Financial Statements for the Year Ended December 31, 2023 and Independent Auditors' Report dated September 25, 2024

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The National Center for Public Policy Research, Inc.

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INDEPENDENT AUDITOR'S REPORT

Members of the Board of Directors National Center for Public Policy Research, Inc.

Opinion

We have audited the accompanying financial statements of National Center for Public Policy Research, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year 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 National Center for Public Policy Research, Inc. as of December 31, 2023, 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. 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 National Center for Public Policy Research, Inc. 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.

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 National Center for Public Policy Research, 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 National Center for Public Policy Research, 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 National Center for Public Policy Research, 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.

Jennifer S. Burke CPA PLLC

Jennifor & Bushe CPA PLLC

Manassas, Virginia September 25, 2024

Statement of Financial Position As of December 31, 2023

ASSETS

Current Assets		
Cash	\$	2,030,467
Contributions Receivable	Ψ	300,000
Accounts Receivable		3,428
Prepaid Expenses		12,493
Total Current Assets		2,346,388
Investments		748,490
Fixed Assets		
Land		1,305,470
Office Building		1,533,050
Office Furniture and Equipment		85,582
Software		50,709
Accumulated Depreciation		(121,733)
Total Fixed Assets		2,853,078
Other Assets, Net of Amortization		11,447
TOTAL ASSETS		5,959,403
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable		41,008
Accrued Liabilities		103,004
Due to Fundraisers		193,080
Note Payable, Current Portion		49,491
Total Current Liabilities		386,583
Long Term Liabilities		
Note Payable, Long Term Portion		1,860,295
Total Liabilities		2,246,878
Net Assets		
Net assets without Donor Restrictions		2,683,267
Net assets with Donor Restrictions		1,029,258
Total Net Assets		3,712,525
TOTAL LIABILITIES AND NET ASSETS	\$	5,959,403

See the accompanying Independent Auditors' Report and notes to the financial statements

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2023

SUPPORT AND REVENUE	Without Donor Restrictions	With Donor Restrictions	<u>Total</u>
Public Support	\$ 9,451,688	\$ 424,661	\$ 9,876,349
Foundation Support	520,600	1,255,000	1,775,600
Investment Income, net	166,516	-	166,516
Corporate Support	-	39,000	39,000
Released from Restriction	1,435,956	(1,435,956)	
Total Support and Revenue	11,574,760	282,705	11,857,465
EXPENSES			
Program Services			
General Program	5,981,010	-	5,981,010
Free Enterprise	878,562	-	878,562
Able Americans	436,585	-	436,585
Project 21	404,673	-	404,673
Environment and Regulatory Issues	41,836		41,836
Total Program Services	7,742,666	-	7,742,666
Supporting Services			
General and Administrative	553,494	-	553,494
Fundraising	2,941,576		2,941,576
Total Supporting Services	3,495,070		3,495,070
Total Expenses	11,237,736		11,237,736
CHANGE IN NET ASSETS	337,024	282,705	619,729
Net Assets, Beginning of Year	2,346,243	746,553	3,092,796
Net Assets, End of Year	\$ 2,683,267	\$ 1,029,258	\$ 3,712,525

THE NATIONAL CENTER FOR PUBLIC POLICY RESEARCH, INC. Statement of Functional Expenses For the Year Ended December 31, 2023

