

INSTITUTE FOR LOCAL SELF-RELIANCE

MINNEAPOLIS, MN

COMPARATIVE FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT

FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

KENDALL, PREBOLA AND JONES

Certified Public Accountants

PO BOX 259

BEDFORD, PENNSYLVANIA 15522-0259

(814) 623-1880

FAX (814) 623-7548

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Kendall, Prebola and Jones, LLC
Certified Public Accountants

Board of Directors
Institute for Local Self-Reliance
2720 E. 22nd Street
Minneapolis, MN 55406

INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying financial statements of the Institute for Local Self-Reliance (a nonprofit organization) which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years 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

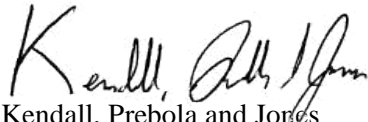
Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Institute for Local Self-Reliance as of June 30, 2021 and 2020, 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.


Kendall, Prebola and Jones
Certified Public Accountants

Bedford Pennsylvania
March 2, 2022

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2021 AND 2020

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
<u>ASSETS</u>		
<u>Current Assets:</u>		
Cash and Cash Equivalents	\$ 2,555,836	\$ 1,783,684
Certificates of Deposit	50,015	-
Investments	642,838	100,373
Accounts Receivable	98,769	49,675
Interest Receivable	5,091	-
Promises Receivable	1,512,603	1,092,584
Prepaid Expenses	<u>24,964</u>	<u>31,948</u>
Total Current Assets	<u>\$ 4,890,116</u>	<u>\$ 3,058,264</u>
<u>Fixed Assets:</u>		
Office Furniture and Equipment	\$ 79,994	\$ 69,517
Leasehold Improvements	4,295	4,295
Less: Accumulated Depreciation and Amortization	<u>(64,847)</u>	<u>(49,957)</u>
Total Fixed Assets	<u>\$ 19,442</u>	<u>\$ 23,855</u>
<u>Other Assets:</u>		
Promises Receivable - Non-Current	\$ 1,012,063	\$ 120,000
Security Deposits	<u>2,990</u>	<u>6,590</u>
Total Other Assets	<u>\$ 1,015,053</u>	<u>\$ 126,590</u>
TOTAL ASSETS	<u>\$ 5,924,611</u>	<u>\$ 3,208,709</u>
<u>LIABILITIES AND NET ASSETS</u>		
<u>Current Liabilities:</u>		
Accounts Payable	\$ 38,458	\$ 10,222
Accrued Salaries, Vacation and Benefits	<u>93,348</u>	<u>61,082</u>
Total Current Liabilities	<u>\$ 131,806</u>	<u>\$ 71,304</u>
Total Liabilities	<u>\$ 131,806</u>	<u>\$ 71,304</u>
<u>Net Assets:</u>		
Without Donor Restrictions	\$ 1,734,390	\$ 1,626,140
With Donor Restrictions	<u>4,058,415</u>	<u>1,511,265</u>
Total Net Assets	<u>\$ 5,792,805</u>	<u>\$ 3,137,405</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 5,924,611</u>	<u>\$ 3,208,709</u>

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	For the Year Ended June 30, 2021		
	Without Donor Restrictions	With Donor Restrictions	Total
<u>Revenues, Gains and Other Support:</u>			
Contributions	\$ 408,629	\$ 4,826,664	\$ 5,235,293
Contract Revenue	309,112	-	309,112
Program Fees and Registration Fees	11,986	-	11,986
Honoraria and Consulting	4,604	-	4,604
Interest and Dividends	2,031	-	2,031
Realized and Unrealized Gains/(Losses)	(2,105)	-	(2,105)
Net Assets Released from Restriction Satisfaction of Program Restrictions	2,279,514	(2,279,514)	-
Total Revenues, Gains and Other Support	\$ 3,013,771	\$ 2,547,150	\$ 5,560,921
<u>Expenses:</u>			
Program Services	\$ 2,576,110	\$ -	\$ 2,576,110
Management and General	235,262	-	235,262
Fundraising	94,149	-	94,149
Total Expenses	\$ 2,905,521	\$ -	\$ 2,905,521
Change in Net Assets	\$ 108,250	\$ 2,547,150	\$ 2,655,400
Net Assets at Beginning of Year	1,626,140	1,511,265	3,137,405
Net Assets at End of Year	\$ 1,734,390	\$ 4,058,415	\$ 5,792,805

