# WILD EARTH ALLIES, INC. FINANCIAL STATEMENTS **DECEMBER 31, 2021**

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Wild Earth Allies, Inc. Chevy Chase, MD

## Opinion

We have audited the accompanying financial statements of Wild Earth Allies, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

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

# **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 Wild Earth Allies, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical 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 Wild Earth Allies, Inc.'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 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
  Wild Earth Allies, Inc.'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 Wild Earth Allies, Inc.'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.

KRONZEK, FISHER & LOPEZ, PLLC

Washington, DC September 9, 2022

# STATEMENT OF FINANCIAL POSITION

# **DECEMBER 31, 2021**

# <u>ASSETS</u>

Cash and cash equivalents Receivables Advances to Field Prepaid expenses Property and equipment, net Deposits	\$ 2,363,451 520,630 69,220 11,208 42,900 18,745
TOTAL ASSETS	\$ 3,026,154
<u>LIABILITIES AND NET ASSETS</u>	
LIABILITIES Accounts payable & accrued expenses Note payable (See Note 8) Deferred lease obligation (See Note 9)	\$ 106,854 150,000 130,988
TOTAL LIABILITIES	387,842
NET ASSETS Without donor restrictions With donor restrictions - purpose restrictions	 2,008,671 629,641
TOTAL NET ASSETS	 2,638,312
TOTAL LIABILITIES AND NET ASSETS	\$ 3,026,154

# STATEMENT OF ACTIVITIES

# FOR THE YEAR ENDED DECEMBER 31, 2021

	Without Donor Restrictions			fith Donoor estrictions		Total
REVENUE Grants & contributions Reimbursed expenses Other income	\$	2,322,850 1,330 941	\$	1,161,298 - -	\$	3,484,148 1,330 941
Net assets released from: Satisfaction of program		2,325,121		1,161,298		3,486,419
restrictions  Total revenue		1,262,901 3,588,022		(1,262,901)		3,486,419
EXPENSES						
Program Services Africa Central America Southeast Asia USA Global Programs Total program expenses		1,013,269 211,743 783,324 169,969 346,061 2,524,366		- - - - - -		1,013,269 211,743 783,324 169,969 346,061 2,524,366
Support Services General & Administrative Fundraising Total support services		140,290 20,138 160,428		- - -	***************************************	140,290 20,138 160,428
Total expenses		2,684,794		-		2,684,794
CHANGE IN NET ASSETS		903,228		(101,603)		801,625
Beginning net assets		1,105,443		731,244		1,836,687
Ending net assets	\$	2,008,671	_\$_	629,641	\$	2,638,312

See accompanying notes to financial statements.

WILD EARTH ALLIES, INC.

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2021

Total	Expenses	\$ 758,883	173,078	148,404	84,545	•	1,314,647	3,113	1,455	12,950	1,432	156,297	11,630	5,772		4,389	8,199	\$ 2,684,794	
	Fdrsg.	\$ 14,192	1,955	ı	634		1	1	•	•	,	3,327	į	1		•	30	\$ 20,138	
Gen. &	Admin.	\$ 62,429	29,413	6,387	25,059		ı	953	446	320	149	8,309	1,896	1,768		1,344	1,817	\$ 140,290	
Total	Program	\$682,262	141,710	142,017	58.852		1,314,647	2,160	1,009	12,630	1,283	144,661	9,734	4,004	!	3,045	6,352	\$ 2,524,366	
Global	Programs	163,670	22,737	89,603	34.541	, , , , , , , , , , , , , , , , , , ,	ı	•	•	11,905	945	17,146	5,265	1		•	249	346,061	
		<u>ω</u>																₩.	
	NSA	54,704	9,308	573	1.754	· ) :	93,575	86	40	29	13	9,197	170	159		121	240	169,969	
		S																မှ	
Southeast	Asia	194,640	47,277	6.141	8 985		470,206	917	428	308	144	47,128	1,823	1,700		1,293	2,334	783,324	
0)		S																ક	
Central	America	63,805	12.978	37,777	2,329	101	80.479	191	88	99	30	12,220	554	353		269	605	211,743	
		ات ا		~	. ~			"	. ^!	-	_	_	<u>~</u>	~		<b>~</b> I	 	\$	 
	Africa	\$ 205.443	49.410	7,923	11 243	¥-7, -	670,387	996	45	324	151	58,970	1,92	1,792		1.362	2,924	\$ 1,013,269 \$ 211,743	
		Salaries	Payroll txs & benefits	Consultants	Drofessional fees		Field projects	Travel/meetings/wkshps	Simplies	Printing & duplicating	Postage & shipping	Occupancy	Communications	Insurance		l icense & registrations	Miscellaneous	Total expenses	

