

FINANCIAL STATEMENTS

FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

SEEDS 4 SUCCESS, INC.

FINANCIAL STATEMENTS

FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

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Independent Auditor's Report

To the Board of Directors of Seeds 4 Success, Inc. Annapolis, Maryland

Opinion

We have audited the accompanying financial statements of the Seeds 4 Success, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2023 and 2022, 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Seeds 4 Success, Inc. as of June 30, 2023 and 2022, 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 Seeds 4 Success, 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 Seeds 4 Success, 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 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 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, including omissions, 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 Seeds 4 Success, 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 Seeds 4 Success, 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.

December 19, 2023

alta CPA Group, LIC

SEEDS 4 SUCCESS, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2023 AND 2022

ASSETS

		2023		2022
Current Assets:		_		
Cash and Cash Equivalents	\$	211,342	\$	455,962
Contributions Receivable		-		2,700
Grants Receivable		112,774		-
Prepaid Expenses		2,155		-
Investments		100,407		
Total Current Assets		426,678		458,662
Property and Equipment, Net of Accumulated Depreciation				
of \$56,763 and \$51,761 respectively		3,890		5,002
Other Assets:				
Certificates of Deposit		212,905		110,404
Total Other Assets	_	212,905		110,404
Total Assets	\$	643,473	\$	574,068
LIABILITIES AND NET ASSE	<u>TS</u>			
Current Liabilities:				
Accounts Payable	\$	-	\$	3,296
Accrued Expenses		21,082		9,715
Unapplied Grant Funds		42,654		65,154
Total Current Liabilities		63,736	_	78,165
Total Liabilities		63,736		78,165
Net Assets:				
Without Donor Restrictions		525,554		390,847
With Donor Restrictions		54,183		105,056
Total Net Assets		579,737		495,903
Total Liabilities and Net Assets	\$	643,473	\$	574,068

SEEDS 4 SUCCESS, INC. STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

2023 2022 Without Donor Without Donor With Donor With Donor Restrictions Restrictions Total Restrictions Restrictions Total **REVENUES** Ś 342,121 \$ 8,240 \$ 350,361 \$ 256,658 \$ 56,615 \$ **Direct Contributions** 313,273 299,842 **Government Grants** 299,842 261,096 261,096 9,653 **Gross Special Events Income** 10,725 10,725 9,653 Less Cost of Direct Benefits to Donors (4,586)(4,586)(5,074)(5,074)**Net Special Events Revenue** 6,139 6,139 4,579 4,579 **Inkind Contributions** 54,486 54,486 55,250 55,250 Investment Income 2,693 2,693 181 181 Net Assets Released From Restrictions 59,113 20,340 (59,113)(20,340)**Total Revenues** 764,394 (50,873)713,521 598,104 36,275 634,379 **EXPENSES** 492,224 492,224 436,792 436,792 **Program Services** Management and General 137,347 137,347 117,136 117,136 **Fundraising** 478 478 116 116 **Total Expenses** 629,687 629,687 554,406 554,406 (50,873)79,973 Change in Net Assets 134,707 83,834 43,698 36,275 Net Assets at Beginning of Year 495,903 68,781 415,930 390,847 105,056 347,149