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	For the Year Ended June 30, 2020		
	Without Donor Restrictions	With Donor Restrictions	Total
<u>Revenues, Gains and Other Support:</u>			
Contributions	\$ 1,270,753	\$ 2,129,922	\$ 3,400,675
Contract Revenue	112,401	-	112,401
Program Fees and Registration Fees	20,685	-	20,685
Honoraria and Consulting	11,318	-	11,318
Interest and Dividends	3,146	-	3,146
Realized and Unrealized Gains/(Losses)	786	-	786
Net Assets Released from Restriction Satisfaction of Program Restrictions	1,438,713	(1,438,713)	-
Total Revenues, Gains and Other Support	\$ 2,857,802	\$ 691,209	\$ 3,549,011
<u>Expenses:</u>			
Program Services	\$ 1,762,153	\$ -	\$ 1,762,153
Management and General	145,089	-	145,089
Fundraising	89,677	-	89,677
Total Expenses	\$ 1,996,919	\$ -	\$ 1,996,919
Change in Net Assets	\$ 860,883	\$ 691,209	\$ 1,552,092
Net Assets at Beginning of Year	765,257	820,056	1,585,313
Net Assets at End of Year	\$ 1,626,140	\$ 1,511,265	\$ 3,137,405

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

June 30, 2021

	Program Services									Supporting Services		
	Total	Total Program Services	Community Broadband Networks	Energy Democracy	Independent Business	The Public Good	Composting for Community	Waste to Wealth	Communications	Total Supporting Services	General and Administrative	Fundraising
<u>Expenses:</u>												
Salaries	\$ 1,510,850	\$ 1,350,698	\$ 299,695	\$ 168,948	\$ 423,848	\$ 33,412	\$ 227,509	\$ 58,405	\$ 138,881	\$ 160,152	\$ 98,155	\$ 61,997
Payroll Taxes	128,419	115,597	25,329	14,500	36,448	2,868	19,458	5,047	11,947	12,822	7,557	5,265
Benefits	<u>359,181</u>	<u>314,032</u>	<u>68,943</u>	<u>39,020</u>	<u>103,290</u>	<u>8,384</u>	<u>47,269</u>	<u>13,775</u>	<u>33,351</u>	<u>45,149</u>	<u>29,736</u>	<u>15,413</u>
Total Salaries, Payroll Taxes and Benefits	<u>\$ 1,998,450</u>	<u>\$ 1,780,327</u>	<u>\$ 393,967</u>	<u>\$ 222,468</u>	<u>\$ 563,586</u>	<u>\$ 44,664</u>	<u>\$ 294,236</u>	<u>\$ 77,227</u>	<u>\$ 184,179</u>	<u>\$ 218,123</u>	<u>\$ 135,448</u>	<u>\$ 82,675</u>
Consultants	\$ 627,369	\$ 626,655	\$ -	\$ 174,182	\$ 20,200	\$ 14	\$ 12,654	\$ 5,866	\$ 413,739	\$ 714	\$ 689	\$ 25
Professional Fees	76,597	1,575	1,575	-	-	-	-	-	-	75,022	75,022	-
Website and Design	35,217	33,044	7,559	2,680	16,140	262	3,244	475	2,684	2,173	1,054	1,119
Telephone and Internet	13,500	12,135	2,582	1,591	3,819	305	2,050	537	1,251	1,365	804	561
Office and Computer Supplies	42,458	34,506	4,426	1,893	3,959	594	18,372	666	4,596	7,952	4,905	3,047
Postage and Shipping	1,270	304	2	1	4	-	2	90	205	966	105	861
Travel and Meals	957	906	-	14	-	-	892	-	-	51	51	-
Conferences and Meeting Expense	15,457	9,827	89	208	21	1	8,823	3	682	5,630	5,627	3
Printing and Copying	1,926	400	-	400	-	-	-	-	-	1,526	-	1,526
Publications and Dues	13,642	12,068	5,891	1,302	885	32	901	53	3,004	1,574	1,519	55
Equipment Rental and Maintenance	1,617	484	98	61	161	12	82	19	51	1,133	1,113	20
Occupancy	47,030	39,705	8,501	4,999	12,559	1,006	6,750	1,766	4,124	7,325	5,471	1,854
Insurance	11,484	10,763	2,211	1,748	3,250	262	1,761	453	1,078	721	238	483
Taxes and Other Filing Fees	3,656	42	-	2	-	-	40	-	-	3,614	2,342	1,272
Depreciation	<u>14,891</u>	<u>13,369</u>	<u>2,924</u>	<u>1,692</u>	<u>4,196</u>	<u>336</u>	<u>2,261</u>	<u>575</u>	<u>1,385</u>	<u>1,522</u>	<u>874</u>	<u>648</u>
Total Expenses	<u>\$ 2,905,521</u>	<u>\$ 2,576,110</u>	<u>\$ 429,825</u>	<u>\$ 413,241</u>	<u>\$ 628,780</u>	<u>\$ 47,488</u>	<u>\$ 352,068</u>	<u>\$ 87,730</u>	<u>\$ 616,978</u>	<u>\$ 329,411</u>	<u>\$ 235,262</u>	<u>\$ 94,149</u>