# STATEMENT OF CASH FLOWS

# FOR THE YEAR ENDED DECEMBER 31, 2021

Cash flow from operating activities: Cash received from grants & contributions Cash received from other income & reimbursed expenses Cash paid to employees and vendors Net cash provided by operating activities	\$ 3,680,015 2,271 (2,774,772) 907,514
Cash flow from investing activities: Cash paid to purchase field vehicle Net cash used for investing activities	 (42,900) (42,900)
Net increase in cash and cash equivalents	864,614
Cash and cash equivalents - January 1, 2021	 1,498,837
Cash and cash equivalents - December 31, 2021	\$ 2,363,451
Reconciliation of increase in net assets to net cash provided by operating activities:	
Increase in net assets	\$ 801,625
Adjustments to reconcile increase in net assets to net cash provided by operating activities:	
Forgiveness of Paycheck Protection Program Loan	(169,400)
Changes in assets and liabilities: Decrease in receivables Increase in advances to fields Increase in prepaid expenses Decrease in accounts payable and accrued expenses Increase in deferred lease obligation	 365,267 (51,761) (481) (55,150) 17,414

#### NOTES TO THE FINANCIAL STATEMENTS

**DECEMBER 31, 2021** 

#### **NOTE 1 - ORGANIZATION**

Wild Earth Allies, Inc. is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and is publicly supported under the IRC Section 170(b)(1)(A)(vi). The organization was founded in 1981, and in 2016 changed its name to Wild Earth Allies, Inc. from Fauna & Flora International, Inc. As Wild Earth Allies, Inc., we focus both on direct implementation and collaborate with partners globally on biodiversity conservation. Our priority terrestrial and marine ecosystems cover more than 2.5 million acres in Southeast Asia, Central Africa and the Americas. These vital areas are key to protecting rich biodiversity and building the resilience of wildlife and people to our changing climate. Within these landscapes, we focus our conservation efforts on key wildlife species whose protection benefits broader biodiversity. Current priorities include Asian elephants in Cambodia, great apes in Central Africa, marine turtles in the Eastern Pacific and Cambodia, and the threatened trees globally. Since 2018, all revenue reflects Wild Earth Allies, Inc. program priorities and partnerships around the world, including in the United States.

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

<u>Basis of accounting</u> - The financial statements of the Organization have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America for not-for-profit organizations.

Revenue Recognition – Grants and contributions are recognized when an unconditional grant or contribution has been awarded, or when the organization has satisfied the requirements of the condition. All grants and contributions are considered to be available for use at the discretion of the organization unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as donor-restricted support that increases the net assets with donor restrictions class.

<u>Net Assets</u> – Net assets, revenues, gains and losses are classified based on the existence or absence of donor 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 (or certain grantor) restrictions.

Net Asset With Donor Restrictions – Net assets subject to donor (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 that resources be maintained in perpetuity. Donor-imposed 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.

<u>Property and equipment</u> – Property and equipment with a useful life of more than one year and a unit acquisition cost of \$5,000 or more will be capitalized and depreciated over its useful life. The items will be recorded at cost. Depreciation is determined by the straight-line method based on an estimated useful life of three to thirty- five years depending on the type of asset.

