

IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA



# Audited Financial Statements

June 30, 2021

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IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

# **Independent Auditor's Report**

To the Board of Directors of Getting Out and Staying Out, Inc.

## **Report on the Financial Statements**

We have audited the accompanying financial statements of Getting Out and Staying Out, Inc. ("GOSO"), which comprise the statement of financial position as of June 30, 2021, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

# Management's Responsibility for the Financial Statements

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

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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#### **Opinion**

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

#### Report on Summarized Comparative Information

We have previously audited GOSO's 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 16, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Schall + ashenfarb

Schall & Ashenfarb *v* Certified Public Accountants, LLC

February 2, 2022

# GETTING OUT AND STAYING OUT, INC. STATEMENT OF FINANCIAL POSITION AT JUNE 30, 2021 (With comparative totals at June 30, 2020)

#### Assets

	6/30/21	6/30/20
Cash and cash equivalents	\$1,108,749	\$1,243,656
Government grants receivable	938,609	869,913
Pledges receivable, net (Note 3)	877,849	0
Other receivables	78,586	67,711
Prepaid expenses	80,547	162,960
Fixed assets, net (Note 4)	294,822	134,490
Security deposits	229,262	43,590
Total assets	\$3,608,424	\$2,522,320

#### Liabilities and Net Assets

Liabilities:		
Accounts payable and accrued expenses	\$219,711	\$270,946
Conditional contributions	0	372,736
Paycheck Protection Program loan (Note 5)	0	288,630
Loans payable (Note 6)	481,250	0
Economic Injury Disaster loan (Note 7)	500,000	0
Deferred rent	230,777	2,813
Total liabilities	1,431,738	935,125
Net assets:		
Without donor restrictions	1,302,228	1,169,299
With donor restrictions (Note 8)	874,458	417,896
Total net assets	2,176,686	1,587,195
Total liabilities and net assets	\$3,608,424	\$2,522,320

# GETTING OUT AND STAYING OUT, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2021

(With comparative totals for the year ended June 30, 2020)

	Without Donor Restrictions	With Donor Restrictions	Total 6/30/21	Total 6/30/20
Public support:				
Contributions	\$1,546,393	\$880,600	\$2,426,993	\$1,908,438
Government grant income	2,512,000		2,512,000	2,359,562
Other government grant - Paycheck				
Protection Program (Note 5)	288,630		288,630	0
Special event income (net of expenses with				
a direct benefit to donors)(Note 9)	581,628		581,628	60,089
In-kind contributions (Note 10)	165,776		165,776	65,208
Program income	37,644		37,644	55,000
Other income	55,531		55,531	2,233
Loss on disposal of fixed assets	(22,540)		(22,540)	0
Net assets released from restriction (Note 8)	424,038	(424,038)	0	0
Total public support	5,589,100	456,562	6,045,662	4,450,530
Expenses:				
Program services	3,797,625		3,797,625	3,295,175
Supporting services:				
Management and general	1,086,830		1,086,830	881,429
Fundraising	571,716		571,716	502,635
Total supporting services	1,658,546	0	1,658,546	1,384,064
Total expenses	5,456,171	0	5,456,171	4,679,239
Change in net assets	132,929	456,562	589,491	(228,709)
Net assets - beginning of year	1,169,299	417,896	1,587,195	1,815,904
Net assets - end of year	\$1,302,228	\$874,458	\$2,176,686	\$1,587,195

# GETTING OUT AND STAYING OUT, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2021

(With comparative totals for the year ended June 30, 2020)