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

June 30, 2020

	Program Services							Supporting Services			
	Total	Total Program Services	Community Broadband Networks	Community Scaled Economy	Composting for Community	Energy Democracy	The Public Good	Waste to Wealth	Total Supporting Services	General and Administrative	Fundraising
<u>Expenses:</u>											
Salaries	\$ 1,093,140	\$ 984,504	\$ 276,335	\$ 299,415	\$ 191,476	\$ 123,585	\$ 34,217	\$ 59,476	\$ 108,636	\$ 51,424	\$ 57,212
Payroll Taxes	90,724	81,381	23,040	24,806	15,627	10,161	2,838	4,909	9,343	4,617	4,726
Benefits	<u>255,518</u>	<u>230,000</u>	<u>64,421</u>	<u>68,842</u>	<u>45,299</u>	<u>29,361</u>	<u>8,236</u>	<u>13,841</u>	<u>25,518</u>	<u>11,555</u>	<u>13,963</u>
Total Salaries, Payroll Taxes and Benefits	<u>\$ 1,439,382</u>	<u>\$ 1,295,885</u>	<u>\$ 363,796</u>	<u>\$ 393,063</u>	<u>\$ 252,402</u>	<u>\$ 163,107</u>	<u>\$ 45,291</u>	<u>\$ 78,226</u>	<u>\$ 143,497</u>	<u>\$ 67,596</u>	<u>\$ 75,901</u>
Consultants	\$ 192,671	\$ 192,250	\$ 17,011	\$ 17,080	\$ 78,297	\$ 76,612	\$ 188	\$ 3,062	\$ 421	\$ 91	\$ 330
Professional Fees	64,443	1,050	1,050	-	-	-	-	-	63,393	63,393	-
Website and Design	98,386	97,522	94,854	1,063	525	933	18	129	864	34	830
Telephone and Internet	13,846	12,489	3,590	3,692	2,390	1,632	434	751	1,357	625	732
Office and Computer Supplies	35,868	28,529	4,625	4,873	12,889	4,977	407	758	7,339	4,568	2,771
Postage and Shipping	960	89	31	27	19	7	2	3	871	70	801
Travel and Meals	28,542	28,300	9,985	9,295	5,769	1,202	52	1,997	242	194	48
Conferences and Meeting Expense	3,663	3,613	915	250	424	120	-	1,904	50	-	50
Printing and Copying	2,078	836	54	82	402	298	-	-	1,242	-	1,242
Publications and Dues	9,790	8,521	4,631	835	1,499	1,337	68	151	1,269	1,222	47
Equipment Rental and Maintenance	1,366	178	50	50	37	24	6	11	1,188	675	513
Occupancy	87,649	78,927	22,289	23,956	15,284	9,879	2,750	4,769	8,722	4,110	4,612
Insurance	5,256	4,180	1,202	1,243	802	527	149	257	1,076	826	250
Taxes and Other Filing Fees	2,118	1	-	-	-	1	-	-	2,117	1,205	912
Depreciation	<u>10,901</u>	<u>9,783</u>	<u>2,833</u>	<u>2,857</u>	<u>1,851</u>	<u>1,284</u>	<u>360</u>	<u>598</u>	<u>1,118</u>	<u>480</u>	<u>638</u>
Total Expenses	<u>\$ 1,996,919</u>	<u>\$ 1,762,153</u>	<u>\$ 526,916</u>	<u>\$ 458,366</u>	<u>\$ 372,590</u>	<u>\$ 261,940</u>	<u>\$ 49,725</u>	<u>\$ 92,616</u>	<u>\$ 234,766</u>	<u>\$ 145,089</u>	<u>\$ 89,677</u>

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
COMPARATIVE STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
<u>Cash Flows from Operating Activities</u>		
Change in Net Assets	\$ 2,655,400	\$ 1,552,092
Adjustments to Reconcile Change in Net Assets to Net Cash from Operating Activities:		
Depreciation Expense	14,890	10,901
Loss on Disposal of Fixed Assets	-	621
Unrealized (Gain)/Loss on Investments	1,204	(443)
Accounts Receivable - (Increase)/Decrease	(925,542)	(21,653)
Promises Receivable - (Increase)/Decrease	(435,634)	(672,230)
Prepaid Expenses - (Increase)/Decrease	6,984	(18,998)
Accounts Payable - Increase/(Decrease)	28,236	2,503
Deferred Rent Abatement -Increase/(Decrease)	-	(1,758)
Accrued Salaries, Vacation and Benefits - Increase/(Decrease)	32,266	23,273
Deferred Revenues - Increase/(Decrease)	-	(5,750)
Security Deposits - (Increase)/Decrease	3,600	-
Interest Receivable - (Increase)/Decrease	<u>(5,091)</u>	<u>-</u>
Net Cash Flows from Operating Activities	<u>\$ 1,376,313</u>	<u>\$ 868,558</u>
<u>Cash Flows from Investing Activities</u>		
Purchase of Property and Equipment	\$ (10,477)	\$ (12,734)
Purchase of Investments	(1,171,676)	(100,346)
Purchase of Certificates of Deposit	(50,000)	-
Sale of Investments	<u>627,992</u>	<u>100,000</u>
Net Cash Flows from Investing Activities	<u>\$ (604,161)</u>	<u>\$ (13,080)</u>
Net Increase/(Decrease) in Cash	\$ 772,152	\$ 855,478
Cash and Cash Equivalents at Beginning of Year	<u>1,783,684</u>	<u>928,206</u>
Cash and Cash Equivalents at End of Year	<u>\$ 2,555,836</u>	<u>\$ 1,783,684</u>

Supplemental Disclosures:

No interest or income taxes were paid during the years ended June 30, 2021 or 2020.

