

Consolidated Financial Statements With Independent Auditors' Report

September 30, 2023 and 2022



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#### **INDEPENDENT AUDITORS' REPORT**

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

#### **Opinion**

We have audited the accompanying consolidated financial statements of Family Policy Alliance and Family Policy Foundation, which comprise the consolidated statements of financial position as of September 30, 2023 and 2022, the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Family Policy Alliance and Family Policy Foundation as of September 30, 2023 and 2022, and the changes in its net assets and its cash flows for 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. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are required to be independent of Family Policy Alliance and Family Policy Foundation 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 Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Policy Alliance and Family Policy Foundation's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

#### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated 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 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 consolidated 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 consolidated 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 consolidated 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 Family Policy Alliance and Family Policy Foundation'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Policy Alliance and Family Policy Foundation'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.

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

#### Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Capine Crouse LLP

Colorado Springs, Colorado January 22, 2024

#### **Consolidated Statements of Financial Position**

	September 30,					
		2023		2022		
ASSETS: Cash and cash equivalents	\$	321,551	\$	1,399,866		
Accounts receivable		8,711		7,424		
Prepaid expenses		63,475		30,493		
Equipment and software-net		8,455		8,898		
Total Assets	\$	402,192	\$	1,446,681		
LIABILITIES AND NET ASSETS:						
Liabilities:						
Accounts payable	\$	65,460	\$	629,274		
Accrued expenses		144,925		122,031		
Total liabilities		210,385		751,305		
Net assets: Without donor restrictions:						
Operating deficit		(104,180)		(226,650)		
Board designated–general reserve		-		400,000		
		(104,180)		173,350		
With donor restrictions		295,987		522,026		
Total net assets		191,807		695,376		
Total Liabilities and Net Assets	\$	402,192	\$	1,446,681		

See notes to consolidated financial statements

#### **Consolidated Statements of Activities**

	Year Ended September 30,						
		2023			2022		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	
SUPPORT AND REVENUE:							
Contributions	\$ 1,998,767	\$ 799,797	\$ 2,798,564	\$ 2,808,736	\$ 914,454	\$ 3,723,190	
Sponsorship income	325,770	-	325,770	-	-	-	
Other income	121,083		121,083	90,910		90,910	
Total Support and Revenue	2,445,620	799,797	3,245,417	2,899,646	914,454	3,814,100	
NET ASSETS RELEASED:							
Purpose restrictions	887,168	(887,168)	-	648,923	(648,923)	-	
Administrative assessments	138,668	(138,668)		186,682	(186,682)		
	1,025,836	(1,025,836)		835,605	(835,605)	-	
EXPENSES:							
Program services	3,297,728		3,297,728	3,634,889		3,634,889	
Supporting activities:							
General and administrative	228,520	-	228,520	342,763	-	342,763	
Fundraising	222,738		222,738	333,071		333,071	
	451,258		451,258	675,834		675,834	
Total Expenses	3,748,986		3,748,986	4,310,723		4,310,723	
Change in Net Assets	(277,530)	(226,039)	(503,569)	(575,472)	78,849	(496,623)	
Net Assets, Beginning of Year	173,350	522,026	695,376	748,822	443,177	1,191,999	
Net Assets (Deficit), End of Year	\$ (104,180)	\$ 295,987	\$ 191,807	\$ 173,350	\$ 522,026	\$ 695,376	

