lease at inception.

An operating lease is recorded as a right-of-use ("ROU") asset and lease liability on the accompanying statements of financial position. The ROU asset and the related lease liability are recognized based on the present value of the future minimum lease payments over the lease term at commencement date. For operating leases, interest on the lease liability and the amortization of ROU asset result in straight-line rent expense over the lease term.

Leases may include options to extend or terminate the lease which are included in the ROU asset and lease liability when they are reasonably certain of exercise. Operating lease expense associated with minimum lease payments is recognized on a straight-line basis over the lease term. When additional payments are based on usage or vary based on other factors, they are considered variable lease payments and are excluded from the measurement of the ROU asset and lease liability. These payments are recognized as an expense in the period in which the related obligation was incurred.

For the year ended June 30, 2022, the Organization accounted for leases under the Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") Topic 840, *Leases*. Operating leases were recorded on a straight-line basis over the term of the lease.

#### [5] Classification of net assets:

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor-imposed or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net assets without donor restrictions* – Net assets available for use in general operations and not subject to donor-imposed or certain grantor-imposed restrictions.

*Net assets with donor restrictions* – Net assets subject to donor-imposed or certain grantor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates resources be maintained in perpetuity. Net assets with donor restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. The Organization reports contributions with donor restrictions as support without donor restrictions if the restrictions are met in the same reporting period in which the contributions are received. There were no net assets with donor restrictions for the years ended June 30, 2023 and 2022.

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### [6] Revenue recognition:

The Organization follows FASB ASC Topic 606, *Revenue from Contracts with Customers*, which provides a five-step analysis of contracts to determine when and how revenue is recognized. The core principle of ASC Topic 606 is that an entity should recognize revenue to reflect the transfer of goods and services to customers in an amount equal to the consideration the entity received or expects to receive.

##### *Signature events*

The Organization earns revenue from contracts with customers through signature events.

Revenue related to signature events is recognized when or as the performance obligations in each contract are satisfied for the amount of consideration the Organization expects to be entitled to receive for the related service or product.

Signature event revenue is bifurcated into an exchange transaction component and a contribution component. The exchange transaction component is considered to be the fair market value of the goods and services received by an attendee. The transaction price is the fair market value, which is estimated by management for each event based on an analysis of the benefits received by an attendee. Revenue is recognized at the point in time when the event takes place as that is when the Organization's sole obligation to perform is satisfied. The contribution component is considered to be the amount in excess of the fair market value of the goods and services received by an attendee. Revenue is recognized when the event takes place as the occurrence of the event is considered to be a barrier and there is a right of return if the event does not occur. Payments for signature events are generally required to be made when registration for the event occurs. The exchange transaction revenue is presented as signature events – direct benefits to donors on the accompanying statements of activities and changes in net assets.

There were no contract assets or liabilities for signature events as of either June 30, 2023 or 2022.

##### *Contributions, grants, and campaigns*

Contributions and grants, including unconditional promises to give, are recorded as net assets without donor restrictions and net assets with donor restrictions support, depending on the existence and/or nature of any donor restrictions. Contributions, including unconditional promises to give, are recorded at the time they are received. Conditional promises to give – that is, those with a measurable performance or other barrier and a right of return – are not recognized until the conditions on which they depend have been met.

Refundable advances are comprised of contributions received to sponsor the Wellness Program, as well as outreach and education programs. These contributions are conditional on the programs taking place and will be recognized as revenue when the programs occur. As of June 30, 2023 and 2022, refundable advances amounted to \$628,293 and \$423,308, respectively.

The Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") provides an Employee Retention Credit, which is a refundable tax credit against certain employment taxes. From March 12, 2020 through December 31, 2020, the tax credit was equal to 50% of qualified wages up to \$10,000 or a maximum credit of up to \$5,000 per employee. From January 1, 2021 through June 30, 2021, the tax credit was equal to 70% of qualified wages up to \$10,000 during a quarter or a maximum credit of up to \$14,000 per employee (or \$7,000 per quarter). During the year ended June 30, 2023, the Organization recorded \$344,989 of Employee Retention Credit revenue in the Organization's statements of activities and changes in net assets.

