COMPASSION IN WORLD FARMING, INC. Atlanta, Georgia

Financial Statements *March 31, 2021 and 2020*

COMPASSION IN WORLD FARMING, INC. ATLANTA, GEORGIA

FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

CONTENTS

	<u>PAGE</u>
INDEPENDENT AUDITOR'S REPORT	1
EINIANGIAI GTATEMENTO	
FINANCIAL STATEMENTS	
Statements of financial position	2
Statements of activities	3
Statements of functional expenses	4
Statements of cash flows	5
Notes to the financial statements	6 - 12



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Compassion in World Farming, Inc. Atlanta, Georgia

We have audited the accompanying financial statements of Compassion in World Farming, Inc. (a nonprofit organization) which comprise the statements of financial position as of March 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.

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 audit. We conducted our audit 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 Compassion in World Farming, Inc. as of March 31, 2021 and 2020, and the changes in net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

July 2, 2021

(Nilson Lewis

STATEMENTS OF FINANCIAL POSITION As of March 31, 2021 and 2020

			<u>2021</u>		<u>2020</u>
	ASSETS				
CURRENT ASSETS Cash Pledges receivable Prepaid expenses Total current assets		\$	2,688,878 187,500 16,579 2,892,957	\$ 	1,069,878 962,500 17,548 2,049,926
OTHER ASSETS Long-term pledges receivable Total other assets Total assets		_	125,000 125,000 3,017,957	_	250,000 250,000 2,299,926
LIA	ABILITIES AND NET A	SSET		_	
CURRENT LIABILITIES Accounts payable Accrued expenses Related party payable Total current liabilities		\$	24,879 56,345 47,500 128,724	\$ 	492 53,631 22,500 76,623
NET ASSETS Without donor restrictions With donor restrictions Total net assets			2,144,562 744,671 2,889,233	_	2,084,042 139,261 2,223,303
Total liabilities and net as	ssets	\$	3,017,957	\$	2,223,303

STATEMENTS OF ACTIVITIES

For the years ended March 31, 2021 and 2020

		2021		2020			
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	
REVENUE AND SUPPORT							
Contributions, net Interest income	\$ 919,277 253	\$ 976,676	\$ 1,895,953 253	\$ 1,499,909 	\$ 127,500	\$ 1,627,409	
Total revenue and support	919,530	976,676	1,896,206	1,499,909	127,500	1,627,409	
Net assets released from restrictions	371,266	(371,266)		273,892	(273,892)		
EXPENSES							
Program services Supporting services Fundraising	876,699 156,504 197,073	- - -	876,699 156,504 197,073	873,606 193,704 508,300	- - -	873,606 193,704 508,300	
Total expenses	1,230,276		1,230,276	1,575,610		1,575,610	
CHANGE IN NET ASSETS	60,520	605,410	665,930	198,191	(146,392)	51,799	
NET ASSETS, beginning of year	2,084,042	139,261	2,223,303	1,885,851	285,653	2,171,504	
NET ASSETS, end of year	\$ <u>2,144,562</u> S	§ <u>744,671</u>	\$ <u>2,889,233</u>	\$ <u>2,084,042</u>	\$ <u>139,261</u>	\$ <u>2,223,303</u>	