See notes to consolidated financial statements

#### **Consolidated Statements of Cash Flows**

	Year Ended September 30,					
		2023		2022		
CASH FLOWS FROM OPERATING ACTIVITIES:						
Change in net assets	\$	(503,569)	\$	(496,623)		
Adjustments to reconcile change in net assets						
to net cash provided (used) by operating activities:						
Depreciation		5,410		27,769		
Change in operating assets and liabilities:						
Accounts receivable		(1,287)		10,812		
Prepaid expenses		(32,982)		135,008		
Accounts payable		(563,814)		567,887		
Accrued expenses		22,894		56,053		
Net Cash Provided (Used) by Operating Activities		(1,073,348)		300,906		
CASH FLOWS FROM INVESTING ACTIVITIES:						
Purchases of equipment and software		(4,967)		(4,841)		
Net Cash Used by Investing Activities		(4,967)		(4,841)		
Change in Cash and Cash Equivalents		(1,078,315)		296,065		
Cash and Cash Equivalents, Beginning of Year		1,399,866		1,103,801		
Cash and Cash Equivalents, End of Year	\$	321,551	\$	1,399,866		

See notes to consolidated financial statements

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 1. NATURE OF ORGANIZATION:

Family Policy Alliance promotes policy, mobilizes grassroots voters to vote for candidates who share their Christian values, and coordinates legislative activities with an alliance of nearly 40 – some day 50 – state-based family policy councils.

Family Policy Alliance's vision is a nation where God is honored, religious freedom flourishes, families thrive and life is cherished. To that end, Family Policy Alliance strengthens an alliance of state-based organizations committed to this common vision, equips and elects statesmen-men and women committed to a lifetime of public service-and promotes policy that protects the family, strengthens religious liberty, and affirms life from conception to natural death. Most importantly, Family Policy Alliance engages the nation-wide Christian community by informing them of the important issues impacting their families and their values and then mobilizes them to engage with their legislators. Because of Family Policy Alliance's direct engagement in legislative and election related activities, Family Policy Alliance operates under Section 501(c)(4) of the Internal Revenue Code (IRC). As such, donations to Family Policy Alliance are not tax deductible.

Family Policy Foundation is the educational arm of Family Policy Alliance and is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and comparable state laws. However, the organization is subject to federal income tax on any unrelated business taxable income. In addition, the organization is not classified as a private foundation within the meaning of Section 509(a) of the IRC. Donations to Family Policy Foundation are tax deductible. Family Policy Foundation executes its programs in alignment with the same vision and mission as Family Policy Alliance; however, it focuses on training elected officials through its Statesmen Academy and School Board Academy, strengthening the statebased family policy allies, and educating the Christian community on the issues of life, marriage, family, and religious liberty. Both Family Policy Alliance and Family Policy Foundation have common board members and officers as well as common management.

#### PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the financial resources and activities of Family Policy Foundation consolidated into Family Policy Alliance (collectively FPA and FPF). All material transactions and balances between the entities have been eliminated in the consolidation. Family Policy Foundation is consolidated due to the bylaws requiring the board of directors to be the same as the Family Policy Alliance's board of directors.

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 1. <u>NATURE OF ORGANIZATION, continued:</u>

#### PRINCIPLES OF CONSOLIDATION, continued

FPA and FPF maintain their accounts and prepare their consolidated financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosures of any contingent assets and liabilities at the date of the consolidated financial statements, and the reported revenues and expenses during the reporting period. Actual results could differ from the estimates. The significant accounting policies followed are described below to enhance the usefulness of the consolidated financial statements to the reader.

#### 2. <u>SUMMARY OF ACCOUNTING POLICIES:</u>

#### CASH AND CASH EQUIVALENTS

FPA and FPF consider all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents. Cash and cash equivalents include amounts held in non-interest bearing checking accounts. As of September 30, 2023 and 2022, amounts on deposit exceeding the federally insured limits were approximately \$0 and \$896,000, respectively.

#### EQUIPMENT AND SOFTWARE

Equipment and software is recorded on the basis of cost, or estimated fair value if donated. FPA and FPF capitalize purchases in excess of \$2,500, with lesser amounts expensed in the year purchased. Depreciation is provided using the straight-line method over three to seven years. Accumulated depreciation was \$95,048 and \$102,354, as of September 30, 2023 and 2022, respectively.

