**Financial Statements** 

December 31, 2021 and 2020



#### **Independent Auditors' Report**

# The Board of Directors New York Says Thank You Foundation

#### **Opinion**

We have audited the accompanying financial statements of New York Says Thank You Foundation ("NYSTYF"), which comprise the statements of financial position as of December 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of NYSTYF as of December 31, 2021 and 2020, 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 ("GAAS"). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Substantial Doubt about the Company's Ability to Continue as a Going Concern

The accompanying financial statements have been prepared assuming that New York Says Thank You Foundation will continue as a going concern. As discussed in Note 3 to the financial statements, NYSTYF has experienced a tremendous reduction in contribution revenue as well as liquidity challenges. In addition, NYSTYF has projected that they will continue to experience a decline in revenues and liquidity challenges in 2022 and beyond. NYSTYF has stated substantial doubt exists about NYSTYF's ability to continue as a going concern. Management's evaluation of these events and conditions and management's plans in regard to these matters are also described in Note 3. The financial statements do not include any adjustments that might result from the outcome of this uncertainty. Our opinion is not modified with respect to that matter.

#### 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.

# The Board of Directors New York Says Thank You Foundation Page 2

#### Responsibilities of Management for the Financial Statements (continued)

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the NYSTYF's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

# Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, 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 GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether
  due to fraud or error, and design and perform audit procedures responsive to those risks.
   Such procedures include examining, on a test basis, evidence regarding the amounts and
  disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit
  procedures that are appropriate in the circumstances, but not for the purpose of expressing
  an opinion on the effectiveness of the NYSTYF's internal control. Accordingly, no such
  opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the NYSTYF'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.

Woodcliff Lake, NJ December 20, 2022

PKF O'Connor Davies LLP

# Statements of Financial Position

	December 31,				
	2021	2020			
ASSETS					
Cash and cash equivalents	\$ 322,05	4 \$ 547,819			
Contributions receivable, net	12,35	2 351,030			
Prepaid expenses and other assets	14,27	3 31,719			
Property and equipment, net	26,41	8 31,847			
	\$ 375,09	<u>\$ 962,415</u>			
LIABILITIES AND NET ASSETS Liabilities					
Accounts payable and accrued expenses	<u>\$ 111,69</u>	<u>\$</u> 32,507			
Net Assets					
Without donor restrictions	217,63	4 519,510			
With donor restrictions	45,76	<u>410,398</u>			
Total Net Assets	263,40	929,908			
	\$ 375,09	7 \$ 962,415			

#### Statements of Activities

	Year Ended December 31, 2021			<u>.</u> 1	Year Ended December 31, 2020							
	Wit	hout Donor	W	/ith Donor			With	nout Donor	Wi	th Donor		_
	R	estrictions	R	estrictions		Total	Re	estrictions	Re	strictions		Total
REVENUE, SUPPORT AND RECLASSIFICATIONS												
Contributions	\$	36,485	\$	64,144	\$	100,629	\$	506,539	\$	67,659	\$	574,198
Donated services		4,014		-		4,014		9,863		-		9,863
Program service revenue		1,215		31,815		33,030		-		21,122		21,122
Miscellaneous income		3,275		-		3,275		5,469		-		5,469
Net assets released from restrictions		460,591		(460,591)		<u> </u>		436,787		(436,787)		<u>-</u>
Total Revenue, Support and Reclassifications		505,580		(364,632)		140,948	_	958,658		(348,006)		610,652
EXPENSES												
Program services		597,499		-		597,499		551,568		_		551,568
Supporting Services												
Management and general		146,649		-		146,649		154,575		_		154,575
Fundraising		63,308		-		63,308		30,419		-		30,419
Total Expenses		807,456		-		807,456		736,562		_		736,562
Change in Net Assets		(301,876)		(364,632)		(666,508)		222,096		(348,006)		(125,910)
NET ASSETS												
Beginning		519,510		410,398	_	929,908		297,414		758,404		1,055,818
Ending	\$	217,634	\$	45,766	\$	263,400	\$	519,510	\$	410,398	\$	929,908

