

Trees for the Future, Inc.

Financial Statements

For the Years Ended December 31, 2021 and 2020

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Independent Auditor's Report

**To the Board of Directors
Trees for the Future, Inc.
Bethesda, Maryland**

We have audited the accompanying financial statements of Trees for the Future, Inc. (the "Organization") (a nonprofit organization), which comprise the statements of financial position as of December 31, 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Trees for the Future, Inc. as of December 31, 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.

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 Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Trees for the Future, Inc. 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 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 Trees for the Future, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Trees for the Future, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Trees for the Future, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.



SNYDER COHN, PC
North Bethesda, Maryland
September 29, 2022

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 1: Summary of significant accounting policies:

Trees for the Future, Inc. (“the Organization”) was incorporated under the laws of the State of Maryland in 1989 as a tax-exempt charitable organization. The Organization’s purpose is to improve the livelihoods of impoverished families by planting trees that return prosperity to degraded lands. Trees for the Future aims to end hunger and poverty for a million people using its Forest Garden Approach, a four-year training program that lifts subsistence farmers out of extreme poverty and provides opportunities, productivity and income never before imaginable.

Basis of presentation - The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions - Net assets that are not subject to donor-imposed stipulations.

Net assets with donor restrictions - Amounts that are specifically restricted by donors or grantors for various purposes or future time periods.

Donated goods and services - The Organization records in-kind contributions for donated office space and other items that meet the criteria for recognition under accounting principles generally accepted in the United States of America (GAAP). Donated goods and services are recorded at their estimated fair value on the date of donation. The amounts were recognized as follows:

	<u>2021</u>	<u>2020</u>
Office space	\$ -	\$ 5,963
Other items	<u>-</u>	<u>23,782</u>
	<u>\$ -</u>	<u>\$ 29,745</u>

Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities, if any, at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 1: Summary of significant accounting policies: (continued)

Cash and cash equivalents - Cash and cash equivalents consist of cash on deposit and highly liquid investments with an original maturity of three months or less, including money market funds.

Pledges receivable - Pledges receivable consist of unconditional promises to give and are recorded at their net realizable value at the time the promises are received. At December 31, 2021 and 2020, all pledges receivable were expected to be collected within a year. Management reviews outstanding accounts periodically. A general allowance for pledges receivable is estimated by management taking into consideration past write-offs, the current status of delinquent accounts, and general economic conditions. An allowance for uncollectible pledges receivable of \$65,000 is included in pledges receivable at December 31, 2021 and 2020.

Investments - Investments, which consist of donated equity securities, are reported at fair value (all level 1 inputs), which is established at readily determinable current market values. Investments are sold as soon after donation as possible. As of December 31, 2021, \$60 of investments remained unsold for which the Organization had no unrealized gain or loss. As of December 31, 2020, \$355 of investments remained unsold for which the Organization had an unrealized loss of \$249.

Property and equipment - Property and equipment is stated at cost and depreciated using the straight-line method over the estimated useful lives of the related assets ranging from 3 to 7 years. The Organization capitalizes all additions to property and equipment over \$2,500. Depreciation expense for the years ended December 31, 2021 and 2020 was \$91,184 and \$62,384, respectively.

Paycheck Protection Program (PPP) loan - In April 2020, the Organization received loan proceeds under the Paycheck Protection Program. The proceeds from the PPP were classified as debt at December 31, 2020 on the statement of financial position under the FASB guidance ASC 470-10-45. In April 2021, the Organization received forgiveness in full of the PPP loan and accrued interest. Forgiveness is treated as other income on the statement of activities for the year ended December 31, 2021.

Revenue recognition - In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*. ASU 2014-09 requires an organization to recognize revenues to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which an entity is expected to be entitled in exchange for those goods or services. On January 1, 2019, the Organization adopted ASU 2014-09, using the modified retrospective approach. The Organization applied the five-step revenue model stipulated by ASC 606 to all of its significant revenue streams in order to determine when revenue is earned and recognized.

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 1: Summary of significant accounting policies: (continued)

Revenue recognition (continued) - All contributions are considered available for the Organization's general programs unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor are reported as with donor restrictions. Investment income that is limited to specific uses by donor restrictions is reported as increases in net assets without donor restrictions if the restrictions are met in the same reporting period as the income is recognized.

Advertising expense - Advertising costs are expensed as incurred. Advertising expense was \$25,924 and \$64,217 for the years ended December 31, 2021 and 2020, respectively.

