

**Essential Partners, Inc.**

**Financial Statements**

**August 31, 2021**

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**ESSENTIAL PARTNERS, INC.**

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August 31, 2021

**Independent Auditor's Report**

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## Independent Auditor's Report

To the Board of Directors of  
Essential Partners, Inc.

### *Opinion*

We have audited the accompanying financial statements of Essential Partners, Inc. (a nonprofit organization), (the Organization), which comprise the statement of financial position as of August 31, 2021, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of August 31, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### *Basis for Opinion*

We conducted our audit in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Other Matter*

The financial statements of the Organization for the year ended August 31, 2020 were audited by another auditor who expressed an unmodified opinion on those statements in their report dated July 15, 2021. The prior year summarized comparative information is not intended to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. In our opinion, the summarized comparative information presented herein as of and for the year ended August 31, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### *Responsibilities of Management 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, 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 the Organization's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

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

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization'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 the Organization'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.



Braintree, Massachusetts  
July 11, 2022

**ESSENTIAL PARTNERS, INC.**

## Statement of Financial Position

As of August 31, 2021

With Comparative Totals as of August 31, 2020

	<u>2021</u>	<u>2020</u>
<b>Current Assets</b>		
Cash and cash equivalents	\$ 964,924	\$ 751,685
Promises to give	35,000	29,738
Accounts receivable	59,826	50,824
Prepaid expenses	2,975	1,628
Total current assets	<u>1,062,725</u>	<u>833,875</u>
<b>Fixed Assets</b>		
Leasehold improvements	64,378	64,378
Furniture and equipment	46,868	46,868
Total fixed assets	<u>111,246</u>	<u>111,246</u>
Less: accumulated depreciation	<u>(96,965)</u>	<u>(82,016)</u>
Total net fixed assets	<u>14,281</u>	<u>29,230</u>
<b>Other Assets</b>		
Security deposit	<u>17,050</u>	<u>17,050</u>
<b>Total Assets</b>	<u>\$ 1,094,056</u>	<u>\$ 880,155</u>
<b>Current Liabilities</b>		
Accounts payable and accrued expenses	\$ 9,291	\$ 964
Accrued salary and benefits	95,997	87,389
Note payable - paycheck protection program	-	168,167
Total current liabilities	<u>105,288</u>	<u>256,520</u>
<b>Net Assets</b>		
Net assets without donor restrictions	953,768	593,897
Net assets with donor restrictions	35,000	29,738
Total net assets	<u>988,768</u>	<u>623,635</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 1,094,056</u>	<u>\$ 880,155</u>

The accompanying notes are an integral part of the financial statements.

**ESSENTIAL PARTNERS, INC.**

Statement of Activities

For the Year Ended August 31, 2021  
With Comparative Totals for the Year Ended August 31, 2020

	<u>Net Assets Without Donor Restrictions</u>	<u>Net Assets With Donor Restrictions</u>	<u>2021 Total</u>	<u>2020 Total</u>
<b>Revenue and Support</b>				
Contributions and grants	\$ 857,531	\$ 35,000	\$ 892,531	\$ 808,995
Program service fees	714,821	-	714,821	572,388
In-kind contributions	-	-	-	93,400
Interest	463	-	463	887
Other	-	-	-	311
Net assets released from restrictions	29,738	(29,738)	-	-
Total revenue and support	<u>1,602,553</u>	<u>5,262</u>	<u>1,607,815</u>	<u>1,475,981</u>
<b>Expenses</b>				
Program services	957,639	-	957,639	889,061
Management and general	274,709	-	274,709	321,913
Fundraising	178,501	-	178,501	172,229
Total expenses	<u>1,410,849</u>	<u>-</u>	<u>1,410,849</u>	<u>1,383,203</u>
<b>Change in Net Assets from Operations</b>	191,704	5,262	196,966	92,778
<b>Other Revenue</b>				
Forgiveness of note payable - paycheck protection program	<u>168,167</u>	<u>-</u>	<u>168,167</u>	<u>-</u>
<b>Change in Net Assets</b>	359,871	5,262	365,133	92,778
<b>Net Assets at Beginning of Year</b>	<u>593,897</u>	<u>29,738</u>	<u>623,635</u>	<u>530,857</u>
<b>Net Assets at End of Year</b>	<u>\$ 953,768</u>	<u>\$ 35,000</u>	<u>\$ 988,768</u>	<u>\$ 623,635</u>

The accompanying notes are an integral part of the financial statements.