54,183

\$

579,737

390,847

105,056

\$

495,903

525,554

Net Assets at End of Year

SEEDS 4 SUCCESS, INC. STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

2023 2022 Cost of Direct Total Cost of Direct Total Program Management Program Management Benefits to Donors and General Fundraising Benefits to Donors Services Fundraising Expenses Services and General Expenses Compensation and Related Expenses: Salaries \$ 203,834 \$ 90,858 \$ \$ 294,692 \$ 167,416 \$ 71,750 \$ \$ 239,166 9,608 4,117 4,934 **Employee Benefits** 13,725 2,114 7,048 Payroll Taxes 15,711 6,733 22,444 13,313 5,706 19,019 Total Compensation and Related 229,153 101,708 330,861 185,663 79,570 265,233 Expenses 98,021 Foster Grandparent Volunteer Stipends 98,021 105,143 105,143 Activities 4,146 4,146 1,850 1,850 Depreciation 801 245 66 1,112 4,630 1,415 386 6,431 Insurance 13,681 13,681 16,193 16,193 Meals and Entertainment 4,586 4,586 5,074 5,074 Occupancy 56,895 6,321 63,216 56,387 6,265 62,652 50 15,595 Office Expense 30,185 14,154 44,389 7,332 92 23,019 13,537 37,355 **Professional Fees** 23,818 18,764 13,767 32,531 Scholarships 6,115 6,115 9,440 9,440 Supplies 12,629 12,629 15,295 15,295 4,250 4,250 Training 2,690 2,690 Travel 12,438 1,382 13,820 4,719 524 5,243 Volunteer 92 92 8,686 8,686 \$ 492,224 \$ 137,347 \$ 4,586 \$ 634,273 \$ 436,792 \$ 478 \$ 5,074 \$ **Total Expenses by Function** 116 \$ 117,136 \$ 559,480 Less Expenses included with Expenses on the Statement of Activities (4,586) (4,586)(5,074)(5,074)Cost of Direct Benefits to Donors Total Expenses included with Expenses on the Statement of Activities 492,224 137,347 \$ 116 \$ 629,687 \$ 436,792 \$ 117,136 \$ 478 \$ 5,074 \$ 554,406

SEEDS 4 SUCCESS, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	_	2023	_	2022
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in Net Assets	\$	83,834	\$	79,973
Adjustments to Reconcile Change in Net Assets to Net Cash				
Provided by (Used for) Operating Activities:				
Donated Securities		(10,005)		-
Realized and Unrealized (Gains)/Loss		635		-
Depreciation		1,112		6,431
Changes in Operating Assets and Liabilities:				
Contributions Receivable		2,700		(2,700)
Grants Receivable		(112,774)		
Prepaid Expenses		(2,155)		-
Accounts Payable		(3,296)		(1,258)
Accrued Expenses		11,367		6,019
Unapplied Grant Funds	_	(22,500)	_	65,154
Net Cash Provided by (Used for) Operating Activities		(51,082)		153,619
CASH FLOWS FROM INVESTING ACTIVITIES				
Reinvested Interest		(2,501)		(30)
Purchases of Certificates of Deposit		(100,000)		-
Purchases of Investments		(100,407)		-
Sale of Investments		9,370		-
Purchase of Fixed Assets	_		_	(5,558)
Net Cash Used for Investing Activities		(193,538)		(5,588)
CASH FLOWS FROM FINANCING ACTIVITIES	_		_	
Increase (Decrease) in Cash and Cash Equivalents		(244,620)		148,031
Cash and Cash Equivalents Balance, Beginning of Year	_	455,962	_	307,931
Cash and Cash Equivalents Balance, End of Year	\$_	211,342	\$_	455,962

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Seeds 4 Success, Inc. (the Organization), works with the community to provide children from low income communities with the skills and support to achieve success in school and life. Seeds 4 Success, Inc. grew out of neighbors' concerns about escalating crime in nearby public housing communities and the well-being of children living there. It is supported primarily by grants, contributions, and special events.

Basis of Accounting

The financial statements of Seeds 4 Success, Inc. have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Reclassification

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements. These changes have had no effect on net income for the years ended June 30, 2023 and 2022.

Uses of Estimates

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

Cash, Cash Equivalents, and Certificates of Deposit

For purposes of the statements of cash flows, the Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

Investments

Investments in equity securities with readily determinable fair values and all investments in debt securities are measured at fair value in the statements of financial position. To adjust the carrying values of these securities, the changes in fair market value is recorded as unrealized gain and loss in the statement of activities.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Investments (Continued)

The Organization invests in a portfolio that contains money market funds, fixed income funds, and mutual funds. Such investments are exposed to various risks such as interest rate, market, and credit. Financial assets and liabilities valued using level 1 inputs are based on unadjusted quoted market prices within active markets. Financial assets and liabilities valued using level 2 inputs are valued on the market approach, based primarily on quoted prices for similar assets or liabilities in active or inactive markets. Financial assets and liabilities using level 3 inputs were primarily valued using the assumptions market participants would utilize in pricing the asset or liability. Valuation techniques utilized to determine fair value are consistently applied.

Accounts Receivable and Promises to Give

The Organization uses the allowance method of accounting for bad debts. The allowance for uncollectible promises to give is established based upon management's estimate of collectibility taking into consideration historical collection experience. Accounts are written off as management deems them uncollectible. There was no allowance for uncollectible promises to give at June 30, 2023 and 2022.