		Su	pporting Servic			
		Management		Total	Total	Total
	Program	and		Supporting	Expenses	Expenses
	Services	General	Fundraising	Services	6/30/21	6/30/20
			\$400.0F4			40 0 44 4 0 C
Salaries	\$2,063,848	\$498,695	\$182,854	\$681,549	\$2,745,397	\$2,341,106
Payroll taxes and benefits	402,603	97,282	35,670	132,952	535,555	448,043
Professional fees (including						
in-kind) (Note 10)	448,177	311,702	84,787	396,489	844,666	786,468
Client assistance (including						
in-kind) (Note 10)	244,726				244,726	405,664
Occupancy	367,035	88,688	32,519	121,207	488,242	275,670
Office expenses (including						
in-kind) (Note 10)	72,569	20,135	64,202	84,337	156,906	104,264
Telephone and internet	56,256	13,594	4,984	18,578	74,834	62,256
Equipment and maintenance	35,221	19,595	19,747	39,342	74,563	105,582
Insurance	21,237	5,131	1,882	7,013	28,250	31,039
Travel and meetings	4,475	1,492		1,492	5,967	9,720
Special event expenses			127,667	127,667	127,667	34,058
Other expenses		10,828	10,186	21,014	21,014	46,844
Depreciation	81,478	19,688	7,218	26,906	108,384	52,868
Total expenses	3,797,625	1,086,830	571,716	1,658,546	5,456,171	4,703,582
Less: direct special event expenses netted with revenue				0	0	(24,343)
Total expenses for statement						
of activities	¢2 707 625	¢1 006 020	¢571716	¢1 650 516	¢5 156 171	\$4,679,239
of activities	\$3,797,625	\$1,086,830	\$571,716	\$1,658,546	\$5,456,171	\$ <del>4</del> ,079,239

# GETTING OUT AND STAYING OUT, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2021

(With comparative totals for the year ended June 30, 2020)

	6/30/21	6/30/20
Cash flows from operating activities:		
Change in net assets	\$589,491	(\$228,709)
Adjustments to reconcile change in net assets		
to net cash (used for)/provided by operating activities:		
Depreciation	108,384	52,868
Donated leasehold improvements	(4,000)	0
Loss on disposal of fixed assets	22,540	0
Changes in assets and liabilities:		
Government grants receivable	(68,696)	933,076
Pledges receivable	(877,849)	0
Other receivables	(10,875)	40,212
Prepaid expenses	82,413	(158,152)
Security deposits	(185,672)	0
Accounts payable and accrued expenses	(51,235)	31,071
Conditional contributions	(372,736)	372,736
Government grant advance	0	(60,000)
Paycheck Protection Program loan	(288,630)	288,630
Deferred rent	227,964	(6,704)
Net cash flows (used for)/provided by operating activities	(828,901)	1,265,028
Cash flows from investing activities.		
Cash flows from investing activities:	(207 256)	(62,604)
Purchases of furniture, equipment, and leasehold improvements	(287,256)	(63,604)
Net cash flows used for investing activities	(287,256)	(63,604)
Cash flows from financing activities:		
Loan proceeds	981,250	0
	001 250	
Net cash flows provided by financing activities	981,250	0
Net (decrease)/increase in cash and cash equivalents	(134,907)	1,201,424
Cash and cash equivalents - beginning of year	1,243,656	42,232
Cash and cash equivalents - end of year	\$1,108,749	\$1,243,656
Supplemental information: Interest and taxes paid	\$0	\$0

# GETTING OUT AND STAYING OUT, INC. NOTES TO FINANCIAL STATEMENTS JUNE 30, 2021

#### Note 1 - Organization

Getting Out and Staying Out, Inc. ("GOSO") is dedicated to drastically reducing the recidivism rate for 16 to 24-year-old men by ensuring economic independence through purposeful education and directed employment. GOSO also manages the SAVE program that works in the community to interrupt gun violence by deploying credible messengers that partner with community stakeholders to decrease violence in our catchment area.

GOSO is a not-for-profit organization and has been notified by the Internal Revenue Service that it is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and similar New York State regulations. GOSO has been designated as an organization which is not a private foundation.

## Note 2 - Summary of Significant Accounting Policies

a. <u>Basis of Accounting</u>

The financial statements have been prepared using the accrual basis of accounting which is the process of recording revenue and expenses when earned or incurred rather than received or paid.

# b. <u>Basis of Presentation</u>

GOSO reports information regarding its financial position and activity according to the following classes of net assets:

- Net Assets Without Donor Restrictions represents those resources for which there are no restrictions by donors as to their use.
- Net Assets With Donor Restrictions represents contributions and the net residual of assets with donor-imposed restrictions that are expected to be satisfied by performing certain activities or through the passage of time.
- c. <u>Revenue Recognition</u>

GOSO follows the requirements of the Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") 958-605 for recording contributions, which are recognized at the earlier of when cash is received or at the time a pledge becomes unconditional in nature. Contributions are recorded in the net asset classes referred to above depending on the existence and/or nature of any donor-imposed restriction. When a restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restricted contributions are satisfied in the same period they were received, they are classified as without donor restrictions.