Accounting for uncertainty in income taxes - The Organization accounts for the effect of any uncertain tax positions based on a "more likely than not" threshold to the recognition of the tax positions being sustained based on the technical merits of the position under scrutiny by the applicable taxing authority. If a tax position or positions are deemed to result in uncertainties of those positions, the unrecognized tax effect is estimated based on a "cumulative probability assessment" that aggregates the estimated tax liability for uncertain tax positions. Interest and penalties, if any, are accrued as a component of general and administrative expenses when assessed. The Organization has identified its tax status as a tax-exempt entity under Section 501(c)(3) and its determination that it has no unrelated business income as tax positions; however, the Organization has determined that such tax positions do not result in an uncertainty requiring recognition. Income tax years ended prior to December 31, 2018 are no longer subject to audit by taxing authorities.

Risk and uncertainties - In March 2020, the World Health Organization declared the outbreak of a novel coronavirus ("COVID-19") as a pandemic. As a result, economic uncertainties have arisen which are likely to negatively impact the Organization's operating results, but the related financial impact is unknown at this time.

Fair value measurements - The FASB Accounting Standards Codification (ASC) 820, *Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. 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). The three levels of the fair value hierarchy under FASB ASC 820 are described as follows:

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

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 1: Summary of significant accounting policies: (continued)

Fair value measurements (continued) -

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;
- 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 and significant to the fair value measurement.

The asset 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.

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

Recent accounting pronouncements not yet adopted - In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which is the leasing standard for both lessees and lessors. Under this update, a lessee will recognize lease assets and liabilities on the statement of financial position for all arrangements longer than 12 months. Lessor accounting remains largely consistent with existing U.S. GAAP. The guidance is effective for the Organization's fiscal year 2022. Management is currently determining the impact that adoption of this guidance will have on the Organization's financial statements.

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 2: Liquidity and availability:

The following reflects the financial assets of Trees for the Future, Inc. on December 31, 2021 and 2020, reduced by amounts that are not available for general use because of donor imposed, board or time restrictions within one year of the balance sheet date.

	2021	2020
Financial assets:		
Cash	\$ 2,388,387	\$ 5,429,114
Investments	60	355
Pledges receivable, net	765,443	760,792
	3,153,890	6,190,261
Less those unavailable for general expenditure within one year, due to:		
Amounts designated for future purpose restrictions or endowment	(160,481)	(54,339)
Financial assets available to meet cash needs for general expenditures within one year	\$ 2,993,409	\$ 6,135,922

Net assets with donor restrictions consist of cash received to be used for specific country program expenditures in the coming fiscal year or as part of an endowment the Organization received. Trees for the Future, Inc. relies on individual, foundation and corporate donors to provide the resources to support the Organization's operating activities. The Organization also has a \$100,000 line of credit available. The Organization invests a portion of cash in excess of daily requirements into money market funds, which was \$1,654,511 and \$4,734,576 as of December 31, 2021 and 2020, respectively.

Note 3: Property and equipment:

Property and equipment consisted of the following at December 31:

	2021	2020
Furniture and equipment	\$ 32,553	\$ 32,553
Vehicles	276,746	184,146
Less: accumulated depreciation	(191,473)	(100,290)
Property and equipment, net	\$ 117,826	\$ 116,409

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 4: Intangible assets:

During 2014, the Organization purchased the rights to their website domain name. This purchase is stated at cost and is amortized over an estimated useful life of 15 years.

During 2020, the Organization incurred development costs related to accounting software. During 2021, the Organization incurred additional website development costs for a new website. The Organization accounts for these development costs in accordance with ASC 350-40 (*Accounting for Internal Use Software Costs*). Under ASC 350-40, all costs related to the planning activities of software and website development costs are expensed as incurred. Costs incurred as part of the application development stage can be capitalized, and costs associated with post implementation should be expensed as incurred. These purchases are stated at cost and are amortized over an estimated useful life of 3-5 years.

Intangible assets consist of the following at December 31:

	2021	2020
Website domain	\$ 18,500	\$ 18,500
Website development costs	110,407	54,520
Accounting software	30,000	30,000
	158,907	103,020
Less: accumulated amortization	(82,884)	(67,217)
Intangible assets, net	\$ 76,023	\$ 35,803

Amortization expense for the years ended December 31, 2021 and 2020 was \$15,667 and \$15,396, respectively.