**ESSENTIAL PARTNERS, INC.**

Statement of Functional Expenses

For the Year Ended August 31, 2021

With Comparative Totals for the Year Ended August 31, 2020

	Program Services	Management and General	Fundraising	2021 Total	2020 Total
Salaries	\$ 574,334	\$ 95,181	\$ 109,323	\$ 778,838	\$ 702,475
Payroll taxes	48,938	11,566	8,810	69,314	61,053
Fringe benefits	107,500	27,857	24,092	159,449	146,214
Subtotal	730,772	134,604	142,225	1,007,601	909,742
Bank and credit card charges	10	1,054	-	1,064	1,789
Consultants	109,655	32,426	-	142,081	203,204
Depreciation	-	14,949	-	14,949	18,849
Dues and fees	-	2,291	-	2,291	1,422
Equipment lease and repair	-	10,792	-	10,792	14,555
Insurance	52	6,398	-	6,450	6,345
Meetings	-	2,110	-	2,110	2,575
Office supplies	388	16,995	102	17,485	16,803
Payroll processing	11,333	1,879	2,157	15,369	18,841
Postage	-	530	1,785	2,315	1,758
Printing	10	34	129	173	6,461
Professional fees	-	14,710	-	14,710	15,114
Rental	98,182	16,625	12,273	127,080	115,977
Repairs and maintenance	-	-	-	-	759
Telephone and internet	-	15,562	-	15,562	17,034
Travel	7,237	3,750	19,830	30,817	31,975
	\$ 957,639	\$ 274,709	\$ 178,501	\$ 1,410,849	\$ 1,383,203

The accompanying notes are an integral part of the financial statements.

**ESSENTIAL PARTNERS, INC.**

## Statement of Cash Flows

For the Year Ended August 31, 2021  
With Comparative Totals for the Year Ended August 31, 2020

<b>Cash Flows from Operating Activities</b>	<u>2021</u>	<u>2020</u>
Change in net assets	\$ 365,133	\$ 92,778
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	14,949	18,849
Forgiveness of note payable - paycheck protection program	(168,167)	-
Decrease (increase) in assets:		
Promises to give	(5,262)	(29,738)
Accounts receivable	(9,002)	1,398
Prepaid expenses	(1,347)	(197)
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	8,327	(20,776)
Accrued salary and benefits	8,608	42,269
<b>Net Cash Provided by Operating Activities</b>	<u>213,239</u>	<u>104,583</u>
<b>Cash Flows from Investing Activities</b>		
Purchase of property and equipment	-	(3,897)
<b>Net Cash Used in Investing Activities</b>	<u>-</u>	<u>(3,897)</u>
<b>Cash Flows from Financing Activities</b>		
Proceeds from note payable - paycheck protection program	-	168,167
<b>Net Cash Provided by Financing Activities</b>	<u>-</u>	<u>168,167</u>
<b>Net Increase in Cash and Cash Equivalents</b>	213,239	268,853
<b>Cash and Cash Equivalents - Beginning</b>	<u>751,685</u>	<u>482,832</u>
<b>Cash and Cash Equivalents - Ending</b>	<u>\$ 964,924</u>	<u>\$ 751,685</u>
<b>Supplemental Data for Noncash Investing and Financing Activities</b>		
Forgiveness of note payable - paycheck protection program	<u>\$ 168,167</u>	<u>\$ -</u>

The accompanying notes are an integral part of the financial statements.

# ESSENTIAL PARTNERS, INC.

## Notes to Financial Statements

August 31, 2021

### (1) Summary of Significant Accounting Policies

The financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). The significant accounting policies followed by Essential Partners, Inc. (the Organization) are described below to enhance the usefulness of the financial statements to the reader.

#### **(a) Nature of Activities**

The Organization was founded in 1989 as the Public Conversations Project. The Organization's work is grounded in family therapy, narrative therapy, social cohesion theory, deliberative democracy and conflict resolution practices. The Organization offers training, consultation, coaching, and facilitation for people who work across deep ideological differences. The organization also partners with communities and organizations who wish to build constructive patterns of communication into their culture.

#### **Organization's Mission:**

The Organization equips people to live and work better together in community by building trust and understanding across differences.

Virtually and in person, the Organization partners with schools, civic groups, faith institutions, colleges, and organizations to support deeper engagement and connection across differences. The organization has helped build relationships that make healing and change possible in more than 60 communities in the past year across the United States (including communities in Alabama, Arkansas, California, Indiana, Massachusetts, New Jersey, North Carolina, Texas, Virginia, Washington, D.C. and more.) This year, the Organization helped communities and institutions have transformative conversations about some of the most pressing issues of the moment, such as partisan politics, race, the pandemic, education, the mental health crisis, gun violence, and more. Using the Organization's approach, these conversations built and repaired relationships and trust, even when agreement or compromise on the central issue was impossible. The Organization and its partners are using dialogue to build cultures of deep belonging and inclusion, where all opinions are heard and taken seriously, and where decisions made reflect the perspectives and voice of everyone impacted.