Contributions may be subject to conditions which are defined as both a barrier to entitlement and a right of return of payments, or release from obligations, and are recognized as income once the conditions have been substantially met.

Government grants have been evaluated and are considered to be non-reciprocal; therefore, they are also treated as contributions under ASC 958-605. In addition, government grants meet the criteria of being conditional. Revenue from these transactions is recognized when qualifying expenditures are incurred, performance related outcomes are achieved, and other conditions under the agreements are met. Cash received in advance of the conditions being met is treated as a liability.

Contributions and grants expected to be received within one year are recorded at net realizable value. Long-term pledges are recorded at fair value, using risk-adjusted present value techniques.

GOSO follows the requirements of FASB's ASC 606 for recognizing revenue from contracts with customers. GOSO receives program income for workshop and training which falls under ASC 606 and is included in the statement of activities. Revenue is recognized at the point in time the workshop is provided, and the performance obligation is complete. Fees that have not been collected at year end are reflected as accounts receivable. Amounts collected in advance are treated as deferred revenue.

Receivables are reviewed for collectability. Based on knowledge of specific donors and factoring in historical experience, no allowance for doubtful accounts exists as of June 30, 2021. Write-offs will be made in the period the receivable is deemed to be uncollectable.

 <u>Cash and Cash Equivalents</u> GOSO considers all liquid investments with an initial maturity of three months or less to be cash and cash equivalents.

#### e. <u>Concentration of Credit Risk</u>

Financial instruments that potentially subject GOSO to concentration of credit risk consist of checking and savings accounts that are placed with financial institutions that management deems to be creditworthy. At year-end and at various times during the year GOSO may have uninsured balances. Management feels they have little risk and has not experienced any losses due to bank failure.

f. Fixed Assets

Fixed assets consist of leasehold improvements, furniture, and equipment that GOSO retains title to which benefit future periods. Fixed assets are capitalized at cost, or if donated, at the estimated fair value at the time of donation. Depreciation is calculated using the straight-line method over the estimated useful life of the asset (5 years) or remaining term of the lease.

## g. Deferred Rent

Rent expense is recognized evenly over the life of the lease using the straight-line method. Rent expense recognized in excess of cash payments, primarily due to free rent received at the beginning of the lease, is reflected as deferred rent. In future years, when payments exceed the amount of rent recognized as expense, the deferred rent will be reduced until it is zero at the end of the lease.

## h. <u>In-kind Services</u>

Donated services that either create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided in-kind, are recognized at fair value.

Board members and other individuals volunteer their time and perform a variety of services that assist GOSO. These services do not meet the criteria of in-kind services and have not been recorded in the financial statements.

#### i. <u>Management Estimates</u>

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

## j. <u>Functional Allocation of Expenses</u>

The costs of providing various programs and other activities have been summarized on a functional basis in the financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management and general expenses include those expenses that are not directly identifiable with any other specific function but to provide for the overall support and direction of GOSO.

Salaries were allocated using time and effort as the basis. The following costs were allocated using the salary allocation as the basis:

- Payroll taxes and benefits
- Payroll services, IT services, and custodial fees included in professional fees
- Occupancy
- Office expenses
- Telephone and internet
- Equipment and maintenance
- Insurance
- Depreciation

All other expenses have been charged directly to the applicable program or supporting services.

#### k. Accounting for Uncertainty of Income Taxes

GOSO does not believe its financial statements include any material, uncertain tax positions. GOSO had previously filed tax returns on a calendar year-end before changing to a June fiscal year end, effective June 30, 2019. Tax filings for the periods ended December 31, 2018 and later are subject to examination by applicable taxing authorities.

#### l. <u>Comparative Financial Information</u>

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

#### m. <u>New Accounting Pronouncements</u>

FASB issued Accounting Standards Update ("ASU") No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, which becomes effective for the June 30, 2022 year with early adoption permitted. This ASU focuses on improving transparency in the reporting of contributed nonfinancial assets and requires a separate line-item presentation on the statement of activities and additional disclosures.

FASB issued ASU No. 2016-02, *Leases*. The ASU which becomes effective for the June 30, 2023 year, requires the full obligation of long-term leases to be recorded as a liability with a corresponding "right to use asset" on the statement of financial position.