(See Accompanying Notes and Auditor's Report)

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(1) ORGANIZATION:

The Institute for Local Self-Reliance, Inc., was incorporated on May 1, 1974, pursuant to the provisions of the District of Columbia Nonprofit Corporation Act. The mission of the Institute for Local Self-Reliance, Inc. (ILSR) is to provide the conceptual framework, strategies, and information to aid the creation of ecologically-sound and economically equitable communities. To that end, ILSR works with citizens, activists, policymakers, and entrepreneurs to design systems, policies, and industries that meet local or regional needs; to maximize local human, material, natural, and financial resources; and to ensure that the benefits of these systems and resources accrue to all local citizens.

ILSR is a national research and technical assistance organization providing the foundation upon which communities can take charge of their local economies and build a more equitable and environmentally sound future.

Basic Programs

For the year ended June 30, 2021, the Organization had five main programs. These programs are described below.

Community Broadband Networks

The Community Broadband Networks Initiative documents and promotes locally owned, democratically accountable networks offering universal access to fast, affordable, and reliable internet connections in order to improve everyone's ability to communicate.

Energy Democracy

The Energy Democracy Initiative provides policy and action tools for people in cities and rural communities to oppose energy monopolies and build local power to develop and own renewable energy.

Independent Business

The Community-Scaled Economy Initiative collaborates with partners and allies to bring about an economy that embodies democratic values, where businesses and decision-makers are rooted locally and accountable to the communities they serve, and prosperity is broadly shared.

The Public Good

Changing the narrative that currently views the private sector as sacred and the public sector as inherently harmful. Identifies research that challenges this narrative and educates the general public about the benefits of public goods and the risks attendant to a culture providing immense subsidies to privatization in all sectors.

Composting for Community

The Composting for Community project advances locally based composting in contrast to centralized waste collection in order to create jobs, enhance soils, protect the climate, and reduce waste.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(1) ORGANIZATION: (Continued)

Basic Programs (Continued)

Waste to Wealth

The Waste to Wealth Initiative provides hands-on technical assistance, as well as vital research, to help community organizations, government agencies, and private businesses convert discarded materials from environmental and economic liabilities into valuable resources that add value to the local economy while enhancing community resilience and development opportunities.

Communications

ILSR's communications outreach program builds relationships with reporters, media outlets, and other allies to gain widespread coverage of our reports, activities, and perspectives on critical policy issues. Our communications team is responsible for our web site, social media networks and delivering content via ILSR's various newsletters and podcasts, including our flagship channel, Building Local Power, which continues to lift up successful grassroots campaigns and popularize understanding of anti-monopoly strategy and policy across a range of economic sectors. Our communications program also holds pass-through grant funds from a number of foundations that are distributed to a network of grassroots organizations that are part of the Athena Coalition.

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

The significant accounting policies of the Institute for Local Self-Reliance are summarized below:

(a) Basis of Accounting and Presentation:

The accompanying financial statements have been prepared on the accrual basis of accounting, which presents financial position, activities, functional expenses and cash flows in accordance with accounting principles generally accepted in the United States of America.

(b) Revenue Recognition:

Contributions

The Organization has implemented the accounting and reporting standards surrounding contributions. These standards affect financial statement reporting and disclosures included within the body of the financial statements. The standards promulgate clarity for distinguishing between exchange transactions and those of a non-reciprocal arrangement leading to a contribution, while providing rules and guidance on what constitutes an underlying condition that may be associated with a contribution.

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. 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 and reported in the statement of activities as net assets released from restrictions.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

(b) Revenue Recognition: (Continued)

Contributions (Continued)

Conditional contributions are determined on the basis of whether or not an underlying agreement includes both a barrier that must be overcome and either a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets. If both exist, then the contribution is conditional. Barriers include and are not limited to:

- Measurable performance-related barrier(s) (e.g., specified level of service, specific output, or outcome, matching requirement);
- Extent to which a stipulation limits discretion on conduct of activity (e.g., qualifying expenses, specific protocols); and
- Extent to which a stipulation is related to the purpose of the agreement (excludes administrative or trivial).

Conditional contributions are not recognized as revenue until they become unconditional, that is, until all conditions on which they depend are substantially met. Therefore, any respective advance payments received are recorded as a refundable advance and subsequently recognized as contribution revenue when the underlying conditions are fulfilled.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discount is recorded as additional contribution revenue in accordance with donor-imposed restriction, if any, on the contribution. An allowance for uncollectible contributions receivable is provided based upon management's judgment, including such factors as prior collection history and type of contribution.

Contract Revenue

Contract revenues are considered to be exchange transactions, and are recognized as the services are completed.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

(b) Revenue Recognition: (Continued)

Program Fees and Registrations

These fees consist of exchange transactions such as consulting and conference registration fees. These revenues are recognized at the time the services are provided or the conference is held.