# Statements of Functional Expenses

	Year Ended December 31, 2021					Year Ended Dec	cember 31, 2020	
	Program Services	Management and General	Fundraising	Total	Program Services	Management and General	Fundraising	Total
Payroll and payroll taxes	\$ 388,721	\$ 74,654	\$ 35,269	\$ 498,644	\$ 258,464	\$ 67,824	\$ 19,447	\$ 345,735
Materials and equipment	27,622	15	1,485	29,122	24,092	150	-	24,242
Advertising and promotions	20,053	-	-	20,053	31,822	_	145	31,967
Bookkeeping and accounting fees	-	26,733	-	26,733	-	23,629	-	23,629
Consulting services	72,667	-	15,000	87,667	148,898	4,998	5,004	158,900
Insurance	245	7,432	-	7,677	220	7,405	-	7,625
Travel costs	14,808	-	1,170	15,978	22,287	132	97	22,516
Meals	3,307	-	279	3,586	2,927	13	-	2,940
Other costs	28,843	136	-	28,979	6,091	338	-	6,429
Fundraising fees	-	-	5,409	5,409	-	_	4,474	4,474
Grants	-	100	-	100	-	_	-	-
Legal	4,014	-	-	4,014	-	9,863	-	9,863
Office supplies and expense	14,296	32,536	854	47,686	14,475	33,882	602	48,959
Printing and postage	16,437	1,071	3,811	21,319	10,628	1,302	576	12,506
Conferences and seminars	473	729	-	1,202	474	88	74	636
Licenses, taxes and filing fees	-	1,271	-	1,271	686	508	-	1,194
Website design and hosting	584	1,972	31	2,587	75	4,443	-	4,518
Depreciation expense	5,429	_	-	5,429	5,429	-	-	5,429
Bad debt				<u> </u>	25,000			25,000
	\$ 597,499	\$ 146,649	\$ 63,308	\$ 807,456	\$ 551,568	\$ 154,575	\$ 30,419	\$ 736,562

#### Statements of Cash Flows

	Year Ended				
	December 31,				
	2021			2020	
CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to net cash from operating activities	\$	(666,508)	\$	(125,910)	
Depreciation expense  Bad debt expense  Changes in operating assets and liabilities		5,429 -		5,429 25,000	
Contributions receivable Prepaid expenses and other assets Accounts payable and accrued expenses Net Cash from Operating Activities	_	338,678 17,446 79,190 (225,765)		340,758 492 4,074 249,843	
CASH AND CASH EQUIVALENTS Beginning of year		547,819		297,976	
End of year	\$	322,054	\$	547,819	

Notes to Financial Statements December 31, 2021 and 2020

#### 1. Nature of Organization

New York Says Thank You Foundation (the "Foundation" or "NYSTYF") was incorporated in the State of New York as a nonprofit organization in October 2004. The mission of the Foundation is: To build hope and provide healing to people around the world as a way to continually "Pay It Forward" for the humanity, kindness, and volunteer spirit New Yorkers – and all Americans - experienced on 9/12/01. Started in 2003 at the suggestion of a 5-year-old boy, the Foundation is a growing national and global "Pay It Forward" service movement that is creating transformative solutions based on survivor empowerment in disaster relief, education, and the arts.

From the beginning, NYSTYF's core disaster relief project was an annual 9/11 Anniversary "barn-raising" where survivors of 9/11 and disaster survivors from across the United States were empowered to help rebuild and strengthen communities recovering from their own tragedy through large scale community-wide volunteer projects. The core volunteer group consisted of the Fire Department of the City of New York ("FDNY") firefighters (many of them survivors of the World Trade Center attacks), as well as Ground Zero construction workers, 9/11 family members, and volunteers of all ages from the New York City metropolitan area. Each year a growing group of disaster survivors from all the communities around the U.S. who were assisted during previous "barn-raisings" volunteered at subsequent rebuilding projects as their way to "Pay It Forward." This group includes California wildfire survivors, Hurricane Katrina survivors from Louisiana and Mississippi, tornado survivors from Illinois, Indiana, Texas, Kansas, Iowa, Arkansas, Georgia, and Missouri, flooding survivors from North Dakota, and Hurricane Sandy survivors from New York City and Long Island. A full-length documentary film titled "New York Says Thank You" chronicled many of these annual projects. It premiered at the 2011 Tribeca Film Festival and was viewed by 6 million households nationwide via television and internet broadcast on the 10th anniversary of 9/11.