#### CLASSES OF NET ASSETS

The consolidated financial statements report amounts separately by class of net assets:

*Net assets without donor restrictions* include resources that are used to support current operations, board designated reserves to cover operating expenses as needed, and amounts invested in equipment and software.

Net assets with donor restrictions include donor-restricted contributions for specified exempt purposes.

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 2. <u>SUMMARY OF ACCOUNTING POLICIES, continued:</u>

#### SUPPORT, REVENUE, AND EXPENSES

Contributions are recognized as income when made, which may be when cash is received or unconditionally promised, or when ownership of donated assets is transferred. Contributions restricted by the donor for a specific purpose are recorded as net assets with donor restrictions until the donor restriction has been met. Upon satisfaction of the restriction, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. Contributions and membership dues made to organizations that have received a 501(c)(4) designation by the Internal Revenue Service, such as Family Policy Alliance, are not tax-deductible for federal income tax purposes.

Other income is recognized when earned.

Expenses are reported when incurred.

#### RECENTLY ADOPTED ACCOUNTING STANDARD

During the year ended September 30, 2023, FPA and FPF adopted Accounting Standards Update (ASU) 2016-02, *Leases* (Topic 842 of the Accounting Standards Codification). The amendments in this update require organizations that lease assets to recognize on the consolidated statements of financial position the assets and liabilities for the rights and obligations related to the leases. The amendments are effective for fiscal years beginning after December 15, 2021. In adopting ASU 2016-02, FPA and FPF elected to exclude leases with terms of less than 12 months. FPA and FPF have a month-to-month rental agreement which constitutes a short-term lease, no assets or liabilities related to this lease are included in the consolidated financial statements for the year ended September 30, 2023. Adoption of this standard did not have a significant impact on the consolidated financial statements.

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 3. LIQUIDITY AND FUNDS AVAILABLE:

The following table reflects FPA and FPF's financial assets reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, assets held for others, or because the board of directors has set aside the funds for specific contingency reserves and projects. These board designations could be drawn upon if the board approves that action.

		Septen	September 30,					
	2023			2022				
Financial assets:								
Cash and cash equivalents	\$	321,551	\$	1,399,866				
Accounts receivable		8,711		7,424				
Financial assets, at year-end		330,262		1,407,290				
Financial assets not available to be used for general expenditures in one year:								
Board designated-general reserve				(400,000)				
Financial assets available to meet cash needs for general								
expenditures within one year	\$	330,262	\$	1,007,290				

FPA and FPF structure their financial assets to be available as its general expenditures, liabilities, and other obligations come due. Management monitors cash flows closely through monthly reviews and leadership team meetings.

#### 4. EQUIPMENT AND SOFTWARE–NET:

Equipment and software-net consists of:

	 September 30, 2023 2022 \$ 103 503 \$ 111 252						
	 2023		2022				
Equipment and software Accumulated depreciation	\$ 103,503 (95,048)	\$	111,252 (102,354)				
	\$ 8,455	\$	8,898				

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 5. <u>NET ASSETS WITH DONOR RESTRICTIONS:</u>

Net assets with donor restrictions consist of:

	 September 30,				
	 2023		2022		
Education programs Family Policy Council (FPC) of Oklahoma FPC of Maryland	\$ 295,987 - -	\$	331,830 111,749 78,447		
	\$ 295,987	\$	522,026		

#### 6. <u>FUNCTIONAL ALLOCATION OF EXPENSES:</u>

The costs of providing the various program services and supporting activities of FPA and FPF have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the program services and supporting activities benefited. These expenses require allocation on a reasonable basis that is consistently applied. Expenses that are allocated include salaries and wages, occupancy, depreciation, and other expenses. Accordingly, certain costs such as salaries and wages, are allocated based on estimates of overall time and effort.

