

**Getting Out and Staying Out, Inc.**

Audited Financial Statements

June 30, 2024

# **Getting Out and Staying Out, Inc.**

## **Audited Financial Statements**

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## **Independent Auditor's Report**

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

### **Opinion**

We have audited the financial statements of Getting Out and Staying Out, Inc. ("GOSO"), which comprise the statement of financial position as of June 30, 2024, 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 accompanying financial statements present fairly, in all material respects, the financial position of GOSO as of June 30, 2024, 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 ("GAAS"). 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 GOSO 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 GOSO's ability to continue as a going concern within one year after the date that the financial statements are issued or 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 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 GOSO'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 GOSO'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.

#### **Report on Summarized Comparative Information**

We have previously audited GOSO's 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 10, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023, is consistent, in all material respects with the audited financial statements from which it was derived.

*Sax CPAs LLP*

New York, NY  
March 27, 2025

# Getting Out and Staying Out, Inc.

## Statement of Financial Position

At June 30, 2024  
(With comparative totals at June 30, 2023)

	June 30,	
	2024	2023
<b>ASSETS</b>		
Cash and cash equivalents	\$ 259,296	\$ 569,927
Government grants receivable	1,640,853	1,496,843
Pledges receivable, net	269,867	631,500
Other receivables	30,398	98,300
Prepaid expenses	-	55,235
Property and equipment, net	224,311	276,110
Security deposits	229,262	229,262
Operating lease right-of-use ("ROU") asset	4,221,180	4,730,729
<b>TOTAL ASSETS</b>	<b>\$ 6,875,167</b>	<b>\$ 8,087,906</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 643,605	\$ 360,375
Loans payable	57,157	250,000
Line of credit payable	138,175	134,000
Economic Injury Disaster Loan ("EIDL")	491,587	500,000
Operating lease liability	4,548,189	5,025,661
Total liabilities	5,878,713	6,270,036
<b>NET ASSETS</b>		
Net assets without donor restrictions	251,637	803,419
Net assets with donor restrictions	744,817	1,014,451
Total net assets	996,454	1,817,870
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 6,875,167</b>	<b>\$ 8,087,906</b>

The attached notes and auditor's report are an integral part of these financial statements.

# Getting Out and Staying Out, Inc.

## Statement of Activities

For The Year Ended June 30, 2024  
(With comparative totals for the year ended June 30, 2023)

	Without Donor Restrictions	With Donor Restrictions	Total 6/30/24	Total 6/30/23
<b>PUBLIC SUPPORT AND REVENUE</b>				
Contributions	\$ 1,248,052	\$ 130,000	\$ 1,378,052	\$ 1,956,547
Government grant income	4,497,696	-	4,497,696	4,279,699
Special event income (net of expenses with a direct benefit to donors)	547,065	-	547,065	240,077
In-kind contributions	37,258	-	37,258	30,000
Program income	14,025	-	14,025	63,454
Other income	3,841	-	3,841	192,233
Net assets released from restriction	399,634	(399,634)	-	-
Total public support and revenue	<u>6,747,571</u>	<u>(269,634)</u>	<u>6,477,937</u>	<u>6,762,010</u>
<b>EXPENSES</b>				
Program services	<u>5,827,270</u>	<u>-</u>	<u>5,827,270</u>	<u>5,156,245</u>
Supporting services:				
Management and general	912,113	-	912,113	1,215,772
Fundraising	559,970	-	559,970	604,702
Total supporting services	<u>1,472,083</u>	<u>-</u>	<u>1,472,083</u>	<u>1,820,474</u>
Total expenses	<u>7,299,353</u>	<u>-</u>	<u>7,299,353</u>	<u>6,976,719</u>
<b>Change in net assets</b>	<b>(551,782)</b>	<b>(269,634)</b>	<b>(821,416)</b>	<b>(214,709)</b>
<b>NET ASSETS, <i>beginning of year</i></b>	<u>803,419</u>	<u>1,014,451</u>	<u>1,817,870</u>	<u>2,032,579</u>
<b>NET ASSETS, <i>end of year</i></b>	<u><u>\$ 251,637</u></u>	<u><u>\$ 744,817</u></u>	<u><u>\$ 996,454</u></u>	<u><u>\$ 1,817,870</u></u>

The attached notes and auditor's report are an integral part of these financial statements.

