Animal Welfare Institute

Financial Statements (Together with Independent Auditors' Report)

June 30, 2020 and 2019



ACCOUNTANTS & ADVISORS

Animal Welfare Institute

FINANCIAL STATEMENTS (Together with Independent Auditors' Report) June 30, 2020 and 2019

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INDEPENDENT AUDITORS' REPORT

Board of Directors Animal Welfare Institute Washington, DC

We have audited the accompanying financial statements of Animal Welfare Institute, which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities and changes in net assets, 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.

Auditors' 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 from 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 Animal Welfare Institute as of June 30, 2020 and 2019 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.

Purchase, New York December 3, 2020

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ANIMAL WELFARE INSTITUTE STATEMENTS OF FINANCIAL POSITION

	June 30,			
	2020	2019		
<u>ASSETS</u>				
CURRENT ASSETS: Cash and cash equivalents (including \$1,638,662 and \$1,428,204 in money market funds in 2020 and 2019, respectively) Contributions and accounts receivable Certificates of Deposit Investment in securities Prepaid expenses TOTAL CURRENT ASSETS	\$ 4,601,470 94,507 1,296,762 6,142,460 17,568 12,152,767	\$ 3,709,012 3,786 1,501,595 6,075,958 20,914 11,311,265		
FIXED ASSETS INTANGIBLE ASSET - WEBSITE COST	4,747,363 36,180	4,844,957 48,240		
TOTAL ASSETS	\$ 16,936,310	\$ 16,204,462		
<u>LIABILITIES AND NET ASSETS</u>				
CURRENT LIABILITIES: Accounts payable and accrued expenses	\$ 19,948	\$ 129,319		
TENANT SECURITY DEPOSIT PAYABLE	6,475	10,425		
NET ASSETS: Without donor restrictions With donor restrictions: Perpetual in nature	16,809,887 100,000	15,964,718		
TOTAL NET ASSETS	16,909,887	16,064,718		
TOTAL LIABILITIES AND NET ASSETS	\$ 16,936,310	\$ 16,204,462		

ANIMAL WELFARE INSTITUTE STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

	Years Ended June 30,		
	2020	2019	
NET ASSETS WITHOUT DONOR RESTRICTIONS: REVENUES:			
Contributions - Foundations and trusts	\$ 832,219	\$ 857,076	
- Legacies and beguests	1,765,660	2,258,548	
Memberships and other	2,066,992	1,911,176	
- In- kind	-,000,002	28,884	
Tenants net rental income	64,965	93,384	
Sale of publications and reports	3,061	1,111	
Dividend income	106,298	112,331	
Interest income	66,643	27,614	
Realized and unrealized gain on securities	96,877	93,580	
	5,002,715	5,383,704	
NET ASSETS RELEASED FROM RESTRICTIONS: Satisfaction of program restrictions:			
Marine Mammals	-	20,500	
Roger L. Stevens Publication Fund		19,140	
Total net assets released from restrictions		39,640	
Total revenues and other support	5,002,715	5,423,344	
EXPENSES:			
Program services	3,773,499	3,766,371	
Management and general	336,136	297,738	
Fundraising	47,911	65,319	
Total expenses	4,157,546	4,129,428	
CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS	845,169	1,293,916	
NET ASSETS WITH DONOR RESTRICTIONS:			
Net assets released from restrictions		(39,640)	
CHANGE IN NET ASSETS WITH DONOR RESTRICTIONS		(39,640)	
INCREASE IN NET ASSETS	845,169	1,254,276	
NET ASSETS - beginning of year	16,064,718	14,810,442	
NET ASSETS - end of year	\$ 16,909,887	\$ 16,064,718	

ANIMAL WELFARE INSTITUTE STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2020