STATEMENTS OF FUNCTIONAL EXPENSES For the years ended March 31, 2021 and 2020

2021 2020

			Supporting	g Services			-		
		Program	Management	<u> </u>		Program	Management	g Services	
		Services	and General	Fundraising	Total	Services	and General	Fundraising	Total
EXPENSES									
Advertising and marketing	\$	136,376	\$ 124	\$ 1,490	\$ 137,990	\$ -	\$ -	\$ 227,993	\$ 227,993
Bank and merchant fees		13	-	12,648	12,661	-	11,067	-	11,067
Computer and technology		75,290	1,994	-	77,284	6,55	7 6,557	-	13,114
Conferences, workshops, and									
training		296	-	-	296	22,44	3 5,623	-	28,066
Grants awarded		-	-	-	-	209,50	0 -	-	209,500
Insurance		30,937	-	5,298	36,235	12,31	8 1,721	5,088	19,127
Meals and entertainment		382	20	-	402	-	11,239	-	11,239
Office expenses		157	2,099	217	2,473	-	4,440	-	4,440
Payroll taxes		43,337	12,331	14,040	69,708	32,23	3 4,505	13,313	50,051
Printing and reproduction		28,009	-	2,479	30,488	-	-	26,870	26,870
Professional fees		19,310	62,666	2,753	84,729	-	47,806	-	47,806
Rent		-	20,859	-	20,859	13,40	5 2,873	2,872	19,150
Retirement plan		10,476	892	2,356	13,724	-	28,127	-	28,127
Salaries and wages		532,012	55,447	155,792	743,251	499,06	8 69,746	206,137	774,951
Travel		104	72		<u> </u>	78,08	<u> </u>	26,027	104,109
Total expenses	\$ <u></u>	876,699	\$ <u>156,504</u>	\$ <u>197,073</u>	\$ <u>1,230,276</u>	\$ 873,60	<u>6</u> \$ <u>193,704</u>	\$ 508,300	\$ <u>1,575,610</u>

STATEMENTS OF CASH FLOWS

For the years ended March 31, 2021 and 2020

	<u>2021</u>			<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	665,930	\$	51,799
Adjustments to reconcile change in net assets to net cash provided by operating activities Amortization of discount on pledges receivable Deferred rent		- -		(10,907) (1,302)
(Increase) decrease in assets: Pledges receivable Prepaid expenses		900,000 969		101,287 (973)
Increase (decrease) in liabilities: Accounts payable Accrued expenses Related party payable		24,387 2,714 25,000		(11,090) (19,907) (27,500)
Total adjustments		953,070		29,608
Net cash provided by operating activities		1,619,000		81,407
NET INCREASE (DECREASE) IN CASH		1,619,000		81,407
Cash, beginning of year		1,069,878		988,471
Cash, end of year	\$	2,688,878	\$ <u></u>	1,069,878

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Compassion in World Farming, Inc. (the Organization) campaigns peacefully on a global level to end all cruel factory farming practices, specializing in farm animal welfare. The Organization was founded in the U.K. in 1967 and expanded its operation to further its mission in the United States in 2013.

Basis of Accounting

The Organization recognizes revenue and expenses on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Financial Statement Presentation

The Organization presents its financial statements in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 *Not-for-Profit-Entities*. Accordingly, the Organization reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets without donor restrictions include unrestricted resources which represent the portion of funds that are available for the operating objectives of the Organization. As of March 31, 2021 and 2020 net assets without donor restrictions were \$2,144,562 and \$2,084,042, respectively.

Net assets with donor restrictions are amounts subject to donor-imposed stipulations that may, or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires or the Organization has satisfied the restriction, net assets with donor restrictions are reclassified to net assets without donor restrictions. Net assets with donor restrictions were \$744,671 and \$139,261 for the years ended March 31, 2021 and 2020, respectively.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Revenue Recognition

The Organization recognizes income under ASU 2018-08 and under ASC 606. Under ASU 2018-08, the Organization generates revenue from contributions received from individuals, trusts, and foundations. Contributions and unconditional promises to give are recognized at the earlier of when the promises to give are made or the cash is received. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Unconditional promises to give that are expected to be received in the following year are recorded at their net realizable value and those due in more than one year are reflected at the present value of estimated future cash flows. Restricted contributions are recorded as an increase in net assets with donor restrictions, depending upon the nature of the restriction. When the restriction expires or the Organization has satisfied the restriction, the applicable 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. There were no conditional promises to give for the year ended March 31, 2021.

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Under ASC 606, the Organization generates revenue from royalty income which is recognized when the Organization fulfills its obligations specified in the underlying royalty agreement. Certain contribution revenue is also recognized under ASC 606.