# Getting Out and Staying Out, Inc.

## Statement of Functional Expenses

For The Year Ended June 30, 2024

(With comparative totals for the year ended June 30, 2023)

	Program Services	Supporting Services			Total Expenses 6/30/24	Total Expenses 6/30/23
		Management and General	Fundraising	Supporting Expenses		
Salaries	\$ 3,213,160	\$ 432,536	\$ 328,010	\$ 760,546	\$ 3,973,706	\$ 4,117,859
Payroll taxes and employee benefits	715,041	92,153	69,884	162,037	877,078	872,654
Professional fees	651,250	255,499	33,282	288,781	940,031	704,964
Client assistance	230,267	-	-	-	230,267	171,314
Occupancy	716,868	58,258	26,921	85,179	802,047	579,452
Office expenses	69,872	17,223	4,259	21,482	91,354	191,780
Telephone and internet	54,969	7,400	5,611	13,011	67,980	92,167
Equipment and maintenance	69,791	6,904	13,164	20,068	89,859	90,765
Insurance	40,763	5,487	4,161	9,648	50,411	48,734
Travel and meetings	10,533	1,170	-	1,170	11,703	8,873
Special event expenses	-	-	200,186	200,186	200,186	180,973
Other expenses	-	24,612	-	24,612	24,612	6,893
Bad debt expense	-	3,500	-	3,500	3,500	15,190
Depreciation	54,756	7,371	5,590	12,961	67,717	64,666
Total expenses	5,827,270	912,113	691,068	1,603,181	7,430,451	7,146,284
Less: direct special event expenses netted with revenue	-	-	(131,098)	(131,098)	(131,098)	(169,565)
<b>Total expenses for statement of activities</b>	<b>\$ 5,827,270</b>	<b>\$ 912,113</b>	<b>\$ 559,970</b>	<b>\$ 1,472,083</b>	<b>\$ 7,299,353</b>	<b>\$ 6,976,719</b>

The attached notes and auditor's report are an integral part of these financial statements.

# Getting Out and Staying Out, Inc.

## Statement of Cash Flows

For The Year Ended June 30, 2024  
(With comparative totals for the year ended June 30, 2023)

	June 30,	
	2024	2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (821,416)	\$ (214,709)
Adjustments to reconcile change in net assets to net cash flows used for operating activities:		
Depreciation	67,716	64,666
Change in operating lease right-of-use asset and liability	32,077	30,876
Changes on assets and liabilities:		
Government grants receivable	(144,010)	(211,216)
Pledges receivable, net	361,633	11,000
Other receivables	67,902	(3,660)
Prepaid expenses	55,235	(47,917)
Accounts payable and accrued expenses	283,230	86,593
Net cash flows used for operating activities	<u>(97,633)</u>	<u>(284,367)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of furniture, equipment, and leasehold improvements	<u>(15,917)</u>	<u>(25,560)</u>
Net cash flows used for investing activities	<u>(15,917)</u>	<u>(25,560)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayment of loans payable	(879,913)	(101,274)
Loan proceeds	682,832	384,000
Net cash flows (used for)/provided by financing activities	<u>(197,081)</u>	<u>282,726</u>
<b>Net decrease in cash and cash equivalents</b>	<b>(310,631)</b>	<b>(27,201)</b>
<b>CASH AND CASH EQUIVALENTS, <i>beginning of year</i></b>	<u>569,927</u>	<u>597,128</u>
<b>CASH AND CASH EQUIVALENTS, <i>end of year</i></b>	<u><b>\$ 259,296</b></u>	<u><b>\$ 569,927</b></u>
<b>SUPPLEMENTAL INFORMATION</b>		
Taxes paid	\$ -	\$ -
Interest paid	<u>\$ 15,000</u>	<u>\$ 4,000</u>

The attached notes and auditor's report are an integral part of these financial statements.



# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 1 - Organization

Getting Out and Staying Out, Inc. ("GOSO") is dedicated to drastically reducing the recidivism rate for 16 to 24-year-old individuals 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. Basis of Accounting and Presentation

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

The financial statements are presented in accordance with the provisions of Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 958 - *Presentation of Financial Statement of Not-For-Profit Entities*. FASB ASC 958 requires the Organization to report information regarding its financial position and activities according to the following specific 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 those resources, the uses of which have been restricted by donors to specific purposes or the passage of time and/or must remain intact, in perpetuity. The release from restrictions results from the satisfaction of the restricted purposes specified by the donor.

#### b. Recently Adopted Accounting Pronouncement

On July 1, 2023, GOSO adopted FASB Accounting Standards Update ("ASU") 2016-13, *Financial Instruments-Credit Losses* ("Topic 326"). Expected losses are recorded to an allowance for credit losses valuation account that is net against the corresponding asset to present the net amount expected to be collected on the financial asset. The credit loss allowance is determined through analysis of the financial assets and assessments of risk that are based on historical trends and evaluation of the impact of current and projected economic conditions. The adoption of this standard did not have a material impact on GOSO's financial statements.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 2 - Summary of Significant Accounting Policies - Continued

#### *c. Revenue Recognition*

GOSO follows the requirements of FASB ASC 958-605 for recording contributions, which are recognized when a contribution 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 restrictions are reclassified to net assets without donor restrictions. If donor restricted contributions are satisfied in the same period they were received, they are classified as without donor restrictions.

GOSO evaluates whether contributions are conditional or unconditional. Contributions are considered to be conditional when both a barrier must be overcome for GOSO to be entitled to the revenue and a right of return of the asset or right of release from the obligation exists.

Government grants have been evaluated and are considered to be non-reciprocal; therefore, they are also treated as contributions under FASB 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.

Fundraising revenue (special event income) is comprised of payments received from third parties (individuals and corporations) to support and/or attend fundraising events. Fundraising revenue includes an exchange transaction component for the value of the goods or services received, which follows revenue recognition guidance under FASB ASC Topic 606. The amount paid by individuals and corporations that is above the value of goods or services received is considered a contribution. Revenue is recognized at the time the fundraising event occurs.

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 determines the allowance for uncollectable receivables based on historical experience, an assessment of economic conditions, and a review of subsequent collections.

GOSO follows the requirements of FASB ASC 606 for recognizing revenue from contracts with customers. GOSO receives program income for workshops and training which falls under FASB 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.

#### *d. Cash and Cash Equivalents*

GOSO considers all liquid investments with an initial maturity of three months or less to be cash and cash equivalents.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 2 - Summary of Significant Accounting Policies - Continued

#### *e. Concentration of Credit Risk*

Financial instruments that potentially subject GOSO to a 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. Property and Equipment*

Property and equipment consist of leasehold improvements, furniture, and equipment that GOSO retains title to, which exceed certain dollar thresholds and benefit future periods. These items 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. Leases*

GOSO determines if an arrangement is or contains a lease at inception. Leases are included in ROU assets and lease liabilities in the statement of financial position. ROU assets and lease liabilities reflect the present value of the future minimum lease payments over the lease term, and ROU assets also include prepaid or accrued rent. The change in operating lease right-of-use asset and liability on the statement of cash flows includes the amortization of the ROU asset and cash payments for leases offset by the accretion of the discounted lease liability. Operating lease expense is recognized on a straight-line basis over the lease term. GOSO does not report ROU assets and lease liabilities for its short-term leases (leases with a term of 12 months or less). Instead, the lease payments of those leases are reported as lease expense on a straight-line basis over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that GOSO will exercise that option.

#### *h. In-Kind Contributions*

Donated services are recognized in circumstances where those services 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.