	Program Services	Management and General	•	
Salaries	\$ 1,436,099	\$ 142,921	\$ 15,880	\$ 1,594,900
Payroll taxes and unemployment insurance	114,448	11,455	1,272	127,175
Employee benefits	134,375	15,368	1,490	151,233
Retirement plan	31,899	3,190	354	35,443
Advertising	42,230	2,460	2,640	47,330
Animal Welfare Institute Quarterlies	217,131	-	2,629	219,760
Printing and publications				
(except for Quarterlies)	82,715	3,658	12,069	98,442
Research, writing and editing	39,897	-	-	39,897
Grants	661,478	-	-	661,478
Conferences, meetings and travel	127,578	911	161	128,650
Postage, mailing and addressing costs				
(except for Quarterlies)	46,318	1,269	1,833	49,420
Telephone, duplicating and office supplies	69,019	15,560	613	85,192
Professional services	205,598	26,950	-	232,548
Membership and subscriptions	42,941	10,133	6,449	59,523
Consultants	349,356	41	-	349,397
Internet services	49,324	757	1,344	51,425
Schweitzer Award	311	-	-	311
Occupancy costs	57,543	42,816	452	100,811
Bank and investment fees	-	52,123	-	52,123
Total expenses before depreciation and amortization	3,708,260	329,612	47,186	4,085,058
Depreciation and amortization	65,239	6,524	725	72,488
Total expenses	\$ 3,773,499	\$ 336,136	\$ 47,911	\$ 4,157,546

ANIMAL WELFARE INSTITUTE STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2019

		Program Services		Management and General F				Total	
Salaries	\$	1,462,307	\$	115,515	\$	26,896	\$	1,604,718	
Payroll taxes and unemployment insurance	•	115,376	•	9,510	*	2,102	*	126,988	
Employee benefits		136,058		14,568		2,632		153,258	
Retirement plan		33,311		2,628		610		36,549	
Advertising		52,260		455		1,660		54,375	
Animal Welfare Institute Quarterlies		237,416		-		2,394		239,810	
Printing and publications									
(except for Quarterlies)		108,109		2,222		12,252		122,583	
Research, writing and editing		30,364		-		-		30,364	
Grants		500,009		-		-		500,009	
Conferences, meetings and travel costs		211,399		751		80		212,230	
Postage, mailing and addressing (except for Quarterlies)		64,739		1,291		2,632		68,662	
Telephone, duplicating and office supplies		61,943		13,551		104		75,598	
Professional services		164,356		28,962		-		193,318	
Membership and subscriptions		42,605		11,292		400		54,297	
Consultants		354,488		-		-		354,488	
Internet services		56,276		271		12,424		68,971	
Schweitzer Award		5,293		-		-		5,293	
Occupancy costs		65,501		37,412		416		103,329	
Bank fees		-		52,854		-		52,854	
Total expenses before depreciation and amortization		3,701,810		291,282		64,602		4,057,694	
Depreciation and amortization		64,561		6,456		717		71,734	
Total expenses	\$	3,766,371	\$	297,738	\$	65,319	\$	4,129,428	

ANIMAL WELFARE INSTITUTE STATEMENTS OF CASH FLOWS

	Years Ended June 30,			
		2020		2019
CASH FLOWS FROM OPERATING ACTIVITIES: Changes in net assets	\$	845,169	\$	1,254,276
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Adjustments to reconcile changes in				
net assets to net cash provided by operating activities:				
Depreciation and amortization expense		118,634		117,306
Realized and unrealized gain on securities		(96,877)		(93,580)
Changes in operating assets and liabilities:				
(Increase) Decrease in contributions and accounts receivable		(90,721)		41,300
Decrease (Increase) in prepaid expenses		3,346		(2,115)
(Decrease) Increase in accounts payable and accrued expenses		(109,371)		71,916
Decrease in tenant security deposit		(3,950)		(2,525)
NET CASH PROVIDED BY OPERATING ACTIVITIES		666,230		1,386,578
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchase of building improvements		(8,980)		(17,591)
Proceeds (Purchase) of certificates of deposit		204,833		(1,501,595)
Proceeds from sale of securities		4,421,307		841,765
Purchase of securities		(4,390,932)		(929,458)
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES		226,228		(1,606,879)
CHANGES IN CASH AND CASH EQUIVALENTS		892,458		(220,301)
CASH AND CASH EQUIVALENTS - beginning of year		3,709,012		3,929,313
CASH AND CASH EQUIVALENTS - end of year	\$	4,601,470	\$	3,709,012