GOSO is in the process of evaluating the impact these standards will have on future financial statements.

#### Note 3 - Pledges Receivable

Pledges receivable at June 30, 2021 are expected to be received in the following periods:

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Year ending:	June 30, 2022	\$250,500
	June 30, 2023	317,881
	June 30, 2024	318,468
		886,849
Less present va	lue discount (1%)	<u>(9,000</u> )
Total		<u>\$877,849</u>

#### Note 4 - Fixed Assets

Fixed assets consist of the following:

	<u>6/30/21</u>	<u>6/30/20</u>
Office furniture and equipment	\$210,588	\$147,216
Leasehold improvements	143,756	230,566
	354,344	377,782
Less: accumulated depreciation	<u>(59,522</u> )	<u>(243,292</u> )
Total fixed assets, net	<u>\$294,822</u>	<u>\$134,490</u>

#### Note 5 - Paycheck Protection Program Loan

During the year ended June 30, 2020, GOSO obtained a loan from the Small Business Administration ("SBA") through the Paycheck Protection Program. Terms of the loan indicated that if certain conditions were met, which included maintaining average work forces during periods subsequent to receipt of the loan funds that were not less than predetermined historical periods, that the loan, or a portion thereof, would be forgiven.

GOSO accounts for the PPP loan in accordance with ASC 958-605 as a conditional contribution. During the year ended June 30, 2021, GOSO met all conditions for forgiveness and recognized the loan as revenue. In addition, GOSO was notified that full forgiveness was approved by the SBA.

#### Note 6 - Loans Payable

During the year ended June 30, 2021, GOSO received the following loans:

- On August 14, 2020, GOSO received a zero-interest loan from the Non-Profit Finance Fund in the amount of \$375,000. The full balance was outstanding at June 30, 2021. The loan matured on August 14, 2021 at which time it was repaid in full.
- On May 14, 2021, GOSO received a bridge loan from the Fund for the City of New York ("the Fund") in the amount of \$106,250 for working capital to cover operating expenses. The full balance was outstanding at June 30, 2021. The loan was repaid in full subsequent to year-end.

#### Note 7 - Economic Injury Disaster Loan

In April 2020, GOSO entered into a loan agreement with the SBA in the amount of \$500,000 through the Economic Injury Disaster Loan ("EIDL") Program for working capital. Payments on the loan will begin twelve months from the date of the note. Interest will accrue at 2.75% per annum. Monthly installments of \$2,189, including principal and interest will be payable over 30 years from the date of the note. The loan is collateralized by all assets of GOSO. The full balance of \$500,000 was outstanding at June 30, 2021.

#### Note 8 - Net Assets With Donor Restrictions

The following summarizes the activity of net assets with donor restrictions:

	June 30, 2021			
	Beginning		Released	Ending
	Balance		from	Balance
	<u>7/1/20</u>	<u>Contributions</u>	<u>Restrictions</u>	<u>6/30/21</u>
Program restricted:				
Vocational training and				
employment development	\$238,590	\$0	(\$238,590)	\$0
SAVE East Harlem	100,000	12,000	(100,000)	12,000
Facility renovations	20,000	0	(20,000)	0
COVID-19 relief	38,000	0	(38,000)	0
Other programs	21,306	<u> </u>	<u>(27,448</u> )	2,108
Total program restricted	417,896	20,250	(424,038)	14,108
Time restricted	0	<u>860,350</u>	0	<u>860,350</u>
Total	<u>\$417,896</u>	<u>\$880,600</u>	<u>(\$424,038</u> )	<u>\$874,458</u>

-	June 30, 2020			
	Beginning		Released	Ending
	Balance		from	Balance
	<u>7/1/19</u>	<u>Contributions</u>	<b>Restrictions</b>	<u>6/30/20</u>
Program restricted:				
Vocational training and				
employment development	\$0	\$331,000	(\$92,410)	\$238,590
SAVE East Harlem	0	100,000	0	100,000
Facility renovations	0	20,000	0	20,000
COVID-19 relief	0	38,000	0	38,000
Other programs	0	21,500	<u>(194</u> )	21,306
Total program restricted	\$0	<u>\$510,500</u>	<u>(\$92,604</u> )	<u>\$417,896</u>

#### Note 9 - Special Events

Due to the COVID-19 Pandemic, GOSO's 2020 annual gala was postponed and changed to a virtual event that was held on September 22, 2020. GOSO held several smaller events during the year ended June 30, 2020 prior to the pandemic.