The Organization recognizes certain revenue from contracts with grantors in accordance with ASC Topic 606 Revenue from Contracts with Customers. ASC 606 provides for a five-step model for recognizing revenue from contracts with grantors as follows:

- 1. Identify the contract
- 2. Identify the performance obligations
- 3. Determine the transaction price
- 4. Allocate the transaction price
- 5. Recognize revenue

Revenue is disaggregated based on the timing of the transfer of services and the type of services transferred. The transaction price is the amount of consideration to which the Organization expects to be entitled in exchange for transferring services under the grant contract. The transaction price generally includes fixed amounts but may from time to time include variable amounts to the extent that a significant reversal of revenue recognized will not occur when the uncertainty associated with variable consideration is subsequently resolved, that is, it is probable and estimable.

Generally, the Organization's contracts with grantors contain one performance obligation. Performance obligations related to contracts with grantors for certain contribution revenue streams are satisfied at a point in time because the performance of the contract typically creates or enhances an asset that the recipients control as the asset is created. Performance obligations related to royalty revenue streams are satisfied over time because the performance of the contract typically creates or enhances an asset that the grantor controls as the asset is created or provided over time. Revenue is recognized as performance obligations are satisfied and control of the promised goods and / or service is transferred to the recipients. Revenue that is recognized at a point in time as control is transferred is done by measuring the progress toward complete satisfaction of the performance obligation using the units delivered output method which is generally the best depiction of transfer of control. For revenue that is recognized over time as control is transferred is done by measuring the milestones reached output method which is generally the best depiction of transfer of control.

Subsequent to the inception of a contract, the transaction price could change for various reasons, including a credit that can be applied to amounts owed, or that will be owed, or a full or partial refund. Changes that are accounted for as an adjustment to existing performance obligations are allocated on the same basis at contract inception. Otherwise, changes are accounted for as separate performance obligations and the separate transaction price is allocated as discussed above.

Pledges Receivable

Pledges receivable are recorded at the amount the Organization expects to collect on donations and pledges made. Unconditional promises to give are recognized in the statement of activities in the period received. Pledges to be received after one year are discounted at an appropriate discount rate based on management's estimate of the risks involved. The effective interest rate for calculating the discount is the treasury rate. Amortization of the discount is recorded annually as additional contribution revenue.

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Management closely monitors promises to give and writes off, as of year end, any balances that are considered to be uncollectible. Management will write off any pledges receivable that remain outstanding after reasonable collection efforts have been used. The Organization has determined there are no significant financing components in contracts during the years ended March 31, 2021 and 2020. Based on the history of collecting these promises to give, there was no allowance for doubtful accounts as of March 31, 2021 and 2020.

Paycheck Protection Program Loan

During the year ended March 31, 2021, the Organization received loan proceeds under the Paycheck Protection Program (PPP) from the Small Business Administration (SBA). The loan has conditions that must be met within a specified time from the date of receipt in order to be considered for forgiveness. This loan has been recorded as a restricted government grant. The transaction records related to funds spent by the Company are subject to examination by the SBA and the SBA Inspector General for six years after the loan was approved.

Contributed Services

Contributed services are reported at fair value in the financial statements for voluntary donations of services when those services (1) create or enhance nonfinancial assets or (2) require specialized skills provided by individual possessing those skills and are services which would be typically purchased if not provided by donation. Contributed services revenue and related expense for the years ended March 31, 2021 and 2020 were \$15,400 and \$3,950, respectively.

Advertising and Marketing

Advertising and marketing costs are expensed as they are paid. Advertising and marketing costs for the years ended March 31, 2021 and 2020 were \$137,990 and \$227,993, respectively.

Income Taxes

The Organization is a nonprofit organization which has been determined by the Internal Revenue Service to be exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code. The Organization's income tax returns are subject to examination by the appropriate regulatory authorities and remain open for examination for a period of three years after the respective filing deadlines of those returns.

Functional Allocation of Expenses

The costs of providing the various program and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited. The statement of functional expenses reports certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Expenses are allocated based on use of the related assets or on time and effort used to general the expense.

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fair Value of Financial Instruments

The Organization's financial instruments, are carried at cost, which approximates their fair value because of the short-term nature of these financial instruments. The Organization's long-term pledges receivable are recorded at fair value.