NOTE 1 – ORGANIZATION AND NATURE OF ACTIVITIES

Animal Welfare Institute ("AWI" or the "Organization") is a nonprofit organization incorporated in 1951 under the laws of the state of Delaware. The general objective of AWI is to reduce animal suffering caused by people.

The Organization has received a determination letter from the Internal Revenue Service that it is exempt from federal income tax, pursuant to Section 501(c)(3) of the Internal Revenue Code.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Basis of Accounting and Use of Estimates

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America ("U.S. GAAP").

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities, revenues, and expenses, as well as the disclosure of contingent assets and liabilities at the date of the financial statements. Actual results may differ from those estimates.

B. Basis of Presentation

The Organization's financial statements are presented in accordance with Financial Accounting Standards Board ("FASB") guidance on reporting information regarding its financial position and activities for not-for-profit organizations. Under that guidance, the Organization is required to report information regarding its net assets and revenues, gains, and losses based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified and reported as follows:

- Without donor restrictions Net assets that are not subject to donor-imposed stipulations, including board designated funds functioning as endowment.
- With donor restrictions Net assets subject to donor-imposed stipulations, including stipulations that will be met either by actions of the Organization or the passage of time, stipulations that they be maintained permanently by the Organization, and net assets from endowments not yet appropriated for spending. When time and purpose restrictions expire, net assets with donor restrictions are reclassified to net assets without donor restrictions. Endowment earnings and donor restricted contributions whose restrictions are met in the same reporting period are reported as without donor restrictions revenues and support.

Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. Expirations of restrictions on net assets (i.e., the donor stipulated purpose has been fulfilled, the stipulated time period has elapsed, or endowment earnings are appropriated) are reported as net assets released from restrictions.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

C. Cash and Cash Equivalents

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

D. Certificates of Deposit

Certificates of deposit are recorded at cost plus interest earned but not paid. Interest income is reflected on the statement of activities and changes in net assets as net assets without donor restrictions unless restricted by donor or law.

E. Investments

Investments are carried at fair value. Unrealized gains and losses are recognized as changes in net assets in the period in which they occur, and investment income is recognized as revenue in the period earned. Fair value measurements are based on 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. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy provides observable and unobservable inputs used to measure fair value into three levels as described in Note 4.

F. Fixed Assets

Fixed assets are stated at cost less accumulated depreciation. Depreciation is calculated on the straight-line basis over the estimated useful lives of the related assets. Fixed assets are capitalized by AWI for all items \$1,000 or more and its useful life is greater than one year.

G. Contributions and Grants

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Conditional contributions and promises to give, those with a measurable performance or other barrier and a right of return, are not recognized as support until the conditions on which they depend are substantially met. All other donor-restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions. Donor restricted contributions whose restrictions are met in the same reporting period are reported as revenues and support without donor restrictions.

Bequests are recognized as revenue once the probate process is complete and amounts are determined to be uncontested. AWI also receives revenue from leasing space to certain tenants, which is recorded in accordance with lease agreements. See Note 9 for tenant rental income.

H. Donated Services

The Organization records donated services in the accompanying financial statements when such services are susceptible to objective measurement or valuation and the services would normally have been paid for had they not been donated. Donated services of \$-0- and \$28,884 in years ended June 30, 2020 and 2019, respectively, relate to legal fees and are included in professional fees on the statements of functional expenses. The estimated value of these donated services has been reflected in the accompanying financial statements revenues with a like amount included in-kind as expenses. The value of donated volunteer services are not reflected in the accompanying financial statements since these services do not meet the criteria to be recorded.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

I. Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that are consistently applied. The expenses that are allocated include occupancy, which are allocated on a square footage basis, as well as salaries and wages, employee benefits and payroll taxes, which are based on time and effort within each functional area. Postage and shipping, and bank charges are based on expenses tracked by account across functions. Supplies, office and computer expenses, and telephone are based on staff usage.

