

MAIA

Financial Statements
As Of September 30, 2022
(With Summarized Financial Information
As Of September 30, 2021)

Together With Independent Auditors' Report

JDS professional
group
certified public accountants, consultants and advisors

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of MAIA:

Opinion

We have audited the accompanying financial statements of MAIA (the “Organization”), which comprise the statement of financial position as of September 30, 2022, and the related statements of activities, 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 the Organization as of September 30, 2022, and the changes in 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 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.

Responsibilities of Management 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, 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.

Independent Auditor's Report (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 Organization'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 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 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 the Organization'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 Organization's ability to continue as a going concern for a reasonable period of time.

Independent Auditors' Report (Continued)

We are required to communicate to 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.

Reporting on Summarized Comparative Information

We have previously audited the Organization's September 30, 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 1, 2022. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

JDS Professional Group

February 20, 2023

MAIA

Statement Of Financial Position

As Of September 30, 2022

(With Summarized Financial Information As Of September 30, 2021)

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ASSETS	<u>2022</u>	<u>2021</u>
Current Assets:		
Cash and cash equivalents	\$ 1,067,509	\$ 760,224
Promises to give, current portion	<u>529,413</u>	<u>350,301</u>
Total Current Assets	1,596,922	1,110,525
Long-term Assets:		
Promises to give - net of current portion and discount	<u>319,006</u>	<u>424,831</u>
TOTAL ASSETS	<u><u>\$ 1,915,928</u></u>	<u><u>\$ 1,535,356</u></u>
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Accounts payable and accrued liabilities	<u>\$ 24,082</u>	<u>\$ 16,388</u>
Net Assets:		
Without Donor Restrictions	1,043,427	743,836
With Donor Restrictions	<u>848,419</u>	<u>775,132</u>
Total Net Assets	<u>1,891,846</u>	<u>1,518,968</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 1,915,928</u></u>	<u><u>\$ 1,535,356</u></u>

The accompanying notes are an integral part of the financial statements.

MAIA

Statement Of Activities

For The Year Ended September 30, 2022

(With Summarized Financial Information For The Year Ended September 30, 2021)

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	Without Donor Restrictions	With Donor Restrictions	2022 Total	2021 Total
Support And Revenue:				
Contributions and grants	\$ 1,060,624	\$ 475,000	\$ 1,535,624	\$ 1,063,236
Special events	6,031		6,031	
Less: costs of direct benefits to donors	(2,641)		(2,641)	
Net special events	3,390		3,390	
Interest and other	296		296	228
Net assets released from restrictions -				
Satisfaction of purpose restrictions	401,713	(401,713)		
Total Support And Revenue	1,466,023	73,287	1,539,310	1,063,464
Expenses:				
Program Services	951,468		951,468	880,951
Supporting Services -				
General and administrative	74,604		74,604	42,627
Fundraising	140,360		140,360	176,778
Total Expenses	1,166,432		1,166,432	1,100,356
CHANGES IN NET ASSETS FROM OPERATIONS	299,591	73,287	372,878	(36,892)
Net Assets, Beginning Of Year	743,836	775,132	1,518,968	1,555,860
NET ASSETS, END OF YEAR	\$ 1,043,427	\$ 848,419	\$ 1,891,846	\$ 1,518,968

The accompanying notes are an integral part of the financial statements.

MAIA

Statement Of Functional Expenses

For The Year Ended September 30, 2022

(With Summarized Financial Information As of September 30, 2021)

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	Program Services	Supporting Services		2022 Total	2021 Total
		General and Administrative	Fundraising		
Expenses -					
Direct Assistance:					
Distributions to Asociacion MAIA - Operating	\$ 825,807	\$	\$	\$ 825,807	\$ 767,781
Other Expenses:					
Salaries, payroll taxes, and related benefits	117,473	36,547	107,031	261,051	234,290
Consulting					27,573
Travel, lodging, and meals	1,205	375	21,039	22,619	7,825
Professional fees		29,385		29,385	31,475
Occupancy	1,321	411	1,204	2,936	3,222
Events and meetings			2,338	2,338	705
Bank fees		6,125		6,125	6,122
Other	2,862	890	2,608	6,360	2,918
Printing and production			1,216	1,216	546
Dues and subscriptions	2,315	720	4,327	7,362	16,534
Telephone	66	20	148	234	305
Insurance	327	102	298	727	827
Postage and delivery	92	29	151	272	233
Total Other Expenses	125,661	74,604	140,360	340,625	332,575
Total	\$ 951,468	\$ 74,604	\$ 140,360	\$ 1,166,432	\$ 1,100,356

The accompanying notes are an integral part of the financial statements.