<u>Cash and Cash Equivalents</u> – Cash and cash equivalents include all monies in banks and highly liquid investments with original maturity dates of less than three months. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

## NOTES TO THE FINANCIAL STATEMENTS (CONT)

**DECEMBER 31, 2021** 

## NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

On December 31, 2021, the organization had \$1,000,003 in a money market account, which is insured by the Securities Investor Protection Corporation, but is not covered by insurance provided by the federal government. It is the opinion of management that the solvency of the referenced financial institution is not a particular concern at this time.

Fair Value of Financial Instruments - The financial instruments of the organization are reported on the statement of financial position at market or fair values, or at carrying amounts that approximate fair values because of the short maturity of the instruments. See Note 10 for a description of financial instruments carried at fair value.

Investments - The organization reports under ASC 320 Investments Debt & Equity Securities. Under ASC 320, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

Functional expenses - The costs of program and supporting service activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among programs and supporting services benefited.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles which requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

## NOTE 3 - RECEIVABLES

All receivables as of December 31, 2021, were determined to be collectible within one year. The organization determined that no allowance for uncollectible pledges was necessary for grants and other receivables based on historical information and management's analysis of the pledges outstanding as of December 31, 2021.

## **NOTE 4 – PROPERTY AND EQUIPMENT**

Property and equipment are stated at cost, or in the case of donated property, at estimated fair value determined as of the date of receipt. Property and equipment consists of the following at December 31, 2021:

\$ 71,400 Vehicles 28,500 Less: accumulated depreciation

\$ 42,900

Net property and equipment

#### **NOTE 5 - RETIREMENT PLAN**

The organization contributed 10% of all eligible employees' salary into a Safe Harbor 401(k) retirement plan for 2021. The Board reviews employer contributions to this plan annually, against a legal requirement to contribute a mandatory 3% for eligible participants. The organization's employer contributions for 2021 were \$70,715.

## NOTES TO THE FINANCIAL STATEMENTS (CONT)

**DECEMBER 31, 2021** 

## NOTE 6 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes:

Africa Central America	\$ 285,000 13,608
Southeast Asia	331,033
Total	<u>\$ 629,641</u>

Net assets were released from donor restrictions by incurring expenses satisfying the purpose of time or program restrictions specified by donors as follows:

Purpose restriction accomplished:

Africa	\$	411,800
Central America		163,819
Southeast Asia		517,882
Core expenses		169,400
·		
Total	\$1.	262,901

#### NOTE 7 – CONCENTRATION OF CREDIT RISK

During the year the organization did maintain cash balances in excess of \$250,000 in an account, which is insured by the Federal Deposit Insurance Corporation up to \$250,000. At December 31, 2021, the organization's cash balance in excess of FDIC insurance totaled \$1,065,931. Management periodically assesses the financial condition of the financial institution and believes that the risk of any credit loss is minimal.

## **NOTE 8 – NOTE PAYABLE**

On June 19, 2020, the organization received an Economic Injury Disaster Loan from the US Small Business Administration (SBA) for \$150,000. The balance of principal and interest of 2.75% is payable 30 years from the date of the promissory note. Installment payments (including principal and interest) of \$641 monthly will begin twenty-four months from the date of the promissory note of June 19, 2020.

Future scheduled payments of long-term debt approximate to be as follows:

For the fiscal years ending -

2022	\$ 4,487
2023	7,692
2024	7,692
2025	7,692
2026	7,692
Thereafter	<u>114,745</u>
Total	<u>\$ 150,000</u>

## NOTES TO THE FINANCIAL STATEMENTS (CONT)

**DECEMBER 31, 2021** 

## NOTE 9 - COMMITMENTS AND CONTINGENCIES

Effective December 1, 2017 the organization entered into a lease for office space at 2 Wisconsin Circle, Suite 900, Chevy Chase, MD through December 31, 2025. Monthly base rent payments under the lease were abated 100% for December 2017 – May 2018. The total rent abatement of \$80,871 is being recognized and amortized over the life of the lease as a reduction to rent expense. The organization subsequently received additional rent abatement of \$66,585 to be used against its monthly rent payments effective November 2020 until fully utilized. This additional rent abatement of \$66,585 is being recognized and amortized over the life of the lease as a reduction to rent expense.