As part of its nationwide disaster relief efforts, the Foundation became the custodian for The National 9/11 Flag, a 30-foot American flag destroyed in the aftermath of the collapse of the World Trade Center. Between September 2010 and the 10th anniversary of 9/11 on September 11, 2011, NYSTYF took the flag on a 50-state journey where 30,000 wounded warriors, military veterans, first responders, educators, school children, 9/11 family members, and everyday service heroes in local communities nationwide stitched the flag back to its original 13-stripe format using fabric from retired American flags in all 50 states.

The National 9/11 Flag was transferred to the National September 11 Memorial & Museum (the "Museum") at its official public opening ceremony on May 21, 2014 and was put on display on May 21, 2015 for the first anniversary of the Museum's opening, for a year as part of a rotating display of Museum's artifacts. A booklet chronicling the restoration has been created and is being sold in the Museum's store.

Notes to Financial Statements December 31, 2021 and 2020

#### 1. Nature of Organization (continued)

The 9/12 Generation Project, the education and service learning division of NYSTYF, was created with the goal of inspiring and educating 1.5 million middle school and high school students with the positive, timeless, and universal lessons of citizenship that emerged from 9/12 and activating these students in service projects related to disaster relief, community revitalization, and the arts. In February 2015, management of this program was transferred to the American Public Education Foundation.

The Stars of HOPE® program empowers children to use the healing power of art to transform communities impacted by natural and man-made disasters. The Stars of HOPE® therapeutic arts program reaches communities in need, bolstering the mental health of children, families, and entire communities in the wake of tragedy. Stars of HOPE® Box of HOPE was launched in 2016 to enable anyone to be part of this "pay it forward" service movement to bring hope and healing to people around the world every single day. The Box of HOPE contains 15 wooden stars, paints, brushes, an informational brochure and a custom mailing box so the finished stars can be sent to anyone or anywhere hope is needed.

Due to COVID restrictions, most programming remained virtual through most of 2021. Stars of Hope worked with 9,066 individuals who created healing art for survivors of trauma and healthcare professionals. Our community resilience projects were activated in over 70 school and community projects, including survivor groups in San Bernardino, CA; Las Vegas, NV; Surfside, FL; Pittsburgh, PA; and Orlando, FL. Stars of hope were also activated internationally in Ireland, South Africa, and Australia in response to disasters. Our in-person initiatives were in New York City for the 20th remembrance of 9/11 and our ongoing support in Oxford, MI.

Love is Stronger than Hate is a campaign NYSTYF began in 2016 to spread this message and to celebrate diversity. T-shirts were designed as a fundraiser for the Foundation and its success demonstrated the need for such positive messaging. A licensing agreement with the Museum for sale of goods bearing this mark has been extremely successful. NYSTYF now has additional licensing agreements with other museums, and an online store with many items available for sale.

Build for Life is a pending revival of a NYSTYF project first created following Hurricane Katrina to empower cancer survivors, generate in-kind donations of materials, and direct cash assistance to rebuild or repair homes families struggling to rebuild following disaster while also battling cancer, or other life-threatening illness.

Notes to Financial Statements December 31, 2021 and 2020

#### 2. Significant Accounting Principles

#### Basis of Presentation and Use of Estimates

The financial statements of the Foundation have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"), which requires the Foundation to make estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingencies at the date of the financial statements and the reported amounts of revenues and expenses recognized during the reporting period. Actual results could differ from those estimates.

#### Net Asset Presentation

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

- **Without donor restrictions** net assets not subject to donor-imposed stipulations, and therefore are expendable for operating purposes.
- **With donor restrictions** net assets subject to donor-imposed stipulations that would be met by actions of the Foundation and/or by the passage of time or net assets to be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or donor-specified purposes.

#### Cash and Cash Equivalents

The Foundation considers all highly liquid investments with a maturity of three months or less at the time of purchase to be cash equivalents. Included in cash and cash equivalents in the accompanying statements of financial position at December 31, 2021 and 2020 is \$33,414 and \$59,368 of cash restricted for specific mission-related projects of the Foundation.