(c) Income Taxes:

The Organization is exempt from federal and state income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code and similar state income tax laws. Accordingly, no income taxes have been provided for in the accompanying financial statements. In addition, the Organization qualifies for the charitable contribution deduction and has been classified as an organization that is not a private foundation.

The Organization is also exempt from District of Columbia sales, real estate, and personal property taxes.

(d) Net Assets:

The Organization reports information regarding its financial position and activities according to two classes of net assets. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of restrictions on use that are placed by the donor. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net Assets without Donor Restrictions

Net assets without donor restrictions are resources available to support operations and over which the Board of Directors has discretionary control. The only limits on the use of these net assets are the broad limits resulting from the Organization's purpose, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements that are entered into in the course of its operations.

Net Assets with Donor Restrictions

Net assets with donor restrictions are resources that are restricted by a donor for use for a particular purpose or in a particular future period. Some donor-imposed restrictions are temporary in nature, and the restriction will expire when the resources are used in accordance with the donor's instructions or when the stipulated time has passed. Other donor-imposed restrictions are perpetual in nature whereby the Organization must continue to use the resources in accordance with the donor's instructions.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

(d) Net Assets: (Continued)

Net Assets with Donor Restrictions (Continued)

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions. Net assets restricted for acquisition of buildings or equipment (or the contribution of those assets directly) are reported as net assets with donor restrictions until the specified asset is placed in service, unless the donor provides more specific directions about the period of its use.

Net assets with donor restrictions were available at year end for the following programs:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Composting for Community	\$ 526,023	\$ 588,481
Energy Democracy	68,000	130,345
Independent Business	1,451,800	282,500
Community Broadband Networks	882,991	509,939
Waste to Wealth	-	-
Time Restricted	<u>1,129,601</u>	<u>-</u>
 Total Net Assets Available	 <u>\$ 4,058,415</u>	 <u>\$ 1,511,265</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes, the passage of time, or by the occurrence of other events specified by the donors for the following programs:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Composting for Community	\$ 161,788	\$ 293,411
Energy Democracy	405,595	183,698
Independent Business	925,900	341,966
Community Broadband Networks	543,198	495,488
Waste to Wealth	33,500	77,150
The Public Good	26,200	26,000
Sponsorships	30,000	-
Time Restricted	<u>153,333</u>	<u>21,000</u>
 Total Net Assets Released from Restrictions	 <u>\$ 2,279,514</u>	 <u>\$ 1,438,713</u>

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

(e) Donated Services and Supplies:

Donated services and materials are recognized as contributions in accordance with FASB ASC 958, *Accounting for Contributions Received and Contributions Made*, if the services received create or enhance nonfinancial assets or require specialized skills, and are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributed services and promises to give services that do not meet the above criteria are not recognized.

There were no donated services or materials recorded in the financial statements for the years ended June 30, 2021 and 2020.

(f) Functional Expense Allocation Policies and Procedures:

The statement of functional expenses presents an allocation of each expense category between program services, administrative, and fundraising activities. Program service costs consist of those expenses incurred to fulfill the Organization's mission. Administrative costs pertain to supporting activities. Fundraising expenses relate to fundraising activities such as generating contributions and seeking unsolicited financial support and grants.

Management has established functional expense allocation policies and procedures based on a reasonable analysis of cost drivers and reasonable allocation methodologies based on financial results and industry standards.

Expenses that can be identified with a specific program or supporting service are charged directly to the program or supporting service.

Costs common to multiple functions have been allocated among the various functions benefited using a reasonable allocation method that is consistently applied, as follows:

- Personnel expense for salaries, payroll taxes and employee benefit plans are allocated based on activity reports of time spent on particular activities.
- Cost for facilities, office supplies, telephone, insurance, dues and subscriptions, and other expenses are allocated between administrative and program functions on a percentage basis that is equivalent to the hours worked by each employee.
- Costs of consultants, professional fees, travel and meeting expenses are allocated based on the underlying use of these costs by various programs determined by management and evaluated annually.

Administrative expenses include those costs that are not directly identifiable with any specific program, but which provide for the overall support and direction of the Organization.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

(g) Use of Estimates:

The preparation of 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, liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of support and revenues and expenses during the reporting period. Actual results could differ from those estimates.

(h) Fair Value of Certain Financial Instruments:

Some of the Organization's financial instruments are not measured at fair value on a recurring basis but nevertheless are recorded at amounts that approximate fair value due to their liquid or short-term nature. Such assets include cash and cash equivalents, accounts and promises receivable, prepaid expenses, accounts payable, and accrued expenses.

(i) Certificates of Deposit:

Certificates of deposit are other investments with original maturities greater than three months and are carried at cost. The certificates of deposit do not qualify as securities as defined in Financial Accounting Standard Board ("FASB") Accounting Standards Codification ("ASC") 320, *Investments - Debt and Equity Securities*, thus the fair value disclosures required by ASC 820, *Fair Value Measurements and Disclosures*, are not provided.