The organization's minimum lease commitment as of December 31, 2021 (contained in the lease and updated for the additional rent abatement) is as follows:

For the fiscal year ending -

December 31, 2022	\$	180,694
December 31, 2023		185,663
December 31, 2024		190,769
December 31, 2025		<u> 196,015</u>
Total	<u>\$</u>	753,141

Effective November 1, 2020, monthly rent expense being recognized over the lease on a straight-line basis is \$12,961. (\$1,361,442 divided by 97 months) less (\$66,585 divided by 62 months). The difference between this amount recognized and paid is being adjusted to deferred lease obligation throughout the term of the lease. The balance in the deferred lease obligation was \$130,988 as of December 31, 2021.

Total rent expense under this lease for the year ending December 31, 2021, was \$155,538 and is included under "Occupancy" expense.

Effective February 1, 2021, the organization entered into a cancellable, 24-month lease for office space in Cambodia. Monthly payments under this lease are \$1,100 and are included in "Field projects" expense in the financial statements.

#### **NOTE 10 – FAIR VALUE MEASUREMENTS**

The organization follows FASB ASC 820-10 for financial assets (and liabilities) measured on a recurring basis, as amended. FASB ASC 820-10 clarifies fair value, establishes a framework for measuring fair value under generally accepted accounting principles (GAAP), and expands disclosures about fair value measurements. FASB ASC 820-10 emphasizes that fair value is a market -based measurement, not an entity-specific measurement and, therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, FASB ASC 820-10 established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby the market participant assumptions are developed based on market data obtained from independent sources, and unobservable, whereby assumptions about market participant assumptions are developed by the reporting entity based on the best information available in the circumstances. The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

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

## NOTES TO THE FINANCIAL STATEMENTS (CONT)

**DECEMBER 31, 2021** 

#### NOTE 10 - FAIR VALUE MEASUREMENTS (CONTINUED)

Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset and liability, either directly or indirectly, through corroboration with observable market data (market corroborated inputs).

Level 3 – unobservable inputs for the asset or liability including inputs that reflect the reporting entity's own assumptions in determining the fair value measurements.

## Assets Measured at Fair Value

		Quoted Prices in Active Markets for Identical
Description	Fair Value	(Level 1)
Money Market Funds	\$1,000,003	\$1,000,003

The Association used the following methods and significant assumptions to estimate fair value for assets and liabilities recorded at fair value.

Money Market Funds – are valued using the net asset value provided by the administrator of the fund. The net asset value is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. Money Market Funds seek a stable \$1.00 net asset value. The net asset value is a quoted price in an active market and classified within Level 1 of the valuation hierarchy.

## **NOTE 11 – INCOME TAXES**

The organization is exempt from income taxes under Internal Revenue Code 501(c)(3) and applicable state statutes. No provision for income taxes is required at December 31, 2021, as the Organization had no net unrelated business income

The organization follows FASB ASC 740 Income Taxes, the authoritative guidance relating to accounting for uncertainty in income taxes. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and de-recognition of tax positions taken or expected to be taken in a tax return. The Organization performed an evaluation of uncertain tax positions for the year ended December 31, 2021, and determined that there were no matters that would require recognition in the financial statements, or which may have any effect on its tax-exempt status. As of December 31, 2021, the statute of limitations for tax years 2018 through 2020 remains open with federal and state authorities.

## NOTES TO THE FINANCIAL STATEMENTS (CONT)

## **DECEMBER 31, 2021**

## **NOTE 12 - LIQUIDITY**

The following reflects the Organization's financial assets as of the statement of financial position date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the statement of financial position date.

Financial assets, at year end

\$ 2,884,081

Less those unavailable for general expenditures within one year due to:

Restriction by donor for purpose

629,641

Financial assets available to meet cash needs for general expenditures

within one year

\$ 2,254,440

As part of the Organization's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

## **NOTE 13 – SUBSEQUENT EVENTS**

The organization's management has evaluated subsequent events through September 9, 2022, the date the financial statements were available to be issued. There were no subsequent events identified through September 9, 2022, which were required to be disclosed in these financial statements.