	General <u>Program</u>	Free <u>Enterprise</u>		Able Americans	Project 21	Environment and Regulatory Issues	Total <u>Programs</u>	General and Administrative		To <u>Fundraising</u>	Total Supporting <u>Services</u>	<u>Total</u>
Direct Mail Costs - Outside Fundraiser	\$ 5,555,104	ss	\$	· ·	Į	\$ -	5,555,104	\$ 270,005	\$ \$	2,220,626 \$	2,490,631	\$ 8,045,735
Salaries	54,656	527,587	587	226,327	214,917	20,482	1,043,969	123,607	70	391,487	515,094	1,559,063
Consulting	3,851		90,708	101,499	82,987	11,633	290,678	9,949	61	125,555	135,504	426,182
Direct Mail Costs - In-House	340,677		1	ı	ı	ı	340,677			30,861	30,861	371,538
Insurance	5,256		50,731	21,763	20,665	1,969	100,384	11,886	98	37,644	49,530	149,914
Payroll Taxes	3,881		37,459	16,069	15,260	1,454	74,123	8,776	9,	27,796	36,572	110,695
Interest	2,401		23,180	9,944	9,443	006	45,868	5,431	31	17,200	22,631	68,499
Depreciation	1,668	16,	16,098	906'9	6,558	625	31,855	3,772	72	11,945	15,717	47,572
Retirement Plan Contribution	1,622		15,654	6,715	6,377	809	30,976	3,667	22	11,615	15,282	46,258
Outside Services	1,868		14,649	6,284	8,893	695	32,263	432	32	10,870	11,302	43,565
Taxes	1,526	14,	14,732	6,320	6,001	571	29,150	3,451	11	10,932	14,383	43,533
Accounting	ī		1	ı	ı	ı	ı	39,625	25	Ī	39,625	39,625
Internet	1,285	12,	12,405	5,322	5,053	482	24,547	2,906	9(9,205	12,111	36,658
Meetings and Conferences	1,223	11,	11,803	5,064	4,808	458	23,356	2,765	55	8,758	11,523	34,879
Storage Costs	1,444	13,	13,938	5,979	5,678	541	27,580			ı	ı	27,580
Legal	ı		1	ı	ı	ı	ı	25,47	73	Ī	25,473	25,473
Travel and Sustenance	615	`x̂	8,715	2,095	2,236	70	13,731	1,42	52	5,925	7,347	21,078
Parking	209	5,	5,853	2,511	2,384	227	11,582	1,371	71	4,343	5,714	17,296
Meals and Entertainment	ı		962	1	140	į	936	16,242	17	į	16,242	17,178
Repairs and Maintenance	556	5,	5,386	2,311	2,194	209	10,656	1,262	52	3,997	5,259	15,915
Utilities	542	5,	5,231	2,244	2,131	203	10,351	1,226	93	3,882	5,108	15,459
Office Supplies	417	4,	4,025	1,727	1,640	156	7,965	943	13	2,987	3,930	11,895
Shipping	241	4,	4,450	666	1,130	06	6,910	545	15	1,728	2,273	9,183
Clip Service	452	4	4,366	1,873	1,779	170	8,640		,	į	1	8,640
Gifts	ı		ı	ı	ı	Ţ	ı	8,603)3	į	8,603	8,603
Payroll Processing Fees	302	2,0	2,910	1,249	1,186	113	5,760	682	32	2,160	2,842	8,602
Research	317	3,	3,060	1,313	1,246	119	6,055		ı	į	ı	6,055
Sponsorships	ı		ı	ı	ı	Ţ	ı	5,000	0(į	5,000	5,000
Dues and Memberships	212	2,	2,050	880	835	80	4,057		,	į	1	4,057
Rent	140	1,	1,349	579	550	52	2,670	316	9]	1,001	1,317	3,987
Bank Service Charges	ı			1	ı	ı	ı	3,803)3	Ī	3,803	3,803
Books and Subscriptions	110	1,1	1,067	458	435	41	2,111	250	20	792	1,042	3,153
Telephone	29		283	121	115	11	559	•	99	210	276	835
Printing	8		77	33	32	3	153	1	8	57	75	228
Total	\$ 5,981,010	\$ 878,562	<u>562</u> \$	436,585 \$	404,673	\$ 41,836 \$	7,742,666	\$ 553,494	8 s	2,941,576 \$	3,495,070	\$ 11,237,736

Statement of Cash Flows For the Year Ended December 31, 2023

OPERATING ACTIVITIES

Change in Net Assets	\$ 619,729
Adjustment to reconcile change in net assets	
to net cash provided by operating activities:	
Depreciation	47,572
Net (Gains)/Losses on Investments	(129,057)
(Increase)/Decrease in:	
Contributions Receivable	(50,000)
Accounts Receivable	(3,428)
Prepaid Expenses	181
Increase/(Decrease) in:	
Accounts Payable	(33,921)
Accrued Liabilities	71,846
Due to Fundraisers	 (310,966)
NET CASH PROVIDED BY OPERATING ACTIVITIES	211,956
INVESTING ACTIVITIES	
Purchase of Investments	(11,429)
Sale of Investments	68,012
Purchase of Fixed Assets	 (79,767)
NET CASH USED IN INVESTING ACTIVITIES	(23,184)
FINANCING ACTIVITIES	
Repayment of Borrowings	 (47,769)
NET CASH USED BY FINANCING ACTIVITIES	 (47,769)
NET INCREASE IN CASH	141,003
CASH, BEGINNING OF YEAR	1,889,464
CASH, END OF YEAR	\$ 2,030,467

NOTE 1: CENTER AND NATURE OF ACTIVITIES

The National Center for Public Policy Research, Inc. (the Center) is a not-for-profit, tax-exempt corporation headquartered in Washington, D.C. The Center is operated exclusively for educational purposes and provides analysis, study, and research on topical issues affecting public policies. Its programs include identifying ways to develop and protect the environment in such a manner that does not harm communities and the economy, working with black Americans on solutions to problems facing minority communities, and educating the public on issues of public concern including United States and foreign policy, tax and budget policy, and legal reform strategy. It publishes national policy analysis papers, press releases, editorials and participates in talk radio interviews.