(j) Recognition of Salary Expense:

Salary expense is recognized in the year the service is rendered, which coincides with the fiscal year. Salaries unpaid at June 30 are recognized as expense and accrued.

(k) Reclassifications:

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements. These reclassifications had no effect on the change in the net assets or to total net assets from prior years.

(3) LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS:

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 statement date.

The Organization has certain donor-restricted net assets that are considered to be available for general expenditures, because the restrictions on the net assets are expected to be met by conducting the normal activities of the programs in the coming year.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(3) LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS: (Continued)

Accordingly, the related resources have been included in the quantitative information detailing the financial assets available to meet general expenditures within one year.

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Financial Assets at Year End:		
Cash and Cash Equivalents	\$ 2,555,836	\$ 1,783,684
Certificates of Deposit	50,015	-
Investments	642,838	100,373
Interest Receivable	5,091	-
Accounts Receivable	98,769	49,675
Promises Receivable	<u>2,524,666</u>	<u>1,212,584</u>
Total Financial Assets	<u>\$ 5,877,215</u>	<u>\$ 3,146,316</u>
Less Amounts Not Available for General Expenditure Within One Year Due to:		
Donor-Imposed Time Restrictions	\$ 1,129,601	\$ 120,000
Long-Term Promises Receivable not included in Time Restrictions	<u>320,030</u>	<u>-</u>
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	<u>\$ 4,427,584</u>	<u>\$ 3,026,316</u>

As part of the Institute's liquidity management, it has a policy to structure its financial assets to be available as general expenditures, liabilities and other obligations come due.

(4) ACCOUNTING FOR UNCERTAIN TAX POSITIONS:

Accounting principles generally accepted in the United States of America provide consistent guidance for the accounting for uncertainty in income taxes recognized in the Organization's financial statements and prescribe a threshold of "more likely than not" for recognition of tax positions taken or expected to be taken in a tax return. The Institute for Local Self-Reliance performed an evaluation of uncertain tax positions for the year ended June 30, 2021, and determined that there were no matters that would require recognition in the financial statements or that may have any effect on its tax-exempt status. As of June 30, 2021, the statute of limitations for tax years 2017 through 2019 remains open with the U.S. federal jurisdiction or the various states and local jurisdictions in which the Organization files tax returns. It is the Organization's policy to recognize interest and/or penalties related to uncertain tax positions, if any, in income tax expense. As of June 30, 2021, the Organization had no accruals for interest and/or penalties.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(5) CASH, CASH EQUIVALENTS AND CERTIFICATES OF DEPOSIT:

The carrying amount of cash and cash equivalents at year end consisted of the following:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Checking Account - Interest Bearing	\$ 752,757	\$ 499,096
Checking Account - Non-Interest Bearing	1,087,074	1,063,590
Savings Accounts	595,071	-
Money Market Accounts	28,382	152,048
Cash on Hand	<u>92,552</u>	<u>68,950</u>
Total	<u>\$ 2,555,836</u>	<u>\$ 1,783,684</u>

For purposes of the cash flow statement and financial statement presentation, cash and cash equivalents are short term, highly liquid investments with maturities of three months or less.

Certificates of deposit are valued at cost. As of June 30, 2021, \$50,015 was held in a certificate of deposit.

At times during the years ended June 30, 2021 and 2020, the Organization maintained cash balances at financial institutions in excess of the Federal Deposit Insurance Corporation (FDIC) and National Credit Union Share Insurance Fund (NCUSIF) limits. The Organization has not experienced any losses related to these accounts and does not believe it is exposed to any significant credit risk or cash and cash equivalents.

(6) INVESTMENTS:

The Institute for Local Self-Reliance invested in debt securities during the year, which are subject to market fluctuations. Investments in debt securities have been measured at fair value and are recorded as such in the statement of financial position. The fair values for marketable debt securities are based on quoted market prices. Unrealized gains and losses are included in the change in net assets. A comparison of the carrying value of those financial instruments at year end was as follows:

June 30, 2021

	<u>Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>
<u>Investments:</u>				
<u>Debt Securities</u>				
Government Bonds	\$ 49,980	\$ 19	\$ -	\$ 49,999
Corporate Bonds	<u>593,527</u>	<u>-</u>	<u>(688)</u>	<u>592,839</u>
Total - Investments	<u>\$ 643,507</u>	<u>\$ 19</u>	<u>\$ (688)</u>	<u>\$ 642,838</u>

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(6) INVESTMENTS: (Continued)

June 30, 2020

	Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<u>Investments:</u>				
<u>Debt Securities</u>				
Treasury Bill and Notes	\$ 99,823	\$ 550	\$ -	\$ 100,373
Total - Investments	\$ 99,823	\$ 550	\$ -	\$ 100,373

Unrealized gains and losses on investments are based on the difference between cost and fair value. Net unrealized gains/(losses) at June 30, 2021 and 2020 were \$(669) and \$550, respectively.