Property and Equipment

Property and equipment additions are capitalized at \$1,000 and higher, and are recorded at cost if purchased, or fair market value at the date of acquisition for donations. Minor additions and renewals are expensed in the year incurred. Major additions and renewals are capitalized and depreciated using accelerated depreciation methods over their estimated useful lives, generally 5-7 years. When assets are sold or otherwise disposed of, the asset and related accumulated depreciation and amortization are removed from the accounts, and any remaining gain or loss is included in the statements of activities and changes in net assets.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board may designate a portion of these net assets for specific purposes.

Net Assets With Donor Restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Net Assets (Continued)

Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Income Tax Status

The Organization is exempt from income taxes under Internal Revenue Code 501(c)(3). In addition, the Organization qualified for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(1). The Organization's informational return filings are subject to audit by the Internal Revenue Service, generally for three years after filing.

Revenue Recognition

Revenue from contracts with customers primarily consists special event fees. Revenues are recognized when control of the promised services is transferred to customers, in an amount that reflects the consideration the Organization expects to be entitled to in exchange for those services. These revenues are recognized net of discounts, waivers, and refunds. The Organization determines revenue recognition through the five-step model prescribed by Topic 606 as follows:

- Identification of the contract, or contracts, with a customer;
- Identification of the performance obligations in the contract;
- Determination of the transaction price;
- Allocation of the transaction price to the performance obligations in the contract;
- Recognition of revenue when, or as, performance obligations are satisfied.

Performance Obligations

A performance obligation is a promise in a contract to transfer a distinct good or service to the customer. A contract's transaction price is allocated to each performance obligation identified in the arrangement based on the relative standalone selling price of each distinct good or service in the contract and recognized as revenue when, or as, the performance obligation is satisfied. The primary method used to estimate the standalone selling price is the adjusted market assessment approach, under which the Organization evaluates the market and estimates a price that a customer would be willing to pay for the goods and services the Organization provides.

The Organization's performance obligations are primarily satisfied at the point in time of events. The transaction price is determined based on gross price, net of discounts or refunds.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition (Continued)

Performance Obligations (Continued)

The Organization has elected the optional exemption to not disclose amounts where the performance obligation is part of a contract which has an original expected duration of one year or less. The Organization expects to recognize substantially all revenue on these remaining performance obligations over the next twelve months.

Contract Balances

The timing of billings, cash collections, and revenue recognition results in accounts receivable (contract assets) and program deposits on the statements of financial position. Receivables are only recognized to the extent that it is probable that the Organization will collect substantially all of the consideration to which it is entitled in exchange for the goods and services that will be transferred. The Organization receives advance payments of deposits from customers before revenue is recognized, which are recorded as contract liabilities in program deposits.

Costs to Obtain a Contract

The Organization has elected the practical expedient available in ASC 340-40, in which any incremental costs of obtaining a contract are recognized as an expense when incurred if the amortization period of the asset that would have been recognized is one year or less.

Grants and Contributions

The Organization recognizes contributions when cash, securities or other assets, an unconditional promise to give, or a notification of a beneficial interest, is received. A conditional promise to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met.

A portion of the Organization's revenue is derived from government contracts and grants, which are conditioned upon certain performance requirements and/or incurring allowable qualifying expenses. Amounts received are recognized when the Organization has incurred expenditures in compliance with specific contract or grant provisions.

Functional Allocation of Expenses

The costs of providing the various programs, fundraising, and other activities have been summarized on a functional basis in the statements of activities and changes in net assets and functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses (Continued)

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 is consistently applied. The expenses that are allocated include salaries, payroll taxes, employee benefits, and professional services, which are allocated on the basis of estimates of time and effort. Occupancy, office supplies, and depreciation are allocated based on an estimate of usage by functional area.

Subsequent Events

The Organization evaluated subsequent events through the date that the financial statements were available to be issued. The Organization is not aware of any significant events that occurred subsequent to the statement of financial position date but prior to December 19, 2023 that would have a material impact on the financial statements.

NOTE 2 - LIQUIDITY AND AVAILABILITY

The Organization maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations become due. The Organization will use debt when necessary to support cash flow needs.