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### [6] Revenue recognition: (continued)

###### *Contributed facilities, materials, and services*

The Organization receives contributed facilities, materials, and services. Contributed facilities and materials are recorded at their estimated fair values. Contributed facilities include the cost of venues used for signature events and amounted to \$130,339 and \$35,835 for the years ended June 30, 2023 and 2022, respectively. Contributed materials include items to support Wellness Days and signature events and for use in HER Care Boxes, which amounted to \$369,359 and \$385,087 for the years ended June 30, 2023 and 2022, respectively.

Contributed services are recognized if the services received: (a) create or enhance nonfinancial assets, or (b) require specialized skills that are provided by individuals possessing those skills and would typically be purchased if not provided by donation. Contributed services are recorded at the fair value of the services received if they meet the above criteria. Contributed services include costs for accounting services and professional services provided to Wellness Days and signature events, which amounted to \$191,497 and \$249,178 for the years ended June 30, 2023 and 2022, respectively.

Contributed facilities, materials, and services are reflected as revenue in the accompanying statements of activities and changes in net assets. The related offsetting expense is recorded in the same amount on the statements of activities and changes in net assets. In addition to those included above, the Organization receives donated services from unpaid volunteers who assist to advance the Organization's programs and objectives. These services do not meet the criteria for recognition as contributed services and are therefore not included in the accompanying financial statements.

##### [7] Paycheck Protection Program:

The Organization has elected to account for the Paycheck Protection Program ("PPP") proceeds received under the CARES Act as a loan payable. Loan forgiveness will be recognized when the conditions for loan forgiveness are met and the forgiveness amount is formally approved by the bank and the U.S. Small Business Administration ("SBA"). The loan forgiveness is more fully described in Note E.

##### [8] Functional allocation of expenses:

Directly identifiable expenses are charged to program services, management and general, and fundraising. Expenses related to more than one function including wages, payroll taxes, and benefits, marketing and communications, professional fees, occupancy, and other are allocated among the functions based on estimated levels of employee effort, vendor effort, or use associated with each function.

##### [9] Use of estimates:

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

##### [10] Federal tax status:

The Organization is classified by the Internal Revenue Service as an organization described under Section 501(c)(3) of the Internal Revenue Code (the "Code") and is exempt from federal and state income taxes under Section 501(a) of the Code.

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### [10] Federal tax status: (continued)

U.S. GAAP requires management to evaluate tax positions taken and recognize a tax liability if the Organization has taken an uncertain tax position that more likely than not would not be sustained upon examination by a government authority. Management has analyzed the tax positions taken by the Organization and has concluded that, as of June 30, 2023 and 2022, there are no uncertain positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements.

The Organization recognizes accrued interest and penalties associated with uncertain tax positions, if any. There were no income tax related interest or penalties recorded for either of the years ended June 30, 2023 or 2022.

##### [11] Adoption of new accounting pronouncement:

In February 2016, FASB issued Accounting Standards Update (“ASU”) 2016-02, *Leases (Topic 842)*, to increase transparency and comparability among organizations by requiring the recognition of ROU assets and lease liabilities on the statement of financial position. Most prominent among the changes in the standard is the recognition of ROU assets and lease liabilities by lessees for those leases classified as operating leases. Under the standard, disclosures are required to meet the objective of enabling users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases.

The Organization adopted the standard effective July 1, 2022 and recognized and measured leases existing July 1, 2022, with certain practical expedients available. Lease disclosures for the year ended June 30, 2022 are made under prior lease guidance in FASB ASC Topic 840, *Leases*. Accordingly, the Organization applied the guidance to each lease that had commenced as of the adoption date and also elected a package of practical expedients which included the following: no requirement to reassess (a) whether any expired or existing contracts are, or contain, leases, (b) the lease classification for any expired or existing leases, and (c) the recognition requirements for initial direct costs for any existing leases. The Organization also elected a practical expedient to account for lease and nonlease components as a single lease component. The Organization excluded short-term leases having initial terms of 12 months or less from the new guidance as an accounting policy election and recognizes rent expense for such leases on a straight-line basis over the lease term. In calculating the related lease liabilities at the time of adoption, the Organization utilized historical experience when determining the noncancelable portion of the lease term and elected to use the risk-free rate as the discount rate.

As a result of the adoption of the new lease accounting, the Organization recognized, on July 1, 2022, a lease liability of \$37,385, which represents the present value of the remaining operating lease payments, discounted using the risk-free rate of 6.00%, and a ROU asset of \$37,385.