#### Contributions Receivable

Unconditional contributions receivable that are expected to be collected in future periods are recorded at fair value. Contributions receivable are reflected net of an allowance for uncollectible amounts based on management's judgment and analysis of the creditworthiness of the donors, past payment experience, and other relevant factors and have been discounted, when contributions are due in more than one year. The risk adjusted discount rates used for 2021 and 2020 pledges ranged from 4.0%-4.5%.

In accordance with U.S. GAAP, the Foundation does not recognize conditional promises to give as a receivable. The Foundation recognizes a receivable only to the extent the condition has been satisfied. As of December 31, 2021 and 2020, there were no conditional receivables.

Notes to Financial Statements December 31, 2021 and 2020

#### 2. Significant Accounting Principles (continued)

#### Property and Equipment

Property and equipment is carried at cost, and consists of a vehicle. Depreciation is provided using the straight-line method over the estimated useful life of the asset which is 7 years.

#### **Contributions**

Contributions, including unconditional promises to give, are recognized when the donor makes a promise to give. Contributions are recorded as donor restricted contributions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and as a satisfaction of program restrictions.

#### Grants

The Foundation recognizes grant revenue awarded by foundations as the qualifying expenses stipulated in the grant agreement have been incurred.

#### **Donated Services and Goods**

Donated services are recognized as contributions in accordance with U.S. GAAP, if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Foundation. A substantial number of volunteers have made significant contributions of their time to programs and supporting services of NYSTYF and other organizations connected to Foundation projects but not affiliated with the Foundation. The value of this contributed time is not reflected in the financial statements since it did not require specialized skills. However, certain other contributed services that required specialized skills, were provided by individuals possessing those skills and otherwise needing to be purchased if not provided by donation, are recognized as revenue and expense. Such amounts, which are included in the accompanying statements of activities, were determined based on their estimated fair value at the date of donation, totaled \$4,014 and \$9,863 for the years ended December 31, 2021 and 2020. These amounts were related to donated legal services.

There were no in-kind donations of goods in 2021 or 2020.

Notes to Financial Statements December 31, 2021 and 2020

# 2. Significant Accounting Principles (continued)

#### Functional Allocation of Expense

The costs of providing the program, supporting and fundraising services of the Foundation have been reported on a functional basis in the accompanying statements of activities and functional expenses. The majority of expenses can generally be directly identified with program, supporting or fundraising services to which they relate and are charged accordingly. Total salaries and related expenses are allocated based on a time and cost study of where efforts are made. All other expenses are allocated based on the benefit received.

#### Advertising and Promotions

Advertising and promotions costs are expensed as incurred. Advertising and promotions expense was \$20,053 and \$31,967 for the years ended December 31, 2021 and 2020.

#### Income Taxes

The Foundation is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Foundation has also been classified as an entity that is not a private foundation under Section 509(a)(1) and qualifies for the charitable contribution deduction under Section 170(b)(1)(A). Accordingly, no provisions for income taxes have been provided in the Foundation's financial statements.

The Foundation recognizes the effect of income tax positions only when they are more likely than not to be sustained. Management has determined that the Foundation had no uncertain tax positions that would require financial statement recognition or disclosure. The Foundation is no longer subject to income tax examinations by the applicable taxing jurisdictions for periods prior to 2018.

#### Reclassifications

Certain amounts in the 2020 financial statements have been reclassified to conform to the 2021 presentation.

#### Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is December 20, 2022.

Notes to Financial Statements December 31, 2021 and 2020

#### 3. Going Concern

NYSTYF has experienced a tremendous reduction in contribution revenue as well as liquidity challenges for the year ended December 31, 2021. In addition, NYSTYF has projected that they will continue to experience a decline in revenues and liquidity challenges in 2022 and beyond.

The above matters raise substantial doubt about the NYSTYF's ability to continue as a going concern, which contemplate the realization of assets and settlement of liabilities in the normal course of business. The accompanying financial statements do not include any adjustments that might result from the outcome of this uncertainty. NYSTYF's management has developed a business plan to reduce expenditures and increase revenue. NYSTYF is monitoring its monthly expenses and aggressively fundraising to explore all contribution and grant opportunities as well as considering restructure of the entity to further reduce operating costs.