The composition of investment return and its classification in the statement of activities for the years ended June 30, 2021 and 2020 is as follows:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Interest and Dividends	\$ 2,031	\$ 3,146
Realized Gain/(Loss) on Investments	(901)	343
Unrealized Gain/(Loss) on Investments	(1,204)	443
Total	\$ (74)	\$ 3,932

Investment securities, in general, are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the value of investment securities will occur in the near term and that such change could affect the amounts reported in the statement of financial position. The Institute attempts to limit its credit risk associated with investments by investing in U.S. Government securities.

(7) FAIR VALUE MEASUREMENTS:

Financial Accounting Standards Board ASC No. 820-10, *Fair Value Measurements*, establishes a framework for measuring fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements).

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(7) FAIR VALUE MEASUREMENTS: (Continued)

The three levels of the fair value hierarchy under FASB ASC No. 820-10 are described below:

Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets that the organization has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability (such as interest rate and yield curves);
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 - Inputs to the valuation methodology are unobservable (Supported by little or no market activity) and not corroborated by market data. Unobservable inputs reflect the organization's estimate of what hypothetical market participants would use to determine a transaction price for the asset or liability at the reporting date.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2021.

Treasury Bills and Corporate Bonds: Valued at the price of bonds and notes held by the organization at year end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(7) FAIR VALUE MEASUREMENTS: (Continued)

The following tables set forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2021 and 2020.

June 30, 2021

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Government Bonds	\$ 49,999	\$ -	\$ -	\$ 49,999
Corporate Bonds	<u>592,839</u>	<u>-</u>	<u>-</u>	<u>592,839</u>
Total	<u>\$ 642,838</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 642,838</u>

June 30, 2020

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Treasury Bills and Notes	<u>\$ 100,373</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 100,373</u>
Total	<u>\$ 100,373</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 100,373</u>

(8) ACCOUNTS, CONTRACTS AND PROMISES RECEIVABLE:

Accounts and Contracts Receivable

Accounts receivable as presented are considered fully collectible by management. Balances at June 30, 2021 and 2020 were \$98,769 and \$49,675, respectively, which consisted of reimbursable expenses and contract revenues receivable.

The Organization's accounts receivable consists of unsecured amounts due from parties whose ability to pay is subject to changes in economic conditions. The Organization does not require collateral and was at risk for the balance of the accounts receivable at June 30, 2021 and 2020.

Contracts and other receivables are recognized as revenue on the accrual basis of accounting at the time that the program activity has occurred. Accounts receivable are stated at the amount the Organization expects to collect. Credit is extended for a period of 90 days with no interest accrual at which time payments are considered delinquent. The balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to bad debt expense and a credit to accounts receivable.

Promises Receivable

Contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Conditional promises to give are not recognized in the financial statements until the conditions are substantially met or explicitly waived by the donor. Promises receivable represent amounts committed by donors that have not been received by the Organization. The Organization uses the allowance method to determine uncollectible promises to give.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(8) ACCOUNTS, CONTRACTS AND PROMISES RECEIVABLE: (Continued)

Promises Receivable (Continued)

Balances at June 30, 2021 and 2020 consisted of the following:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Purpose Restricted	\$ 1,364,275	\$ 1,212,584
Time Restricted	1,052,891	-
Unrestricted	<u>107,500</u>	<u>-</u>
Total Promises Receivable	<u>\$ 2,524,666</u>	<u>\$ 1,212,584</u>

The above promises receivable are due to be received as follows:

	<u>As of June 30, 2021</u>	<u>As of June 30, 2020</u>
Less Than One Year	\$ 1,512,603	\$ 1,092,584
One to Five Years	<u>1,012,063</u>	<u>120,000</u>
Total	<u>\$ 2,524,666</u>	<u>\$ 1,212,584</u>

(9) FIXED ASSETS:

Furniture and office equipment are recorded at cost. Contributed assets are recorded at fair value. If an expenditure in excess of \$500 results in an asset having an estimated useful life, which extends substantially beyond the year of acquisition, the expenditure is capitalized at cost and depreciated over the estimated useful life of the asset. Depreciation has been provided on the straight-line method over the estimated useful lives of the assets. Depreciation expense for the years ended June 30, 2021 and 2020 was \$14,890 and \$10,901, respectively. Maintenance and repairs are charged to expenses as incurred. When assets are retired, or otherwise disposed of, the cost and related accumulated depreciation is removed from the accounts and any resulting gain or loss is reflected in operating results for the period. Classification of fixed assets and their estimated useful lives are as summarized below:

June 30, 2021:

		<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>
Office Furniture and Equipment	3-7 years	\$ 79,994	\$ 61,625	\$ 18,369
Leasehold Improvements	Lease Term	<u>4,295</u>	<u>3,222</u>	<u>1,073</u>
Total		<u>\$ 84,289</u>	<u>\$ 64,847</u>	<u>\$ 19,442</u>

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(9) FIXED ASSETS: (Continued)

June 30, 2020:

		<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>
Office Furniture and Equipment	3-7 years	\$ 69,517	\$ 48,167	\$ 21,350
Leasehold Improvements	Lease Term	<u>4,295</u>	<u>1,790</u>	<u>2,505</u>
Total		<u>\$ 73,812</u>	<u>\$ 49,957</u>	<u>\$ 23,855</u>

(10) PAYCHECK PROTECTION PROGRAM:

The Paycheck Protection Program was established under the CARES Act on March 27, 2020, and was designed to provide cash-flow assistance to small businesses including certain not-for-profit organizations. This program provides relief as a result of the Coronavirus pandemic with loan funds to pay up to 24 weeks of payroll costs including fringe benefits, rent and utilities commencing on the date of loan origination. The Paycheck Protection Program is a loan program that is guaranteed in its entirety through the Small Business Administration and offers a maturity of two years and an interest rate of one percent (1%). The principal amount of the loan may be partially or fully forgiven if the loan funds are utilized in manner consistent with the allowable use of loan proceeds.

Management of the Organization anticipates total forgiveness and the funds are being reported in accordance with FASB ASC 958-605. Due to the forgiveness being conditional on incurring the qualified expenses, the funds were accounted for as a refundable advance and were recognized as contribution revenue as the qualified expenses were incurred. The Organization applied for and received a total amount of loan proceeds in the amount of \$204,400 on May 11, 2020. As of June 30, 2020, the full amount of \$204,400 has been recognized as contribution income since the conditions upon which the loan proceeds were provided has been substantially met. During the year ended June 30, 2021, the paycheck protection loan had been forgiven.

(11) RETIREMENT PLAN:

The Organization has a defined contribution retirement plan for its employees. After two years of employment, the Organization provides matching contributions to the plan of five percent (5%) of gross salaries. The matching contribution increases to seven percent (7%) after three years of employment. Pension expense was \$46,636 and \$39,859 for the years ended June 30, 2021 and 2020, respectively.

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(12) OPERATING LEASES:

The Organization leased office space in three locations: Washington, DC, Minnesota and Maine.

Washington, DC Lease

The Organization rents space as a virtual office in Washington, DC, on a month-to-month basis at a cost of \$225 per month.

Minnesota Lease

This Organization leases office space located at 2720 East 22nd Street, Minneapolis, MN. This lease is month-to-month for \$2,550 per month.

Maine Lease

The Organization leases office space located at 142 High Street, Portland, ME. This lease has been for one-year terms, with the most recent lease ending on February 28, 2020. On February 24, 2020, this lease was extended for a period of three (3) years, ending on February 28, 2023. The monthly rent is \$637 at June 30, 2021.

Total rental expenses for the years ended June 30, 2021 and 2020 were \$43,705 and \$87,287, respectively. These amounts are included on the occupancy expense line in the schedule of functional expenses. Security deposits in the amount of \$2,990 were made as of June 30, 2021, related to the above leases.

(13) FUNDRAISING:

Expenses in the amount of \$94,149 and \$89,677 were incurred for the purposes of fundraising during the years ended June 30, 2021 and 2020, respectively.

(14) EMPLOYEE BENEFITS:

Fringe Benefits

The fringe benefits for the years ended June 30, 2021 and 2020, consisted of the following:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Social Security and Unemployment	\$ 128,419	\$ 90,724
Medical Insurance	307,125	212,414
Retirement	46,636	39,859
Workers Comp	<u>5,420</u>	<u>3,245</u>
Total	<u>\$ 487,600</u>	<u>\$ 346,242</u>

INSTITUTE FOR LOCAL SELF-RELIANCE
NOTES TO FINANCIAL STATEMENTS

(15) COMMITMENTS:

As noted above, the Organization entered into a lease agreement which began on March 1, 2020, for the rental of office space located at 142 High Street, Portland, ME. The lease term expires on February 28, 2023. Monthly rent payments of \$637 began on March 1, 2020, and increase to \$656 over the course of the lease. Future minimum payments are as follows:

<u>Year Ending June 30</u>	
2022	\$ 7,872
2023	<u>5,248</u>
Total	<u>\$ 13,120</u>

(16) CONCENTRATIONS:

Based on the nature and purpose of the Organization, significant revenues are received through parties interested in supporting the mission of the Organization. In addition, approximately ninety-four percent (94%) and ninety-six percent (96%), respectively, of revenues were derived from grants and contributions for the years ended June 30, 2021 and 2020.

(17) CONTINGENCIES:

Pandemic

The Organization has been negatively impacted by the effects of the worldwide coronavirus pandemic. The Organization is closely monitoring its operations and is actively working to minimize the current and future impact of this unprecedented situation. As of the date of issuance of these financial statements, the full impact to the Organization's financial position is not known.

(18) RELATED PARTY TRANSACTIONS:

For the years ended June 30, 2021 and 2020, the Organization received \$25,000 each year in contributions from a family member of the President.

(19) SUBSEQUENT EVENTS:

In preparing these financial statements, management has evaluated events and transactions for potential recognition or disclosure through March 2, 2022, the date the financial statements were available to be issued, and has determined that no adjustments are necessary to the amounts reported in the accompanying financial statements.