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

#### *i. Management Estimates*

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.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 2 - Summary of Significant Accounting Policies - Continued

#### *j. Functional Allocation of Expenses*

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 employee 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*

Management does not believe its financial statements include any material, uncertain tax positions. Tax filings for periods ending June 30, 2021 and later are subject to examination by applicable taxing authorities.

#### *l. Summarized Comparative Financial Information*

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, 2023, from which the summarized information was derived.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 3 - Pledges Receivable

Pledges receivable are expected to be received in the following periods:

	June 30,	
	2024	2023
For the years ending June 30,		
2024	\$ -	\$ 444,500
2025	136,500	121,000
2026	71,000	68,000
2027	68,000	-
	275,500	633,500
Less: discount to fair value (2.09%)	(5,633)	(2,000)
Net pledges receivable	\$ 269,867	\$ 631,500

### Note 4 - Property and Equipment

Property and equipment consists of the following:

	June 30,	
	2024	2023
Office furniture and equipment	\$ 301,722	\$ 285,805
Leasehold improvements	173,324	173,324
	475,046	459,129
Less accumulated depreciation	(250,735)	(183,019)
Total property and equipment, net	\$ 224,311	\$ 276,110

### Note 5 - Loans Payable

GOSO had the following loans payable at June 30, 2024 and June 30, 2023:

- On June 14, 2024, GOSO received an interest-free loan from the Fund for the City of New York in the amount of \$57,157 for working capital to cover operating expenses. The full balance was outstanding at June 30, 2024.
- On June 20, 2023, GOSO received an interest-free loan from a board member for \$250,000. This amount was outstanding as of June 30, 2023. On March 7, 2024, GOSO received another interest-free loan from a board member for \$250,000. Both loans were paid in full during the year ended June 30, 2024. There was no outstanding balance on either loan at June 30, 2024.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 6 - Economic Injury Disaster Loan

In April 2021, GOSO entered into a loan agreement with the Small Business Administration ("SBA") in the amount of \$500,000 through the Economic Injury Disaster Loan ("EIDL") Program for working capital. Payments on the loan will begin thirty 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 balance of the loan was \$491,587 and \$500,000 at June 30, 2024 and 2023, respectively.

Minimum scheduled principal payments are as follows:

For the years ending June 30,	
2025	\$ 12,915
2026	13,271
2027	13,640
2028	14,020
2029	14,411
2030 and thereafter	423,330
Total	<u>\$ 491,587</u>

### Note 7 - Operating Lease Right-of-Use ("ROU") Asset and Operating Lease Liability

GOSO evaluated current contracts to determine which met the criteria of a lease under FASB ASC 842. GOSO occupies office space in New York under a lease agreement that expires in March 2031. The lease does not include any extension or purchase options. This lease is considered to be an operating lease.

The ROU asset represents GOSO's right to use the underlying assets for the lease term, and the lease liability represents GOSO's obligation to make lease payments arising from this lease. The ROU asset and lease liability were calculated based on the present value of future lease payments over the lease terms. GOSO has made an accounting policy election to use a risk-free rate in lieu of its incremental borrowing rate to discount future lease payments. The weighted-average discount rate applied to calculate lease liability as of June 30, 2024 and 2023 was 2.9%. As of June 30, 2024 and 2023, the weighted average remaining lease term for GOSO's operating lease was 6.75 years and 7.75 years, respectively.

For the years ended June 30, 2024 and 2023, total operating lease cost was \$684,000. Cash paid for operating leases for the years ended June 30, 2024 and 2023 were \$652,000. There were no noncash investing and financing transactions related to leasing other than the right-of-use asset obtained in exchange for the lease liability recorded at the date of commencement.