#### 4. Liquidity and Availability

The Foundation monitors the availability of resources to meet its operating needs and contractual commitments, while also striving to maximize the investment of its available funds. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Foundation considers all expenditures related to its ongoing mission related activities, as well as services undertaken to support these activities, to be general expenditures.

As of December 31, 2021 and 2020, the following financial assets could be made available within one year of the statement of financial position date to meet general expenditures:

	2021	2020		
Cash and cash equivalents Contributions receivable, net	\$ 322,054 12,352 334,406	\$ 547,819 351,030 898,849		
Less: Amounts with donor restrictions	(45,766)	(59,368)		
Financial Assets Available to Meet General Expenditures Within the Year	\$ 288,640	\$ 839,481		

Notes to Financial Statements December 31, 2021 and 2020

# 5. Contributions Receivable

Contributions receivable as of December 31 consisted of the following:

	 2021			2020		
Contributions Less present value discount	\$ 12,352		\$	351,030		
	\$ 12,352		\$	351,030		

As of December 31, 2021 and 2020 no allowance for uncollectible amounts was recorded in the accompanying statements of financial position.

# 6. Property and Equipment

Property and equipment consists of the following at December 31:

		2020			
Vehicle	\$	38,000	\$	38,000	
Less accumulated depreciation		11,582		6,153	
	\$	26,418	\$	31,847	

#### 7. Net Assets

Net assets consisted of the following at December 31:

	2021	2020		
Without Donor Restrictions: Undesignated	\$ 217,634	\$ 519,510		
With Donor Restrictions:				
Restricted for mission-related projects Time restrictions Total net assets with donor restrictions	33,414 12,352 45,766	59,368 351,030 410,398		
Total Net Assets	\$ 263,400	\$ 929,908		

Notes to Financial Statements December 31, 2021 and 2020

#### 8. Net Assets Released From Restrictions

Net assets released from donor restrictions by incurring expenses satisfying the restricted purpose or by the passage of time for the years ended December 31:

	2	021	2020		
Release of Restrictions for mission-related projects Time restrictions	\$ 31,804		\$	42,621 394,166	
Time resulctions	-	128,787 160,591	\$	436,787	

#### 9. Concentrations of Risk

The following summarizes the Foundation's material risk concentrations:

- Cash: The Foundation maintains its cash balances in bank deposit accounts which, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts and as a result believes it is not exposed to any significant related financial risk. Excess balances at December 31, 2021 and 2020 were \$66,337 and \$290,973.
- Unconditional contributions: The Foundation periodically reviews its unconditional contributions and establishes an allowance for uncollectible amounts to manage its credit risk. Management uses historical analysis combined with specific information on individual amounts outstanding to determine a reasonable allowance. Management believes that the credit risk beyond its established allowance is limited.

For the year ended December 31, 2021, there were no major donors with contributions receivable at December 31, 2021. For the year ended December 31, 2020, one donor contributed \$500,000 which comprises approximately 87% of total contributions revenue. Contributions receivable from one donor amounted to \$350,000, or 99% of total contributions receivable at December 31, 2020.

#### 10. Related Party Transactions

During the years ended December 31, 2021 and 2020, \$32,099 and \$1,402 of contributions were received from honorary co-chairs, members or relatives.

Notes to Financial Statements December 31, 2021 and 2020

#### 11. COVID-19 Pandemic

The Foundation's operations and financial performance have been affected by the recent coronavirus outbreak which has spread globally and adversely affected economic conditions throughout the world. The Foundation has experienced a decline in certain aspects of the operations which has been largely offset by increases in other aspects of its operations. However, if the outbreak continues, it is not known how the outbreak may affect the Foundation's operations, financial conditions, cash flows and results of operations.

# 12. Subsequent Event

The Foundation's Board subsequently approved to terminate the remaining severance payment of \$50,000 to the former executive director given the financial status of the Foundation and in light of the going concern matter explained in Note 3.

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