J. Income Taxes

The Organization follows FASB Accounting Standards Codification ("ASC") Topic 740, which provides standards for establishing and classifying any tax provisions for uncertain tax positions.

K. Concentration of Credit Risk

Financial instruments that potentially subject the Organization to a concentration of credit risk include cash accounts with banks that may exceed the Federal Deposit Insurance Corporation ("FDIC") insurance limit amount of \$250,000 per depositor.

The Organization had insured cash accounts that exceeded the FDIC insurance limit for the years ended June 30, 2020 and 2019 by approximately \$3,365,000 and \$2,516,000, respectively.

L. Recent Accounting Pronouncements

FASB ASU 2018-08 Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made, was adopted for the year ended June 30, 2020. ASU 2018-08 aims to assist entities in evaluating whether contributions should be accounted for as contributions or exchange transactions and determination as to whether a contribution is conditional. The adoption of ASU 2018-08 did not result in changes as the funding received from contributors are nonreciprocal transactions where the contributors do not receive direct benefit.

NOTE 3 - LIQUIDITY AND AVAILABILITY OF RESOURCES FOR GENERAL EXPENDITURES

The Organization regularly monitors liquidity required to meet its operating needs, while also striving to maximize the investment of its available funds. The Organization has various sources of liquidity at its disposal, including cash and cash equivalents and marketable debt and equity securities. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities, as well as services undertaken to support those activities, to be general expenditures.

NOTE 3 – LIQUIDITY AND AVAILABILITY OF RESOURCES FOR GENERAL EXPENDITURES (CONTINUED)

As of June 30, 2020 and 2019, the Organization's financial assets available for general expenditures within one year of the statement of financial position date, comprise the following:

	June 30, 2020	June 30, 2019
Cash and cash equivalents	\$ 4,601,470	\$ 3,709,012
Contributions and accounts receivable	94,507	3,786
Certificates of deposit	1,296,762	1,501,595
Investment in securities	6,142,460	6,075,958
Less: net assets with donor restrictions	(100,000)	(100,000)
	\$ 12,035,199	\$ 11,190,351

NOTE 4 - INVESTMENTS

Fair Value Measurements

Quoted Prices in Active
Markets for Identical Assets

	(Level 1)				
	Ju	ne 30, 2020	Ju	ne 30, 2019	
Stocks	\$	4,030,659	\$	3,886,637	
Mutual Funds		1,638,662		1,723,791	
	'	5,669,321	<u> </u>	5,610,428	
		(Lev	el 2)		
U.S Treasury Notes and Bills		367,997		366,137	
Corporate Bonds		105,142		99,393	
		473,139		465,530	
	\$	6,142,460	\$	6,075,958	

FASB ASC 820-10 established a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels:

Level 1: Valuations based on quoted prices (unadjusted) in an active market area that are accessible at the measurement date for identical assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

Level 2: Valuations based on observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in inactive markets; or model-derived valuations in which all significant inputs are observable or can be derived principally from or corroborated with observable market data.

NOTE 4 - INVESTMENTS (CONTINUED)

Level 3: Valuations based on unobservable inputs are used when little or no market data is available. The fair value hierarchy gives lowest priority to Level 3 inputs.

Equity Securities

Equity securities are valued at the closing price reported on the active market on which the individual securities are traded.

Mutual Funds

Mutual funds are valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value and to transact at that price.

U.S. Government Securities

U.S. government securities are valued using pricing models maximizing the use of observable inputs for similar securities.

Corporate Bonds

Corporate bonds are valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings.