The Organization is recognized as a global industry leader in the practice and theory of this work as well as boasting one of the most effective monitoring, evaluation, and impact measurement programs in the field.

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

**(1) Summary of Significant Accounting Policies - continued**

***(b) Basis of Presentation***

The statement of activities reports all changes in net assets, including changes in net assets without donor restrictions from operating and non-operating activities. Operating revenues consist of those monies received and other contributions attributable to the Organization's ongoing efforts. Non-operating revenue consists of forgiveness of debt, see Note 4.

***(c) Standards of Accounting and Reporting***

The Organization's net assets (excess of its assets over liabilities) and its revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions.

The statement of financial position presents two classes of net assets (net assets without donor restrictions and net assets with donor restrictions) and the statement of activities displays the change in each class of net assets. The classes of net assets applicable to the Organization are presented as follows:

Net Assets Without Donor Restrictions - Net assets that are not subject to donor imposed restrictions. Net assets without donor restrictions consist of assets and contributions available for the support of operations. These net assets may be designated for specific purposes by the Board of Directors.

Net Assets With Donor Restrictions - Net assets that are subject to donor imposed stipulations that may or will be met, either by actions of the Organization and/or passage of time. When a restriction expires, 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. Grants and contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restriction expires in the reporting period in which the contributions are recognized.

***(d) Cash and Cash Equivalents***

The Organization considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

The Organization maintains its cash balances at one financial institution located in Massachusetts. The cash balances are insured by the Federal Deposit Insurance Corporation. At times these balances may exceed the federal insurance limits; however, the Organization has not experienced any losses with respect to its bank balances in excess of government provided insurance. Management believes that no significant concentration of credit risk exists with respect to these cash balances as of August 31, 2021.

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

**(1) Summary of Significant Accounting Policies - continued**

**(e) Fixed Assets**

Fixed assets are recorded at cost or if donated, fair value on the date of receipt. Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives. Improvements, including planned major maintenance activities are capitalized, while expenditures for routine maintenance and repairs are charged to expense as incurred. Upon disposal of depreciable property, the appropriate property accounts are reduced by the related costs and accumulated depreciation. The resulting gains and losses are reflected in the statement of activities.

The Organization computes depreciation using the straight-line method over the following estimated lives:

Leasehold Improvements	6 years
Furniture and Equipment	3-5 years

**(f) Accounts Receivable**

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. As of August 31, 2021, management has determined any allowance would be immaterial.

The Organization does not have a policy to accrue interest on receivables. As of August 31, 2021, 71% of the Organization's accounts receivable is due from three organizations.

**(g) Revenue Recognition**

The Organization earns revenue as follows:

The Organization generally measures revenue based on the amounts of consideration it expects to be entitled for the transfers of goods and services to a customer, then recognizes its revenue as performance obligations are satisfied under a contract, except in transactions where U.S. GAAP provides other applicable guidance. The Organization evaluates its revenue contracts with customers based on the five-step model under Topic 606: (1) Identify the contract with the customer; (2) Identify the performance obligations in the contract; (3) Determine the transaction price; (4) Allocate the transaction price to separate performance obligations; and (5) Recognize revenue when (or as) each performance obligation is satisfied.

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

**(1) Summary of Significant Accounting Policies - continued**

***(g) Revenue Recognition - continued***

Contributions and Grants - In accordance with ASC Sub Topic 958-605, *Revenue Recognition*, the Organization must determine whether a contribution (or a promise) is conditional or unconditional for transactions deemed to be a contribution. A contribution is considered to be a conditional contribution if an agreement includes a barrier that must be overcome and either a right of return of assets or a right of release of a promise to transfer assets exists. Indicators of a barrier include measurable performance-related barrier or other measurable barrier, a stipulation that limits discretion by the recipient on the conduct of an activity and stipulations that are related to the purpose of the agreement. Topic 958 prescribes that the Organization should not consider probability of compliance with the barrier when determining if such awards are conditional and should be reported as conditional grant advance liabilities until such conditions are met.