2. ACCOUNTING POLICY CHANGES

Revenue Recognition

The Financial Accounting Standards Board (FASB) released ASU 2018-08 Not-for-Profit Entities in June 2018. This amendment clarifies current guidance for contributions received and contributions made regarding whether a transfer of assets is considered a contribution or an exchange transaction by evaluating whether the resource provider is receiving commensurate value in return for the resources transferred. The amendment is effective for fiscal years beginning after December 15, 2018, should be applied on a modified prospective basis, which means the update is applied to agreements that are either not completed as of the effective date or entered into after the effective date, and early adoption is permitted. The Organization has adopted this amendment for the year ended March 31, 2020.

The Financial Accounting Standards Board (FASB) issued ASC Topic 606 (ASC 606) Revenue from Contracts with Customers in May 2014 and subsequently issued several related ASU's, which provide guidance for recognizing revenue from contracts with customers. The core principle of this new standard is that revenue will be recognized when promised goods or services are transferred to customers in an amount that reflects consideration for which entitlement is expected in exchange for those goods or services. This new standard is effective for annual periods beginning after December 15, 2018 and can be applied using either of two methods: retrospectively to each prior reporting period presented, or retrospectively with the cumulative effect of initially applying this update recognized at the date of initial application. The Organization has adopted the amendment for the year ended March 31, 2020.

Transitional Disclosures for ASC 606

The Organization has elected to adopt ASC 606 using the modified retrospective transition approach, which resulted in recognizing the cumulative effect of initially applying the new guidance as an adjustment to the opening balance of net assets at April 1, 2019. Therefore, the comparative information has not been adjusted and continues to be reported under the previous revenue guidance.

As part of the adoption of ASC 606, the Organization has elected to use the following transition practical expedients: 1) all contract modifications that occurred prior to the date of initial application when identifying the satisfied and unsatisfied performance obligations, determining the transaction price, and allocating the transaction price have been reflected in the aggregate; and 2) ASC 606 is applied only to contracts that are not complete as of April 1, 2019. The Organization does not expect a significant impact as a result of electing these practical expedients. The adoption had no impact on the beginning balance of net assets as of April 1, 2019.

Variable Interest Entities

The Financial Accounting Standards Board (FASB) issued ASU 2018-17 Consolidation (Topic 810): Targeted Improvements to Related Party Guidance for Variable Interest Entities in October 2018. This new standard allows private companies to elect not to apply variable interest entity guidance to legal entities under common control if both the parent and the legal entity being evaluated for consolidation are not public business entities. This new standard is effective for annual periods beginning after

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

2. ACCOUNTING POLICY CHANGES (continued)

December 15, 2020 and is required to be applied retrospectively with the cumulative effect adjustment to retained earnings at the beginning of the earliest period presented. Early adoption is permitted. The Organization has elected to apply the amendment for the year ended March 31, 2021. There were no changes to prior periods for adoption of this standard.

3. PLEDGES RECEIVABLE

Pledges receivable consist of the following:

	<u>2021</u>		<u>2020</u>
Pledges receivable - due in less than one year	\$ 187,500	\$	962,500
Pledges receivable - due between one and three years	 125,000	_	250,000
Total promises to give	\$ 312,500	\$_	1,212,500

2021

2020

4. RELATED PARTY TRANSACTIONS

The Organization is part of a global network of non-profit organizations under substantially the same management and Board of Directors groups. The Organization may donate funds to a related party non-profit in the United Kingdom to execute the global programs of the Organization. During the years ended March 31, 2021 and 2020, grants made by the Organization to the United Kingdom related party non-profit were \$0 and \$200,000, respectively. Of these grants awarded, \$47,500 and \$22,500 remained payable to the related party as of March 31, 2021 and 2020, respectively.

5. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes:

		<u>2021</u>		<u>2020</u>
Aquaculture fish program	\$	49,260	\$	49,261
Farm and animal welfare - Southeast Asia		634,871		-
25 by 25 program / Eat Plants for a Change		58,040		87,500
International efforts	_	2,500		2,500
Total	\$	744,671	\$_	139,261
Net assets released from donor restrictions are as follows:		<u>2021</u>		<u>2020</u>
Aquaculture fish program	\$	1	\$	50,000
China program		-		148,892
25 by 25 program / Eat Plants for a Change		154,460		75,000
Eggtrack		78,750		-
PPP Loan		138,055	_	
Total	\$ <u></u>	371,266	\$	273,892

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

6. NET ASSETS LIQUIDITY AND AVAILABILITY

The Organization's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

	<u>2021</u>	<u>2020</u>
Cash	\$ 2,688,878	\$ 1,069,878
Pledges receivable (current and unrestricted)	125,000	900,000
Total	\$ <u>2,813,878</u>	\$ <u>1,969,878</u>

The Organization has a goal to maintain a cash balance to meet several months of operating expenses which were on average \$102,523 and \$131,301 per month for the years ended March 31, 2021 and 2020, respectively. The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

7. RETIREMENT PLAN

The Organization maintained a 403(b) Thrift Plan for all employees. Employees can elect to contribute a portion of their gross salary subject to federal tax law limits. The plan does not provide employer matching contributions but does provide for employer base contributions which equal 2% of the employees compensation for the plan year. The employer contributions made for the years ended March 31, 2021 and 2020 were \$13,724 and \$28,127, respectively.

8. SBA LOAN - PAYCHECK PROTECTION PROGRAM

During the year ended March 31, 2021, the Organization received a Paycheck Protection Program loan of \$138,055 from the Small Business Administration applied for under the CARES Act. This is a forgivable loan as long as the following condition is met during the specified period: the Company is required to spend a minimum of 75% of the loan proceeds on payroll costs, interest on mortgages, rent, and utilities. Loan payments are deferred for six months from the date of receipt, they have a maturity date of two years from the date of receipt, and an interest rate of 1% if not forgiven. The loan is unsecured. The Organization spent the loan proceeds in a matter consistent with the loan agreement and the full balance of the loan was forgiven on March 15, 2021.

9. OPERATING LEASE

The Organization leases office space. The rent agreement was effective in September 2016, with a renewal in May 2019, a maturity date in November 2021, however the lease was terminated subsequent to year end in June 2021. The agreement contains an escalation clause and the straight-lined rent per month is \$1,747. Rent expense for the years ended March 31, 2021 and 2020 was \$20,859 and \$19,150, respectively.

Future minimum lease commitments under this operating lease is as follows:

2022	\$	5,318
Total minimum payments	\$ <u></u>	5,318

NOTES TO THE FINANCIAL STATEMENTS March 31, 2021 and 2020

10. CONCENTRATIONS

Cash

The Organization maintains its cash with federally insured financial institutions. At times during the year, the balances at these financial institutions exceeded the FDIC insured limit of \$250,000.

Contributions

For the year ended March 31, 2021, two donors contributed 53% of the total revenue and support received. These donors accounted for approximately 80% of pledges receivable at March 31, 2021.

For the year ended March 31, 2020, three donors contributed 51% of the total revenue and support received. These donors accounted for approximately 49% of pledges receivable at March 31, 2020.

11. RECLASSIFICATIONS

Certain reclassifications have been made to the March 31, 2020 financial statement presentation to correspond to the current year's format. Total net assets and total changes in net assets are unchanged due to these reclassifications.

12. EXTRAORDINARY EVENT

During the year ended March 31, 2021, there was a worldwide public health emergency declared related to COVID-19. The response to this public health emergency mandated by United States government officials included forced closures of various businesses and organizations for a length of time. These closures and the health emergency have affected normal day to day operations of the Organization, its donors, its vendors, and it's ability to execute it's program, the impact of which still continues through the date these financial statements were issued. While COVID-10 has increased the level of uncertainty over future fundraising, management does not expect any material changes to the level of donations over the next twelve months and has taken measures to manage the cost base over this same period.

13. DATE OF MANAGEMENT'S REVIEW

Management has evaluated subsequent events as of July 2, 2021, the date the financial statements were available for issue. Management is not aware of any significant events that occurred subsequent to the report date but prior to the filing of this report that would have a material impact on the financial statements.