NOTE 5 - FIXED ASSETS

Estimated useful lives and accumulated depreciation consists of the following:

	Estimated Useful Lives	2020	2019
Land, building and improvements Less: Accumulated depreciation	10-40	\$ 5,793,924 (1,046,561)	\$ 5,784,944 (939,987)
		\$ 4,747,363	\$ 4,844,957

NOTE 6 – CONCENTRATIONS

AWI received approximately 31% of its total contributions from three contributors in 2020 and 31% of its total contributions from three contributors in 2019.

	Number of			Number of				
	Contributors	2020		Contributors		2019		
Foundation	1	\$	400,000	1	\$	501,250		
Bequest	2	\$	1,034,447	2	\$	1,090,384		

NOTE 7 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions of \$100,000 in both 2020 and 2019 are restricted in perpetuity, although the income from such assets is expendable to support the operations of AWI.

Delaware enacted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), the provisions of which apply to endowment funds existing on or established after that date. Based on its interpretation of the provisions of UPMIFA, AWI is required to act prudently when making decisions to spend or accumulate donor restricted endowment assets and in doing so to consider a number of factors including the duration and preservation of its donor restricted endowment funds. As a result of this interpretation, AWI classifies as with donor restrictions net assets the original value of gifts donated to be held in perpetuity. The remaining unappropriated earnings are classified with donor restrictions until it is appropriated.

Changes in net assets with donor restrictions for the years ended June 30, 2020 and 2019 are as follows:

	With Donor Restrictions Endowment					
	Е	Earnings	Corpus		Total	
Endowment net assets, beginning of year Investment return:	\$	-	\$	100,000	\$	100,000
Investment income		2,450		-		2,450
Amounts appropriated for expenditure		(2,450)		-		(2,450)
Endowment net assets, June 30, 2020	\$		\$	100,000	\$	100,000
		With Donor R				
	_			dowment		
		arnings		Corpus		Total
Endowment net assets, beginning of year Investment return:	\$	-	\$	100,000	\$	100,000
Investment income		2,250		-		2,250
Amounts appropriated for expenditure		(2,250)		-		(2,250)
Endowment net assets, June 30, 2019	\$	-	\$	100,000	\$	100,000

NOTE 8 - 401(k) PLAN

AWI has a 401(k) plan that covers substantially all employees. Contributions are made to the plan at the discretion of management. AWI contributed \$35,443 and \$36,550 to the plan for the years ended June 30, 2020 and 2019, respectively.

NOTE 9 – TENANT NET RENTAL INCOME

AWI has a noncancelable operating lease agreement that expires on November 30, 2024.

Minimum future rental income are as follows:

Years ending June 30,	
2021	\$ 61,259
2022	50,025
2023	51,535
2024	52,562
2025	 22,080
	\$ 237,461

Tenant net rental income consists of:

	2020		2019	
Rental income	\$	111,111	\$ 138,955	
Depreciation		(46,146)	(45,571)	
Net rental income	\$	64,965	\$ 93,384	

NOTE 10 - COVID-19

In March 2020, the World Health Organization declared the outbreak of a novel coronavirus ("COVID-19") as a pandemic, which continues to spread throughout the United States. AWI could be materially and adversely affected by the risks, or the public perception of the risks, related to an epidemic, pandemic, outbreak, or other public health crisis, such as the recent outbreak of COVID-19. The ultimate extent of the impact of any epidemic, pandemic or other health crisis on AWI's financial condition and results of operations will depend on future developments, which are highly uncertain and cannot be predicted, including new information that may emerge concerning the severity of such epidemic, pandemic or other health crisis and actions taken to contain or prevent their further spread, among others. Accordingly, AWI cannot predict the extent to which its financial condition and results of operations will be affected.

NOTE 11 - SUBSEQUENT EVENTS

Management has evaluated events subsequent to the date of the statement of financial position through December 3, 2020, the date the financial statements were available to be issued.