Contributions without donor restrictions are recognized as revenue when received or unconditionally pledged. Contributions with donor restrictions are recorded as revenues and net assets with donor restrictions when received or unconditionally pledged. Transfers are made to net assets without donor restrictions as services are performed and costs are incurred pro-rata over the period covered by the grant or contribution as time restrictions lapse. Contributions with donor restrictions received and satisfied in the same period are included in grants and contributions without donor restrictions.

Program Service Fees - Program service fees, which consist of coaching, workshops and training classes, are recognized in the period the related services are rendered as the performance obligations are met. Program service fees billed or collected in advance are recorded in deferred revenue until services have been performed.

In-kind Contributions - In-kind contributions are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by individuals with those skills, and would otherwise be purchased by the Organization. During the year ended August 31, 2021, no such contributions were received.

Substantially all of the Organization's revenue is derived from its activities in the United States. During the year ended August 31, 2021, the Organization derived approximately 28% of its contribution and grant revenue from one donor. All revenue is recorded at the estimated net realizable amounts.

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

**(1) Summary of Significant Accounting Policies - continued**

***(h) Promises to Give***

Conditional promises to give are not recognized in the financial statements until the conditions are substantially met. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in more than one year are recorded at fair value, which is measured as the present value of their 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 discounts is included in contribution revenue. In the absence of donor stipulations to the contrary, promises with payments due in future periods are restricted to use after the due date.

Unconditional promises to give are periodically reviewed to estimate an allowance for doubtful accounts. Management estimates the allowance by review of historical experience and a specific review of collections trends that differ from scheduled collections on individual promises. As of August 31, 2021, management has determined any allowance would be immaterial. As of August 31, 2021, all promises to give are expected to be received in less than one year and are 100% due from one organization.

***(i) Use of Estimates***

In preparing the Organization's financial statements in conformity with U.S. GAAP, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities 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.

***(j) Functional Allocation of Expenses***

The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities and in the statement of functional expenses. Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are allocated to programs and supporting services. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Payroll and associated costs are allocated to functions based upon time studies. Occupancy costs are allocated based upon allocations of salary.

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

**(1) Summary of Significant Accounting Policies - continued**

**(k) Income Taxes**

The Organization qualifies as an organization formed for charitable purposes under Section 501(c)(3) of the Internal Revenue Code (IRC) and is generally not subject to income tax. However, income from certain activities not directly related to the Organization's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Organization is not a private foundation under Section 509(a)(1) of the IRC.

**(l) Summarized Financial Information for 2020**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Also, the financial statements do not include a full presentation of the statement of activities and functional expenses, as certain prior year summarized comparative information is presented in total but not by functional classification. In addition, the financial statements do not include full financial statement disclosures for the prior year. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended August 31, 2020, from which the summarized information was derived.

**(m) Recent Accounting Standard Adopted**

On September 1, 2020, the Organization adopted ASU 2014-09, *Revenue from Contracts with Customers* and all subsequent amendments to the ASU (collectively, ASC 606). ASC 606 supersedes the revenue recognition requirements in Topic 605, *Revenue Recognition*, and requires the reporting entity to recognize revenues when control of promised goods or services is transferred to customers and at an amount that reflects the consideration to which the Organization expects to be entitled in exchange for those goods or services. On September 1, 2020, the Organization adopted ASC 606 using the modified retrospective method applied to those contracts which were not completed as of September 1, 2020 (the practical expedient elected). Results for reporting periods beginning after September 1, 2020, are presented under ASC 606, while prior period amounts are not adjusted and continue to be reported in accordance with the Organization's historic accounting under ASC 605.

There were no material changes in the timing of recognition of revenue and, therefore, there were no adjustments to the opening balance of net assets without donor restrictions. The Organization does not expect the adoption of the new revenue standard to have a significant impact on its changes in net assets on an ongoing basis.

## ESSENTIAL PARTNERS, INC.

### Notes to Financial Statements

August 31, 2021

#### (1) Summary of Significant Accounting Policies - continued

##### **(n) Recent Accounting Standard**

In June 2020, FASB issued ASU 2020-05, *Revenue from Contracts with Customers* (Topic 606) and *Leases* (Topic 842). ASU 2020-05 deferred the implementation date of ASU 2016-02 and ASU 2014-09 by one year. The Organization adopted ASU 2014-09 during the fiscal year. ASU 2016-02 is described below.

In February 2016, FASB issued ASU 2016-02, *Leases* (Topic 842) which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract (i.e., lessees and lessors). The new standard requires lessees to apply a dual approach, classifying leases as either finance or operating leases based on the principle of whether or not the lease is effectively a financed purchase by the lessee. This classification will determine whether lease expense is recognized based on an effective interest method or on a straight line basis over the term of the lease, respectively. A lessee is also required to record a right-of-use asset and a lease liability for all leases with a term of greater than 12 months regardless of their classification. Leases with a term of 12 months or less will be accounted for similar to existing guidance for operating leases today.