The standard did not have a material impact on the Organization's statements of financial position, activities and changes in net assets, or cash flows. The most significant impact was the recognition of ROU assets and lease liabilities for operating leases, while the accounting for finance leases remained substantially unchanged.

##### [12] Reclassifications:

Certain amounts in the prior year financial statements have been reclassified to conform to the current year presentation.

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE C - LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditures, that is, without donor restrictions limiting their use, within one year of the statements of financial position dates, comprise the following as of June 30, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Financial assets:		
Cash and cash equivalents	\$ 1,080,309	\$ 2,767,623
Investments	1,983,704	-
Contributions receivable	<u>85,856</u>	<u>53,300</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 3,149,869</u>	<u>\$ 2,820,923</u>

General expenditures include program services expenses, management and general expenses, and fundraising expenses expected to be paid in the subsequent year.

As part of the Organization's liquidity management plan, the Organization structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization holds cash in excess of daily requirements in an interest-bearing deposit account.

#### NOTE D - CONCENTRATIONS OF CREDIT RISK

The Organization maintains its cash balances in financial institutions with insurance provided by the Federal Deposit Insurance Corporation. At times, these accounts may exceed the insurable limits. Management does not believe there is a significant credit risk with these institutions.

#### NOTE E - PPP LOAN PAYABLE

On February 14, 2021, the Organization received a loan in the amount of \$138,230 pursuant to the CARES Act PPP. Neither principal nor interest was due until the earlier of the determination of loan forgiveness, if forgiveness was denied, or ten months after the end of the forgiveness period, which was expected to be June 2022. The loan of \$138,230 and all accrued interest totaling \$716 were forgiven in full on September 8, 2021 and are included as gain on forgiveness of PPP loan on the statements of activities and changes in net assets.

Interest expense on the PPP loan amounted to \$0 and \$235 for the years ended June 30, 2023 and 2022, respectively.

## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE F - SIGNATURE EVENTS

The Organization's signature events receive revenues primarily in the form of contributions and sponsorships.

Revenues and expenditures for the Pink Invitational and other signature events for the years ended June 30, 2023 and 2022 are as follows:

	Year Ended June 30, 2023		
	<u>Revenues</u>	<u>Expenditures</u>	<u>Net</u>
Pink Invitational	\$ 1,430,655	\$ 774,352	\$ 656,303
Other signature events	<u>1,383,669</u>	<u>235,976</u>	<u>1,147,693</u>
	<u>\$ 2,814,324</u>	<u>\$ 1,010,328</u>	<u>\$ 1,803,996</u>

  

	Year Ended June 30, 2022		
	<u>Revenues</u>	<u>Expenditures</u>	<u>Net</u>
Pink Invitational	\$ 973,404	\$ 473,146	\$ 500,258
Other signature events	<u>1,057,840</u>	<u>148,388</u>	<u>909,452</u>
	<u>\$ 2,031,244</u>	<u>\$ 621,534</u>	<u>\$ 1,409,710</u>

#### NOTE G - LEASES

The Organization has a lease agreement for office space that has been recorded in accordance with FASB ASC Topic 842 as an operating lease. The lease expires in October 2023. Monthly base rent under the lease is approximately \$2,400.

The liabilities under operating leases are recorded at the present value of the minimum lease payments. Lease expense of \$29,052 for the year ended June 30, 2023 consists of ROU asset amortization and lease liability interest and is included in occupancy expense on the statement of functional expenses.

The following maturity analysis of the annual undiscounted cash flows of the lease liability as of June 30, 2023 is as follows:

<u>Year Ending June 30,</u>	<u>Debt</u>
2024	\$ 9,700
Less: present value of discount	<u>(120)</u>
Total	<u>\$ 9,580</u>



## UNITE FOR HER

### Notes to Financial Statements June 30, 2023 and 2022

#### NOTE G - LEASES (CONTINUED)

As of June 30, 2023, the ROU asset and lease liability related to this agreement were \$9,628 and \$9,580, respectively. The remaining lease term of the agreement is four months, and the discount rate is 6.00%. The total rent expense under this agreement was \$29,052 and \$28,800 for the years ended June 30, 2023 and 2022, respectively. The cash paid for amounts included in the measurement of lease liabilities for the year ended June 30, 2023 was \$29,100.