At December 31, 2021, estimated amortization expense is as follows:

For the years ending December 31,

2022	\$	22,410
2023		18,244
2024		12,410
2025		12,410
2026		7,976
Thereafter		2,573
	\$	76,023

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 5: Paycheck Protection Program loan:

On April 17, 2020, the Organization was granted a loan (the “Loan”) from M&T Bank in the aggregate amount of \$250,800, pursuant to the Paycheck Protection Program (the “PPP”) under Division A, Title I of the CARES Act, which was enacted March 27, 2020. The PPP provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. Under the current terms of the PPP, the loans and accrued interest are forgivable after 24 weeks as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the period. On April 13, 2021 the loan was forgiven by the U.S. Small Business Administration, including all principal and accrued interest related to the loan.

Note 6: Line of credit:

In May 2020, the Organization received a line of credit with M&T Bank. The line of credit has a maximum borrowing limit of \$100,000. Advances on the line of credit accrue interest at the Wall Street Journal’s prime rate plus 3.50%. The outstanding balance on the line of credit was \$-0- at December 31, 2021 and 2020. Interest expense for the years ended December 31, 2021 and 2020 was \$1,786 and \$139, respectively.

Note 7: Net assets with donor restrictions:

The net assets with donor restrictions of the Organization are available for the following purposes at December 31:

	2021	2020
Endowment	\$ 54,339	\$ 54,339
Country specific	106,142	-
Total net assets with donor restrictions	\$ 160,481	\$ 54,339

Note 8: Retirement plan:

The Organization sponsors a qualified 403(b) retirement plan for the benefit of eligible participating employees. Employer contributions to the plan are discretionary and based on a percentage of employee compensation. Participants are eligible for employer contributions upon completion of one year of service according to provisions of the plan. Employer contributions for the years ended December 31, 2021 and 2020 were \$52,792 and \$30,930.

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 9: Commitments:

During 2012, the Organization entered into a five-year, three-month operating lease agreement for office space in Silver Spring, Maryland. The lease had an initial term expiring on July 31, 2017, with an option to renew for an additional five-year term. In January 2017, the Organization renewed this lease. The lease calls for monthly base rental payments plus additional rent for operating expenses and real estate taxes as described in the operating lease agreement.

During August 2019, the Organization entered into a sublease agreement for additional office space in the same building. The sublease had an initial term expiring July 31, 2021. The lease was subsequently terminated in March 2020 by the sub-lessor.

In February 2020, the Organization terminated their lease for the office space in Silver Spring, Maryland and entered into a two-year operating lease agreement in the same building. The lease calls for monthly base rental payments plus additional rent for operating expenses and real estate taxes as described in the operating lease agreement. The lease runs through February 28, 2022 and will not be renewed beyond that date.

In October 2021, the Organization entered into a two-year operating lease agreement for office space in Bethesda, Maryland. The lease will commence in April 2022. The lease calls for monthly base rental payments plus additional rent for operating expenses and real estate taxes as described in the operating lease agreement. The lease also requires a service retainer to be paid prior to move in.

Future minimum payments under these lease agreements for the years ending December 31 are as follows:

2022	\$ 82,839
2023	72,000
2024	<u>18,000</u>
	<u>\$ 172,839</u>

Rent expense under the lease agreements for the year ended December 31, 2021 and 2020 was \$215,370 and \$189,065, respectively.

Note 10: Concentrations:

The Organization maintains its cash balances at various financial institutions. The accounts at each of these institutions are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to certain limits. At various times throughout the year, cash balances at these institutions exceeded the federally insured limits. The Organization has not experienced any losses with respect to its cash balances.

Trees for the Future, Inc.
Notes to Financial Statements

December 31, 2021 and 2020

Note 10: Concentrations: (continued)

At December 31, 2021, two corporate donors made up 29% of the total pledges receivable and no one donor made up more than 10% of the Organization's support. At December 31, 2020, two corporate donors made up 31% of the total pledges receivable and one foundation donor made up 53% of the Organization's support.

Note 11: Functional allocation of expenses:

The costs of providing various programs and other activities have been summarized in the statement of functional expenses. Accordingly, certain costs have been allocated among program and supporting services benefited using various cost allocation techniques.

Note 12: Subsequent events:

Subsequent events have been evaluated through September 29, 2022, which is the date the financial statements were available to be issued.

Snyder Cohn, PC
CPAs and Trusted Advisors
11200 Rockville Pike, Suite 415
North Bethesda, MD 20852
www.snydercohn.com
301-652-6700