A summary of the special events proceeds is as follows:

	<u>6/30/21</u>	<u>6/30/20</u>
Gross revenue	\$581,628	\$84,432
Less: expenses with a direct benefit to donor	0	<u>(24,343</u> )
	581,628	60,089
Less: other event expenses	<u>(127,667)</u>	<u>(9,715)</u>
Total	<u>\$453,961</u>	<u>\$50,374</u>

## Note 10 - In-kind Contributions

During the year ended June 30, 2021, GOSO received in-kind contributions of \$165,776, which consisted of donated leasehold improvements of \$4,000 and donated services of \$161,776.

Donated services were allocated as follows:

	June 30, 2021			
		Management and		
	Program	<u>General</u>	<u>Fundraising</u>	Total
Professional fees	\$76,108	\$45,522	\$0	\$121,630
Client assistance	37,646	0	0	37,646
Office expense		2,500	<u> </u>	2,500
Total	<u>\$113,754</u>	<u>\$48,022</u>	<u>     \$0</u>	<u>\$161,776</u>
	June 30, 2020			
		Management		
	Program	and General	Fundraising	Total
Professional fees	<u>Frogram</u> \$0	\$65,208	<u>Fundraising</u> \$0	\$65.208
	<u> </u>	<u>400,200</u>	φ0	<u>400,200</u>

## Note 11 - Commitments and Contingencies

GOSO occupies office space in New York under the following lease agreements:

- Space at 1652 Park Avenue that expires in September 2023.
- Space at 2283 Third Avenue that expires in March 2031.

The future guaranteed minimum payments under the terms of all leases are as follows:

Year ending:	June 30, 2022	\$695,811
	June 30, 2023	697,010
	June 30, 2024	661,606
	June 30, 2025	688,961
	June 30, 2026	740,376
	Thereafter	<u>3,516,786</u>
		<u>\$7,000,550</u>

Total rent expense was approximately \$465,000 and \$244,000 as of June 30, 2021 and 2020, respectively.

GOSO conducts programs which are publicly supported by governmental agencies. Some programs are subject to governmental agency audits and retroactive adjustments for "disallowed" expenses. No reserves for potential payments to government agencies has been made as management does not believe that any future disallowances will be material.

In its normal course of business, GOSO may become a party to various claims related to general employment matters. Potential claims or losses are accrued when such claims are considered probable of requiring payment.

#### Note 12 - Retirement Plan

GOSO maintains a tax deferred 401(k) retirement plan on behalf of participating employees. All employees who are at least 21 years of age and have completed three consecutive months of employment may participate by designating a percentage of their salaries, subject to regulatory limits, to be contributed to the plan on a pre-tax basis. Contributions to the plan are fully vested immediately. GOSO did not make any contributions to the plan during the year ended June 30, 2021 or June 30, 2020.

#### Note 13 - Availability and Liquidity

GOSO maintains cash on hand to be available for its general expenditures, liabilities, and other obligations for on-going operations. As part of its liquidity management plan, GOSO operates its programs within a board approved budget and relies on grants, contributions, and earned income to fund its operations and program activities.

The following reflects GOSO's financial assets at June 30, 2021 that are available to meet cash needs for general expenditures within one year:

Cash and cash equivalents Government grants receivable due within one year Pledges receivable due within one year Other receivables due within one year	\$1,108,749 938,609 250,500 <u>78,586</u>	
Total financial assets Less amounts not available for general expenditures: Donor contributions restricted to specific purposes		\$2,376,444 <u>(14,108</u> )
Financial assets available to meet cash needs for general expenditures within one year		<u>\$2,362,336</u>

#### Note 14 - Subsequent Events

Subsequent events have been evaluated through February 2, 2022, the date the financial statements were available to be issued. There were no material events that have occurred that require adjustment to or disclosure to the financial statements.

#### Note 15 - Other Matters

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate it have had and are expected to continue to have an impact on the economies and financial markets of many countries, including the geographical area in which GOSO operates. As of the date of these financial statements, many of the travel restrictions and stay at home orders have been lifted, however, supply chains remain impacted. Management continues to monitor the outbreak; however, as of the date of these financial statements, the potential impact cannot be quantified.