NOTE 2: SIGNIFICANT ACCOUNTING POLICIES

<u>Basis of Presentation</u>: The financial statements of the Center have been prepared on the accrual method of accounting.

The Center is required to report 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 represent the expendable net assets that are available for support of the Center. Net assets with donor restrictions are subject to donor-imposed stipulations that may or will be met by the actions of the Center and/or the passage of time and those that are subject to donor-imposed stipulations that the Center maintain them permanently.

<u>Cash and Cash Equivalents</u>: For purposes of the statement of cash flows, the Center considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

<u>Investments</u>: Investments are recorded at fair value in the statement of financial position. Realized gains and losses are recognized upon sale or disposal. Interest and dividend income are recorded on accrual basis. Unrealized gains and losses are included in the statement of activities.

<u>Contributions Receivable</u>: Contributions receivable are reported at their outstanding balances, reduced by an allowance for doubtful accounts, if any. Management periodically evaluates the adequacy of the allowance for doubtful accounts by considering the Center's past receivables loss experience, known and inherent risks in the contributions receivable population, adverse situations that may affect a donor's ability to pay, and current economic conditions. Management has determined that no allowance was necessary at December 31, 2023. All contributions are receivable in less than one year.

<u>Property and Equipment</u>: Acquisitions of property and equipment are recorded at cost. Maintenance and repairs that do not improve or extend the lives of property and equipment are charged to expense as incurred. When assets are sold or retired, their cost and related accumulated depreciation are removed from the accounts and any gain or loss is reported in the statement of activities. Depreciation is provided over the estimated useful life of each class of depreciable

NOTE 2: SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

assets and is computed using the straight-line method. The furniture and equipment are depreciated over 5 to 7 years and software is amortized over 3 years. The Center's policy is to capitalize property and equipment purchased with a cost greater than \$500.

<u>Revenue Recognition</u>: Public support is recorded as revenue when contributions, which include unconditional promises to give (pledges), are received. Foundation and corporate grants are recorded as revenue when awarded. All contributions with time or donor-imposed restrictions are recognized as revenue with donor restrictions that increases that net asset class. When restrictions are met, the contributions are transferred to revenue without donor restrictions.

<u>Leases</u>: The Center determines if an arrangement is a lease at inception. Operating leases as a lessee are included in right-of-use assets and lease liabilities in the statement of financial position. Right-of-use assets represent the Center's right to use an underlying asset for the lease term. Lease obligations represent the Center's liability to make lease payments arising from the lease. Operating lease right-of-use assets and related obligations are recognized at commencement date based on the present value of lease payments over the lease term discounted using an appropriate risk-free rate at the commencement date. The value of an option to extend or terminate a lease is reflected to the extent it is reasonably certain management will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

<u>Functional Allocation of Expenses</u>: The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management's indirect allocation of costs is based on an estimate of how direct labor is incurred, unless the cost is specifically identified with a program. Joint costs of informational materials that include a fundraising appeal have been allocated between fundraising and public education based on content of mailings.

<u>Use of Estimates</u>: 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 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.

Concentration of Credit Risk: Financial instruments that potentially subject the Center to concentration of credit risk consist of cash accounts. As of December 31, 2023, the Center had \$312,816 of deposits in excess of the amount insured by the Federal Deposit Insurance Corporation (FDIC). The Center places its cash accounts with high quality financial institutions. The Center has not experienced losses in such accounts and management believes it is not exposed to any significant credit risk on cash and cash equivalents.

NOTE 2: SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

<u>Income Taxes</u>: The Center is exempt from Federal income taxes under Section 501 (c)(3) of the Internal Revenue Code except income taxes at regular corporation income tax rates are required on profit resulting from unrelated business income, as defined by the Internal Revenue Code. In addition, the Center has been determined by the IRS not to be a "private foundation" within the meaning of Section 509(a) of the Internal Revenue Code. There was no unrelated business income tax expense for the year ended December 31, 2023.

Accounting principles generally accepted in the United States of America require the Center to evaluate tax positions taken and recognize a tax liability if it is more likely than not that uncertain tax positions taken would not be sustained upon examination by taxing authorities. The Center has analyzed tax positions taken and has concluded that, as of December 31, 2023, there are no uncertain tax positions taken or expected to be taken that would require recognition of a liability or disclosure in the financial statements. The Center is subject to routine audits by taxing jurisdictions, however, there are currently no audits for any tax periods in progress. Generally, the Center's tax returns remain open for three years for federal and state examination.