#### NOTE H - FAIR VALUE MEASUREMENT

The Organization measures fair value in accordance with ASC 820, *Fair Value Measurements and Disclosures*. ASC 820 defines fair value, establishes a framework, provides guidance regarding the methods used for measuring fair value, and expands disclosures about fair value measurements. Fair value is an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. As such, fair value is a market-based measurement that should be determined based on assumptions that market participants would use in pricing an asset or liability.

As a basis for considering such assumptions, there exists a three-tiered fair value hierarchy, which prioritizes the inputs used in measuring fair value as follows:

- Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access as of the measurement date.
- Level 2: Inputs other than quoted prices included within Level 1 that are directly observable for the asset or liability or indirectly observable through corroboration with observable market data.
- Level 3: Unobservable inputs for the asset or liability only used when there is little, if any, market activity for the asset or liability as of the measurement date.

This hierarchy requires the Organization to use observable market data, when available, and to minimize the use of unobservable inputs when determining fair value.

#### *Investments in fixed maturities*

Brokered certificates of deposit are valued based on quoted market prices that are deemed to be actively traded.

The following table presents the Organization's financial assets measured at fair value on a recurring basis as of June 30, 2023:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Brokered certificates of deposit	<u>\$ 1,983,704</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,983,704</u>

The availability of observable market data is monitored to assess the appropriate classifications of financial instruments within the fair value hierarchy. Changes in economic conditions or model-based valuation techniques may require the transfer of financial instruments from one fair value level to another. In such circumstances, the transfer is reported at the beginning of the reporting period. For the year ended June 30, 2023, there were no transfers into or out of Levels 1, 2 or 3.

# UNITE FOR HER

## Notes to Financial Statements June 30, 2023 and 2022

### NOTE I - IN-KIND CONTRIBUTIONS

For the years ended June 30, 2023 and 2022, contributed nonfinancial assets recognized within the statements of activities and changes in net assets include the following:

	2023				2022			
	Outreach and Education	Management and General	Fundraising	Total	Outreach and Education	Management and General	Fundraising	Total
<b>Signature events:</b>								
<b>In-kind facilities:</b>								
Rent and facility	\$ -	\$ -	\$ 130,339	\$ 130,339	\$ -	\$ -	\$ 35,835	\$ 35,835
<b>In-kind materials:</b>								
Non-cash prizes	-	-	88,812	88,812	-	-	40,979	40,979
Food and beverage	-	-	45,944	45,944	-	-	37,439	37,439
Other	-	-	83,563	83,563	-	-	10,178	10,178
	-	-	218,319	218,319	-	-	88,596	88,596
<b>In-kind services:</b>								
Entertainment	-	-	13,527	13,527	-	-	7,579	7,579
<b>Total signature events</b>	-	-	362,185	362,185	-	-	132,010	132,010
<b>Other:</b>								
<b>In-kind materials:</b>								
HER Care boxes	151,040	-	-	151,040	287,627	-	-	287,627
Other	-	-	-	-	-	8,864	-	8,864
	151,040	-	-	151,040	287,627	8,864	-	296,491
<b>In-kind services:</b>								
Education	23,400	-	-	23,400	30,175	-	-	30,175
Accounting	-	-	-	-	15,294	7,647	15,294	38,235
Fundraising development	-	-	150,000	150,000	-	-	150,000	150,000
Other	4,570	-	-	4,570	19,789	400	3,000	23,189
	27,970	-	150,000	177,970	65,258	8,047	168,294	241,599
<b>Total other</b>	179,010	-	150,000	329,010	352,885	16,911	168,294	538,090
<b>Total in-kind contributions</b>	<b>\$ 179,010</b>	<b>\$ -</b>	<b>\$ 512,185</b>	<b>\$ 691,195</b>	<b>\$ 352,885</b>	<b>\$ 16,911</b>	<b>\$ 300,304</b>	<b>\$ 670,100</b>

## **UNITE FOR HER**

### **Notes to Financial Statements June 30, 2023 and 2022**

#### **NOTE I - IN-KIND CONTRIBUTIONS (CONTINUED)**

Contributed facilities and materials are valued using estimated prices of identical or similar venues and products considering the venues' and products' condition and utility for use at the time of the contribution. Contributed services are valued using estimated prices of identical or similar services. All in-kind contributions received during the years ended June 30, 2023 and 2022 were unrestricted.

#### **NOTE J - SUBSEQUENT EVENTS**

The Organization has evaluated subsequent events through September 21, 2023, which is the date the financial statements were available to be issued, and determined that there are no other items to disclose.