The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales-type leases, direct financing leases and operating leases. The ASU was set to be effective on January 1, 2021, with early adoption permitted. The effective date was extended to fiscal years beginning after December 15, 2021. The Organization is currently evaluating the impact the adoption of this new standard will have on its financial statements.

In July 2018, FASB issued ASU 2018-10, *Codification Improvements to Topic 842, Leases* and ASU 2018-11, *Leases* (Topic 842), *Targeted Improvements*. In December 2019, FASB issued ASU 2018-20, *Leases* (Topic 842), *Narrow-Scope Improvements for Lessors*. Adoption of these ASUs will run concurrent with the Organization's adoption of ASU 2016-02.

In September 2020, FASB issued ASU 2020-07, *Not-for-Profit Entities* (Topic 958), *Presentation and Disclosures by Not-for Profit Entities for Contributed Nonfinancial Assets*. The amendments in this update address presentation and disclosure of contributed nonfinancial assets. The ASU is effective for annual periods beginning after June 15, 2021. The Organization is currently evaluating the impact the adoption of this new standard will have on its financial statements.

##### **(o) Paycheck Protection Program Loan**

As described at Note 4, the Organization received a Paycheck Protection Program (PPP) loan during the fiscal year ended August 31, 2020. The Organization has elected to follow the guidance regarding Debt found in FASB ASC 470 - *Not-for Profit Entities - Debt* to account for its PPP Loan.

#### (2) Operating Lease Commitments

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

The Organization occupies office space under a non-cancelable, operating lease agreement with an expiration date of December 31, 2022. The Organization is also liable for certain real estate tax increases and operating cost adjustments under the office lease terms. The minimum annual operating non-cancelable lease commitments on property for the Organization are as follows:

FY2022	\$ 112,200
FY2023	37,400

**(3) Net Assets With Donor Restrictions**

Net assets with donor restrictions consist of resources available to meet future obligations, but only in compliance with the restrictions specified by donors. As of August 31, 2021, net assets with donor restrictions are restricted for the following purposes:

Time restricted - FY2022	\$ <u>35,000</u>
Total net assets with donor restrictions	\$ <u>35,000</u>

Net assets released from restrictions during the year ended August 31, 2021 were \$29,738, all of which was from time restrictions.

**(4) Note Payable - Paycheck Protection Program**

The Organization received a PPP loan from TD Bank during the fiscal year ended August 31, 2020, in the original amount of \$168,167 with a maturity date of April 2022. The PPP loan bore interest at a rate of 1%, which was deferred for the first 6 months. The SBA had disclosed criteria for forgiveness which included but was not limited to maintaining the full-time equivalent number of employees over a certain time period and expending the funds on eligible expenses over the covered period. During the year ended August 31, 2021, the Organization recognized forgiveness of the loan in full.

**(5) COVID-19 - Risks and Uncertainties**

In early 2020, an outbreak of a novel strain of coronavirus (COVID-19) emerged globally. As a result, events have occurred including mandates from federal, state and local authorities leading to an overall decline in economic activity. The Organization's liquidity as of August 31, 2021 is documented at Note 6 and the Organization received a PPP loan, see Note 4. The Organization is not able to estimate the length or severity of this outbreak and the related financial impact. Management plans to adjust its operations accordingly and will continue to assess and monitor the situation as it evolves. If the length of the outbreak and related effects on the Organization's operations continue for an extended period of time the Organization may have to seek alternative measures to finance its operations. The Organization does not believe that the impact of COVID-19 would have a material adverse effect on its financial condition or liquidity.

**(6) Liquidity and Availability of Resources**

**ESSENTIAL PARTNERS, INC.**

**Notes to Financial Statements**

**August 31, 2021**

The following reflects the Organization's financial assets as of August 31, 2021, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year from the statement of financial position date.

Financial assets:		
Cash and cash equivalents	\$	942,686
Promises to give		35,000
Accounts receivable		<u>59,826</u>
Total		<u>1,037,512</u>
Financial assets available to meet cash needs for general expenditures within one year	\$	<u>1,037,512</u>

The Organization is supported by restricted contributions. Because a donor restriction requires resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

**(7) Subsequent Events**

The Organization has performed an evaluation of subsequent events through July 11, 2022, which is the date the Organization's financial statements were available to be issued. No material subsequent events have occurred since August 31, 2021 that required recognition or disclosure in these financial statements.



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