NOTE 3: LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Center has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. As of December 31, 2023, the following financial assets could readily be made available within one year to meet general expenditures:

Financial Assets at year-end:	
Cash	\$ 2,030,467
Contributions Receivable	300,000
Accounts Receivable	3,428
Investments	748,490
Total Financial Assets	3,082,385
Assets limited to use:	
Donor Restricted	\$ (1,029,258)
Total Assets limited to use	(1,029,258)

Financial Assets available to meet cash needs

NOTE 4: INVESTMENTS

Financial Accounting Standards Board (FASB) provides a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements).

The three levels of the fair value hierarchy are described below:

Level 1 – Inputs to the valuation methodology are unadjusted quoted market prices for identical assets or liabilities in active markets that the Center has the ability to access.

Level 2 – Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in in active markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used maximize the use of observable inputs and minimize the use of unobservable inputs.

The Center's assets at fair value as of December 31, 2023:

	Level 1	Level 2	Level 3	Total
Common Stock	\$ 707,624	\$ -	\$ -	\$ 707,624
Mutual Funds				
Equity Funds	29,692	-	-	29,692
Fixed income funds	8,247	-	-	8,247
ETFs & CEFs	2,852	-	-	2,852
Warrants			75	75
Total Investments	<u>\$ 748,415</u>	<u>\$</u>	<u>\$ 75</u>	<u>\$ 748,490</u>

NOTE 4: INVESTMENTS, CONTINUED

Investment income is reported net of related external and direct internal investment expenses in the statement of activities. Investment income consisted of the following for the year ended December 31, 2023:

Interest and Dividends	\$ 38,388
Realized Gains / (Losses)	3,503
Unrealized Gains / (Losses)	124,903
Net of Investment Expenses	(278)
Total	\$ 166,516

NOTE 5: NOTE PAYABLE

The Center secured a mortgage loan on January 11, 2022 for \$2,000,000 bearing an interest rate of 3.49% and matures on January 11, 2032. The balance of the note as of December 31, 2023 amounted to \$1,909,786. The note is collateralized by the Center's building.

Future scheduled principal maturities of the note payables are as follows:

2024	\$ 49,491
2025	51,271
2026	53,115
2027	55,025
2028	57,004
Thereafter	1,643,880
	\$1,909,786

NOTE 6: JOINT COSTS OF ACTIVITIES THAT INCLUDE FUNDRAISING

The Center incurs joint costs from its direct mail program for informational materials and activities that included fundraising appeals. These joint costs have been allocated to the general program, management and general, and fundraising expense by the Center's management based on the program content of the mailings.

The costs were allocated as follows for 2023:

Program	\$ 5,895,781	70%
Management and General	270,005	3%
Fundraising	2,251,487	27%
Total Costs	\$ 8,417,273	100%

NOTE 7: NET ASSETS

Net Assets consisted of the following as of December 31, 2023:

Net Assets without Donor Restrictions:	
Unrestricted, Undesignated Net Assets	\$ 2,683,267
Total Net Assets without Donor Restrictions	\$ 2,683,267
Net Assets with Donor Restrictions:	
Free Enterprise Support	\$ 515,839
Able Americans	 513,419
Total Net Assets with Donor Restrictions	\$ 1,029,258
Total Net Assets	\$ 3,751,525

NOTE 8: RISKS AND UNCERTAINTIES

The Center invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, credit and overall market volatility risks. Due to the level of risk associated with certain securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the Center's account balances and amounts reported in the statement of financial position.

NOTE 9: OUTSIDE FUNDRAISING

The Center has a contract with Response Dynamics, Inc. (RDI) which is for one year and is renegotiated annually. RDI is compensated at a rate of \$50 per one thousand fundraising requests posted. Fundraising support is held in escrow by an independent agent and used to pay obligations in the following order: (1) expenses advanced by RDI; (2) postage; (3) fees of RDI; (4) fees to affiliated companies of RDI; (5) fees to third party vendors; and, (6) to the Center. The Center's allocation is a fixed monthly amount based upon the contract agreement as modified for each year. The Center's allocation was \$80,000 per month for 2023. Upon termination of the agreement, RDI shall be permitted to continue to make mailings for a period of up to one year from which all proceeds are paid to RDI and from which all outstanding invoices due to RDI and its affiliates would be deemed to be satisfied. Balances remaining in the escrow account at the end of any accounting period are considered cash of the Center but due to RDI as excess collections must be retained. As of December 31, 2023, the amount due to RDI's affiliates was \$193,080.

NOTE 10: LEASES

The Center has operating leases for virtual office space and storage. The leases are both month to month leases with no termination notice required. The Center has elected to apply the short-term lease exception to all leases with a term of one year or less.

NOTE 11: SUBSEQUENT EVENTS

In preparing these financial statements, the Center has evaluated events and transactions that occurred after the statement of financial position date for potential recognition and disclosure through September 25, 2024, the date on which the financial statements were available to be issued.