The following represents the Organization's financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of June 30:

	<u>2023</u>	2022
Financial Assets at Year End:		
Cash and Cash Equivalents	\$ 211,342	455,962
Grants Receivable	112,774	
Contributions Receivable		2,700
Investments	100,407	
Total Financial Assets Available Within One Year	424,523	458,662
Less Amounts Not Available to be Used Within One Year, Due to:		
Net Assets With Donor Restrictions	(54,183)	(105,056)
Total Financial Assets Available to Meet General		
Expenditures Over the Next Twelve Months	\$ <u>370,340</u> \$	<u>353,606</u>

NOTE 3 - FAIR VALUE MEASUREMENTS

The following table presents the Organization's fair value for the above assets measured at fair value on a recurring basis as of June 30, 2023 and 2022:

<u>2023</u>	Level 1	Level 2	Level 3	<u>Total</u>
Certificates of Deposit	\$ 	\$ 212,905	\$ 	\$ 212,905
Mutual Funds – Treasury Obligated	<u>100,470</u>			<u>100,470</u>
Total	\$ <u>100,470</u>	\$ <u>212,905</u>	\$ 	\$ <u>313,375</u>
<u>2022</u>	Level 1	Level 2	Level 3	<u>Total</u>
Certificates of Deposit	\$ 	\$ <u>110,404</u>	\$ 	\$ <u>110,404</u>
Total	\$ 	\$ <u>110,404</u>	\$ 	\$ <u>110,404</u>

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment at June 30, 2023 and 2022 consisted of the following:

		<u>2023</u>	<u>2022</u>
Vehicle	\$	28,185	\$ 28,185
Equipment		20,281	20,281
Leasehold Improvements		8,297	8,297
Total		56,763	56,763
Less: Accumulated Depreciation		(52,873)	(51,761)
Property and Equipment, Net	\$ =	3,890	\$ 5,002

NOTE 5 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at June 30, 2023 and 2022 are available for the following uses:

	2023	2022
Subject to Expenditure for Specific Purpose:		
College Tours	\$ 3,617	\$ 5,000
Meals	3,240	
Program Manager		32,315
Scholarship	47,326	53,441
Summer Camp		3,400
Total Purpose Restricted	54,183	94,156
Subject to Passage of Time:		
Future Operations		10,900
Total Time Restricted		10,900
Total Net Assets With Donor Restrictions	\$ <u>54,183</u>	\$ <u>105,056</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the years ended June 30, 2023 and 2022:

	<u>2023</u>	2022
Satisfaction of Purpose Restrictions:		
Scholarship	\$ 6,115	\$ 9,440
College Tours	1,383	
Expansion	5,000	
Summer Camp	3,400	3,400
Volunteer Manager Salary	32,315	5,000
Total Satisfaction of Purpose Restrictions	48,213	17,840
Satisfaction of Time Restrictions	10,900	2,500
Total Satisfaction of Restrictions	\$ 59,113	\$ 20,340

NOTE 6 - RETIREMENT PLAN

The Organization offers a simple IRA retirement plan for its employees. Under the plan, employees are eligible to contribute up to \$11,500 annually and become fully vested immediately. The Organization matches the first 3% of the employee's contribution. All employees earning more than \$5,000 are eligible for the plan. For the years ended June 30, 2023 and 2022, employer contribution expense was \$339 and \$220, respectively.

NOTE 7 - INKIND CONTRIBUTIONS

The Organization received in kind donations of the following items during the years ended June 30, 2023 and 2022. The estimated fair market values of the in kind donations are as follows:

2023	Program <u>Services</u>	General and Administrative	Fundraising	<u>Total</u>
Occupancy Supplies	\$ 48,600 <u>486</u>	\$ 5,400 	\$ \$ 	54,000 486
Total	\$ 49,086	\$5,400	\$\$	<u>54,486</u>
<u>2022</u>				
Occupancy Supplies	\$ 48,600 	\$ 5,400 	\$ \$ 	54,000 1,250
Total	\$ <u>49,850</u>	\$ 5,400	\$\$	<u>55,250</u>

NOTE 8 - CONCENTRATION OF CREDIT RISK

The Organization manages deposit concentration risk by placing cash, money market accounts, and certificates of deposit with financial institutions believed by management to be creditworthy. At June 30, 2023, the Organization had no balances in excess of federally insured limits. To date, the Organization has not experienced losses in any of these accounts. At times, amounts on deposit may exceed insured limits or include investments in money market mutual funds.