The following tables present the functional allocation of expenses:

		Ye	ear Ended Sep	tember	30, 2023			
			Supporting	, Activit	ties:			
	Program	Ge	eneral and					
	 Services	Adr	ninistrative	Fu	ndraising	ising Total		
Salaries and wages	\$ 1,363,134	\$	138,311	\$	46,670	\$	1,548,115	
Issue updates and promotion	705,216		-		59,575		764,791	
Employee benefits	385,405		30,931		12,981		429,317	
Professional fees	318,713		39,029		65,459		423,201	
Office expenses	257,801		15,788		31,871		305,460	
Grants awarded	151,104		-		-		151,104	
Travel/entertainment	82,740		-		6,182		88,922	
Depreciation and occupancy	 33,615		4,461		-		38,076	
	\$ 3,297,728	\$	228,520	\$	222,738	\$	3,748,986	

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 6. FUNCTIONAL ALLOCATION OF EXPENSES, continued:

		Ye	ear Ended Sep	tember	30, 2022			
	Program	Ge	eneral and					
	 Services		ninistrative	Fu	ndraising	Total		
Salaries and wages	\$ 1,077,878	\$	200,539	\$	57,755	\$	1,336,172	
Issue updates and promotion	868,564		-		109,778		978,342	
Employee benefits	282,934		59,339		14,113		356,386	
Professional fees	261,036		31,833		63,000		355,869	
Office expenses	322,852		43,089		76,022		441,963	
Grants awarded	669,313		-		-		669,313	
Travel/entertainment	112,695		3,401		12,403		128,499	
Depreciation and occupancy	 39,617		4,562		-		44,179	
	\$ 3,634,889	\$	342,763	\$	333,071	\$	4,310,723	

#### 7. <u>RETIREMENT PLAN:</u>

FPA and FPF sponsor a defined contribution retirement plan under section 401(k) of the IRC covering substantially all regular, full-time employees meeting eligibility requirements. FPA and FPF provide a discretionary matching contribution from 3% to 6% of participant compensation, depending on years of service. Total employer contributions to the plan were \$36,835 and \$30,085, for the years ended September 30, 2023 and 2022, respectively.

#### 8. ALLOCATION OF JOINT COSTS:

During the years ended September 30, 2023 and 2022, FPA and FPF incurred joint costs for informational materials and activities that included fundraising appeals. These programs include various newsletters, videos, and constituent relations. Costs associated with the various programs have been allocated in the consolidated statements of activities according to their functional classification as follows:

	Year Ended September 30,				
	 2023		2022		
Program services Supporting activities:	\$ 302,040	\$	301,998		
Fundraising	 79,049		92,364		
	 381,089	\$	394,362		

#### Notes to Consolidated Financial Statements

September 30, 2023 and 2022

#### 9. <u>CONCENTRATIONS:</u>

During both years ended September 30, 2023 and 2022, one donor provided approximately 8%, of FPA and FPF's total revenue and during the years ended September 30, 2023 and 2022, five donors provided approximately 19% and 22%, respectively, of FPA and FPF's total revenue.

#### 10. PAYMENTS TO AFFILIATES:

During the years ended September 30, 2023 and 2022, FPA and FPF had multiple state chapters split off into their own separate organizations, at which time they are no longer related organizations to FPA and FPF. When these states split off, FPA and FPF donated, in total, approximately \$151,000 and \$669,000, respectively, to the affiliated state chapters during the years ended September 30, 2023 and 2022. Approximately \$0 and \$546,000, is included in accounts payable on the consolidated statements of financial position as of September 30, 2023 and 2022, respectively.