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 7 - Operating Lease Right-of-Use ("ROU") Asset and Operating Lease Liability - Continued

Future maturities of lease liabilities are presented in the following table:

Year ending:		
June 30, 2025		\$ 736,190
June 30, 2026		750,271
June 30, 2027		740,376
June 30, 2028		740,376
June 30, 2029		740,376
Thereafter		<u>1,295,658</u>
Total lease payments		5,003,247
Less: present value discount		<u>(455,058)</u>
Total lease liability at June 30, 2024		<u><u>\$ 4,548,189</u></u>

### Note 8 - Net Assets With Donor Restrictions

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

June 30, 2024				
	Beginning Balance 7/1/23	Contributions	Released from Restrictions	Ending Balance 6/30/24
Program restricted:				
Vocational training and employment development	\$ 533,950	\$ 130,000	\$ (150,000)	\$ 513,950
Facility renovations and improvements	125,000	-	(125,000)	-
Other programs	<u>100,000</u>	<u>-</u>	<u>(100,000)</u>	<u>-</u>
Total program restricted	758,950	130,000	(375,000)	513,950
Time restricted	<u>255,501</u>	<u>-</u>	<u>(24,634)</u>	<u>230,867</u>
Total	<u><u>\$ 1,014,451</u></u>	<u><u>\$ 130,000</u></u>	<u><u>\$ (399,634)</u></u>	<u><u>\$ 744,817</u></u>
June 30, 2023				
	Beginning Balance 7/1/22	Contributions	Released from Restrictions	Ending Balance 6/30/23
Program restricted:				
Vocational training and employment development	\$ 446,538	\$ 250,000	\$ (162,588)	\$ 533,950
Facility renovations and improvements	-	250,000	(125,000)	125,000
Other programs	<u>11,080</u>	<u>200,000</u>	<u>(111,080)</u>	<u>100,000</u>
Total program restricted	457,618	700,000	(398,668)	758,950
Time restricted	<u>553,001</u>	<u>-</u>	<u>(297,500)</u>	<u>255,501</u>
Total	<u><u>\$ 1,010,619</u></u>	<u><u>\$ 700,000</u></u>	<u><u>\$ (696,168)</u></u>	<u><u>\$ 1,014,451</u></u>

# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 9 - Special Events

GOSO held a Gala event during the years ended June 30, 2024 and June 30, 2023. A summary of the special events proceeds is as follows:

	June 30,	
	2024	2023
Gross revenue	\$ 678,163	\$ 409,642
Less: expenses with a direct benefit to donor	(131,098)	(169,565)
	547,065	240,077
Less: other event expenses	(69,088)	(11,408)
Total revenue	\$ 477,977	\$ 228,669

### Note 10 - In-Kind Contributions

GOSO received donated professional fees valued at \$37,258 and \$30,000 during the years ended June 30, 2024 and June 30, 2023, respectively. The valuation of in-kind contributions is based on fair market value on the basis of recent comparable prices for retaining similar services or purchasing similar goods in the New York City Metropolitan area. These expenses were reported as management and general expenses in the statement of functional expenses. There are no associated donor restrictions.

### Note 11 - 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, 2024 or June 30, 2023.



# Getting Out and Staying Out, Inc.

## Notes to Financial Statements

June 30, 2024

### Note 12 - 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, 2024 that are available to meet cash needs for general expenditures within one year:

Cash and cash equivalents	\$ 259,296	
Government grants receivable	1,640,853	
Pledges receivable due within one year	136,500	
Other receivables	<u>30,398</u>	
Total financial assets		\$ 2,067,047
Less amounts not available for general expenditures:		
Donor contributions restricted to specific purposes		<u>(513,950)</u>
Financial assets available to meet cash needs for general expenditures within one year		<u>\$ 1,553,097</u>

### Note 13 - Line of Credit Payable

During the year ending June 30, 2023, GOSO obtained a line of credit from a financial institution with a maximum amount of \$150,000. The line of credit at June 30, 2024 had an interest rate of 4.75%. The line of credit is assessed annually by the financial institution and is available based on their determination. At June 30, 2024 and 2023, the outstanding balance totaled \$138,175 and \$134,000, respectively.

### Note 14 - Subsequent Events

Subsequent events have been evaluated through March 27, 2025, the date the financial statements were available to be issued. There were no material events that have occurred that required adjustment to or disclosure to the financial statements.