MAIA

Statement Of Cash Flows

For The Year Ended September 30, 2022

(With Summarized Financial Information For The Year Ended September 30, 2021)

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	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Changes in net assets from operations	\$ 372,878	\$ (36,892)
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Discount on promises to give	(24,363)	9,142
Donation of investments		(50,857)
Changes in assets and liabilities -		
(Increase) decrease in promises to give	(48,924)	131,960
Decrease in accounts payable and accrued liabilities	7,694	8,655
Net cash provided by operating activities	<u>307,285</u>	<u>62,008</u>
Cash flows from investing activities:		
Sale of investments		<u>50,857</u>
Net cash provided by investing activities		<u>50,857</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	307,285	112,865
Cash And Cash Equivalents, Beginning Of Year	<u>760,224</u>	<u>647,359</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 1,067,509</u>	<u>\$ 760,224</u>

The accompanying notes are an integral part of the financial statements.

(1) **Nature Of The Organization**

MAIA (the “Organization”) is a Colorado nonprofit organization incorporated and located in the State of Colorado and Guatemala. The Organization’s mission is to empower young Guatemalan women through education and mentorship to become leaders in their community. The Organization furthers its program mission by providing assistance to Asociación MAIA, a non-governmental organization registered in Guatemala. Asociación MAIA provides scholarships to young women, employs local Mayan mentors for academic support, and extends career guidance to beneficiaries. Funds transferred to Asociación MAIA for general operating needs totaled \$819,807 during the year ended September 30, 2022.

The Organization and Asociación MAIA operate as related entities but do not consolidate their financial statements as the criteria for financial consolidation (significant influence and economic interest) have not been met. The financial statements of Asociación MAIA are audited annually by independent auditors in Guatemala. Asociación MAIA operates on a calendar year.

The cost of doing business in Guatemala is significantly less than in the United States, a fact which is important when considering our spending in the U.S. versus Guatemala. The exchange rate as of September 30, 2022, was 7.88 Quetzal to 1 USD. This is one of the reasons why the Organization is transitioning as many responsibilities as possible to the Guatemalan offices, in order to increase job prospects for the local team members as well as continuously decrease the U.S.-based expenses.

(2) **Summary Of Significant Accounting Policies**

Method Of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with the accounting principles generally accepted in the United States of America.

Basis Of Presentation

Financial statement presentation follows the recommendations of *Financial Statements for Not-for-Profit Organizations*. Under this standard, the Organization is required to report information regarding financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds must be maintained in perpetuity. The Organization does not have any funds that must be held in perpetuity.

Use Of Estimates

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

Several of the positions that were based in Colorado are now based in Guatemala. This long-term transition helps the Organization ensure it can maintain its value of local leadership by creating a pathway for development and fundraising jobs to be held by Guatemalans. Additionally, it lowers the cost of human resources since the cost of living is so much less in Guatemala than it is in Colorado. The Organization's budget reflects this trajectory, as the allocations are mostly reflected in program services for all staff based in Guatemala, while staff based in the U.S. have expense allocations largely reflected in fundraising and administration.

Measure Of Operations

The statements of activities reports all changes in net assets, including changes in net assets from operating and non operating activities. Operating activities consists of those items attributable to the

Organization's ongoing program services and investment earnings. Nonoperating activities are limited to activities considered to be of a more unusual or nonrecurring nature.

Revenue And Revenue Recognition

The Organization recognizes contributions when cash, securities or other assets; or an unconditional promise to give is received. Unconditional promises to give are recorded at net realizable value if expected to be collected in one year and at net present value if expected to be collected in more than one year. As of September 30, 2022, the Organization had promises to give of \$877,728. Conditional promises to give with a measurable performance or other barrier and a right of return/right of release are not recognized until the conditions on which they depend have been met. As of September 30, 2021, there were no conditional promises to give.

The allowance method is used to determine uncollectible unconditional promises to give. The allowance is based on prior years' experience and management's analysis of specific pledges. No allowance for uncollectible promises to give has been recorded as management believes all promises to give recorded as of September 30, 2022, to be collectible.

Promises to give that are expected to be collected within one year are recorded at their net realizable value. Promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. During the year ended September 30, 2022, the discount rate utilized was from 0.13% to 3.83%.

Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions. When a 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 statement of activities as net assets released from restrictions.

Cash And Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents includes cash on hand and demand deposit accounts. The Organization considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Property And Equipment

Property and equipment is stated at cost, or fair value if contributed. Expenditures for maintenance, repairs, and minor replacements are charged to operations, and expenditures for major replacements and betterments of \$500 and greater are capitalized. Property and equipment is depreciated on a straight line basis over the estimated useful lives of 3 to 7 years.

Methods Used For Allocation Of Expenses From Management And General Activities

The mission of the Organization is to resource and support its Guatemalan counterpart. The primary expense of the Organization is its monthly wire transfer to the Guatemalan entity, which provides almost the entirety of their operating budget (all salaries, beneficiary expense, partner training, building expense, etc). For this reason, this expense is reflected as program services.

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of the Organization and therefore, these expenses require allocation on a reasonable basis that is consistently applied. Costs not directly attributable to a function, including salaries, payroll taxes, and related benefits, travel, lodging, and meals, occupancy, supplies, other expense, dues and subscriptions, telephone, insurance, and postage and delivery which were allocated to a functional category based on the estimate of time and effort. All remaining costs are charged directly to the functions benefitted.

Fair Value Measurements

The carrying amount reported in the statement of financial position for cash and cash equivalents, receivables, accounts payable and accrued liabilities approximate fair value because of the immediate or short-term maturities of these financial instruments.

Reclassifications

Certain amounts have been reclassified in the prior year for comparative purposes.

Prior Year Summarized Information

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended September 30, 2021, from which the summarized information was derived.

Evaluation Of Subsequent Events

The Organization has performed an evaluation of subsequent events through February 20, 2023, which is the date the financial statements were available to be issued, and has considered any relevant matters in the preparation of the financial statements and footnotes.

(3) **Tax Exempt Status**

The Organization is a nonprofit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, the accompanying financial statement contain no provisions for income taxes. In addition, contributions to the Organization qualify for the charitable contribution deduction under Section 170(b)(1)(A) and the Organization has been classified as an organization that is not a private foundation under Section 509(a)(2).

The Organization follows the Accounting for Uncertainty in Income Taxes accounting standard which requires the Organization to determine whether a tax position (and the related tax benefit) is more likely than not to be sustained upon examination by the applicable taxing authority, based solely on the technical merits of the position. The tax benefit to be recognized is measured as the largest amount of benefit that is greater than fifty percent likely of being realized upon settlement, presuming that the tax position is examined by the appropriate taxing authority that has full knowledge of all relevant information. During the year ended September 30, 2022, the Organization's management evaluated its tax positions to determine the existence of uncertainties, and did not note any matters that would require recognition or which may have an affect on its tax-exempt status.

The Organization is no longer subject to U.S. federal tax audits on its Form 990 by taxing authorities for fiscal years ending prior to 2019. The years subsequent to this year contain matters that could be subject to differing interpretations of applicable tax laws and regulations. Although the outcome of tax audits is uncertain, the Organization believes no issues would arise.

(4) **Concentrations Of Credit Risk**

The Organization's cash demand deposits are held at one financial institution. Accounts are insured by the Federal Deposit Insurance Corporation up to \$250,000. As of September 30, 2022, the Organization's uninsured cash balances were approximately \$567,509.

As of September 30, 2022, 41% of the promises to give was from one donor.

(5) Promises To Give

As of September 30, 2022, promises to give consisted of the following:

Due in one year or less	\$ 529,413
Due between one year and five years	348,315
Less: discount	<u>(29,309)</u>
Total promises to give	<u>\$ 848,419</u>

(6) Net Assets With Donor Restrictions

As of September 30, 2022, net assets with donor restrictions consisted of contributions restricted to the passage of time in the amount of \$768,419 and to the STEM Program in the amount of \$80,000.

(7) Employee Benefit Plan

The Organization maintains a 403(b) Plan covering all employees over the age of 21 who agree to make contributions to the Plan. The Plan does not include provisions for employer contributions.

(8) Liquidity And Availability Of Financial Assets

The following reflects the Organization's financial assets as of September 30, 2022:

Financial assets at year end	
Cash and cash equivalents	\$ 1,067,509
Promises to give, current portion	<u>529,413</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 1,596,922</u>

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, as part of its liquidity management, the Organization invests cash in excess of daily requirements in money market accounts.