#### 11. SUBSEQUENT EVENTS:

Subsequent events were evaluated through January 22, 2024, which is the date the consolidated financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

# **Consolidating Statement of Financial Position**

September 30, 2023

		nily Policy Alliance		nily Policy oundation	Eliminations			Total
ASSETS:								
Cash and cash equivalents	\$	132,993	\$	188,558	\$	-	\$	321,551
Accounts receivable		441,590		1,698		(434,577)		8,711
Prepaid expenses		7,733		55,742		-		63,475
Equipment and software-net		8,455		-		-		8,455
Total Assets	\$	590,771	\$	245,998	\$	(434,577)	\$	402,192
LIABILITIES AND NET ASSETS	:							
Liabilities:	\$	20 574	\$	171 162	\$	(121577)	¢	65 460
Accounts payable	Ф	28,574	Ф	471,463	Ф	(434,577)	\$	65,460
Accrued expenses Total liabilities		<u>45,371</u> 73,945		99,554		-		<u>144,925</u> 210,385
Total hadimies		75,945		571,017		(434,577)		210,383
Net assets (deficit):								
Without donor restrictions		516,826		(621,006)		-		(104,180)
With donor restrictions		-		295,987		-		295,987
Total net assets		516,826		(325,019)		-		191,807
Total Liabilities and Net Assets	\$	590,771	\$	245,998	\$	(434,577)	\$	402,192

### **Consolidating Statement of Financial Position**

September 30, 2022

	mily Policy Alliance	mily Policy Foundation	Eliminations		Total	
ASSETS:						
Cash and cash equivalents	\$ 331,771	\$ 1,068,095	\$	-	\$	1,399,866
Accounts receivable	348,119	1,754		(342,449)		7,424
Prepaid expenses	5,823	24,670		-		30,493
Equipment and software-net	 8,898	 				8,898
Total Assets	\$ 694,611	\$ 1,094,519	\$	(342,449)	\$	1,446,681
LIABILITIES AND NET ASSETS: Liabilities:						
Accounts payable	\$ 162,320	\$ 809,403	\$	(342,449)	\$	629,274
Accrued expenses	46,843	75,188		-		122,031
Total liabilities	 209,163	 884,591		(342,449)		751,305
Net assets: Without donor restrictions:						
Operating deficit Board designated–	(19,584)	(207,066)		-		(226,650)
general reserve	400,000	-		-		400,000
-	 380,416	(207,066)		-		173,350
With donor restrictions	 105,032	 416,994		-		522,026
Total net assets	 485,448	 209,928		-		695,376
Total Liabilities and Net Assets	\$ 694,611	\$ 1,094,519	\$	(342,449)	\$	1,446,681

# **Consolidating Statement of Activities**

Year Ended September 30, 2023

	Family Policy Alliance	Family Policy Foundation	Total
SUPPORT AND REVENUE: Contributions Sponsorship income Membership dues and other	\$ 967,773 	\$ 1,830,791 325,770 96,852	\$ 2,798,564 325,770 121,083
Total Support and Revenue	992,004	2,253,413	3,245,417
EXPENSES: Program services	768,353	2,529,375	3,297,728
Supporting activities: General and administrative Fundraising	96,663 95,610 192,273	131,857 127,128 258,985	228,520 222,738 451,258
Total Expenses	960,626	2,788,360	3,748,986
Change in Net Assets	31,378	(534,947)	(503,569)
Net Assets, Beginning of Year	485,448	209,928	695,376
Net Assets (Deficit), End of Year	\$ 516,826	\$ (325,019)	\$ 191,807

# **Consolidating Statement of Activities**

Year Ended September 30, 2022

	Family Policy Alliance	Family Policy Foundation	Total
SUPPORT AND REVENUE:			
Contributions	\$ 1,321,768	\$ 2,401,422	\$ 3,723,190
Membership dues and other	20,191	70,719	90,910
Total Support and Revenue	1,341,959	2,472,141	3,814,100
EXPENSES:			
Program services	1,396,017	2,238,872	3,634,889
Supporting activities:			
General and administrative	155,332	187,431	342,763
Fundraising	159,641	173,430	333,071
-	314,973	360,861	675,834
Total Expenses	1,710,990	2,599,733	4,310,723
Change in Net Assets	(369,031)	(127,592)	(496,623)
Net Assets, Beginning of Year	854,479	337,520	1,191,999
Net Assets, End of Year	\$ 485,448	\$ 209,928	\$ 695,376