# SEXUALITY INFORMATION AND EDUCATION COUNCIL OF THE UNITED STATES, INC.

Financial Statements and Independent Auditor's Report

For the Years Ended September 30, 2020 and 2019



CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS ADVISORS



## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of Sexuality Information and Education Council of the United States, Inc.

We have audited the accompanying financial statements of Sexuality Information and Education Council of the United States, Inc. (SIECUS), which comprise the statement of financial position as of September 30, 2020, 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.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Sexuality Information and Education Council of the United States, Inc. as of September 30, 2020, 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.

### **Prior Period Financial Statements**

The financial statements of Sexuality Information and Education Council of the United States, Inc. as of September 30, 2019, were audited by other auditors whose report dated April 8, 2020, expressed an unmodified opinion on those statements.

LSWG, P.A.

Rockville, Maryland May 5, 2021



## Sexuality Information and Education Council of the United States, Inc. Statements of Financial Position September 30,

Assets			
	2020		2019
Current Assets			
Cash	\$	156,687	\$ 259,531
Cash - designated		54,460	66,965
Grants and contributions receivable		-	190,000
Prepaid expenses and other assets		5,347	 29,161
Total Current Assets		216,494	545,657
Property and Equipment - at cost			
Computer equipment		19,627	16,437
Office furniture		3,286	1,762
Less: accumulated depreciation		(15,352)	 (11,794)
Property and equipment, net		7,561	6,405
Other Assets			
Security deposits		5,319	5,320
Investments		91,010	 91,000
Total Other Assets		96,329	 96,320
Total Assets	\$	320,384	\$ 648,382
Liabilities and Net As	ssets		
Liabilities			
Accounts payable and accrued expenses	\$	19,637	\$ 20,846
State Summit pass-through liability		55,075	68,052
Deferred rent		29,679	-
SBA Paycheck Protection Program loan		77,308	 -
Total Current Liabilities		181,699	88,898
Net Assets			
Without donor restrictions		47,675	278,484
Without donor restrictions, board designated		91,010	 91,000
Total without donor restrictions		138,685	369,484
With donor restrictions		-	 190,000
Total Net Assets		138,685	 559,484
Total Liabilities and Net Assets	\$	320,384	\$ 648,382

## Sexuality Information and Education Council of the United States, Inc. Statement of Activities and Changes in Net Assets For the Year Ended September 30, 2020

	Without Donor Restrictions		ith Donor estrictions	Total
Revenues				
Foundation grants	\$ 180,000	\$	30,000	\$ 210,000
Contributions	162,358		-	162,358
Unrealized gain on investments	5,189		-	5,189
Other income	2,592		-	2,592
Investment income, net of fees	3,402		-	3,402
Realized loss on sale of investments	(8,581)		-	(8,581)
Released from restrictions	 220,000		(220,000)	 -
Total Revenues	 564,960		(190,000)	 374,960
Expenses				
Program Expenses				
Public Policy	583,306		-	583,306
Supporting Services				
Management and general	116,213		-	116,213
Fundraising	 96,240		-	 96,240
Total Supporting Services	 212,453		-	 212,453
Total Expenses	 795,759		<u> </u>	 795,759
Change in Net Assets	(230,799)		(190,000)	(420,799)
Net Assets - Beginning of Year	 369,484		190,000	 559,484
Net Assets - End of Year	\$ 138,685	\$		\$ 138,685

## Sexuality Information and Education Council of the United States, Inc. Statement of Activities and Changes in Net Assets For the Year Ended September 30, 2019

	hout Donor estrictions	ith Donor strictions	Total	
Revenues	 			
Foundation grants	\$ 300,000	\$ 190,000	\$	490,000
Contributions	253,473	-		253,473
Fees for service	22,500	-		22,500
Unrealized gain on investments	4,488	-		4,488
Other income	3,264	-		3,264
Interest and dividends	 478	 		478
Total Revenues	584,203	190,000		774,203
Expenses				
Program Expenses				
Public policy	523,182	-		523,182
Supporting Services				
Management and general	108,414	-		108,414
Fundraising	 90,965	 _		90,965
Total Supporting Services	 199,379	 		199,379
Total Expenses	 722,561	 		722,561
Change in Net Assets	(138,358)	190,000		51,642
Net Assets - Beginning of Year	 507,842	 		507,842
Net Assets - End of Year	\$ 369,484	\$ 190,000	\$	559,484

## Sexuality Information and Education Council of the United States, Inc. Statement of Functional Expenses For the Year Ended September 30, 2020

	Program Ex	penses	Supporting Services							
			Man	agement			Total S	Supporting		Total
	Public Po	<u>olicy</u>	and	General	Fund	<u>raising</u>	Se	ervices	E	<u>xpenses</u>
Salaries and fringe benefits	\$ 3	79,906	\$	33,335	\$	41,774	\$	75,109	\$	455,015
Interns		21,250		-		-		-		21,250
Travel and meals		7,426		(62)		(18)		(80)		7,346
Conferences and meetings		50,829		2,006		1,389		3,395		54,224
Occupancy		42,453		4,444		6,909		11,353		53,806
Technology		1,129		875		179		1,054		2,183
Communications		2,619		226		352		578		3,197
Professional services		36,020		63,786		33,381		97,167		133,187
Dues and subscriptions		1,267		358		2,113		2,471		3,738
Staff development		1,421		752		18		770		2,191
Insurance		-		4,262		-		4,262		4,262
Internet / network		23,121		1,789		2,782		4,571		27,692
Printing and publications		451		11		17		28		479
Office supplies		5,216		534		830		1,364		6,580
Depreciation		2,807		294		457		751		3,558
Bank fees		3,835		401		624		1,025		4,860
Miscellaneous		1,669		321		1,390		1,711		3,380
Promotional items		1,121		-		-		-		1,121
Postage and mailing		766		2,881		4,043		6,924		7,690
Total Expenses	<u>\$5</u>	83,306	<u>\$</u>	116,213	\$	96,240	\$	212,453	\$	795,759

## Sexuality Information and Education Council of the United States, Inc. Statement of Functional Expenses For the Year Ended September 30, 2019

	<b>Program Expenses</b>	Supporting Services			
		Management		<b>Total Supporting</b>	Total
	<b>Public Policy</b>	and General	<b>Fundraising</b>	<u>Services</u>	<b>Expenses</b>
Salaries and fringe benefits	\$ 343,790	\$ 21,482	\$ 23,367	\$ 44,849	\$ 388,639
Accounting and auditing	-	61,880	-	61,880	61,880
Contractor	30,695	10,963	13,155	24,118	54,813
Fundraising professional fees	-	-	38,704	38,704	38,704
Travel and meetings	31,180	1,883	2,051	3,934	35,114
Occupancy	25,894	2,241	3,966	6,207	32,101
Sponsorships	31,275	-	-	-	31,275
Communication	18,911	1,335	2,363	3,698	22,609
Professional fees	19,226	1,097	1,214	2,311	21,537
Dues and subscriptions	5,130	220	3,073	3,293	8,423
Insurance	3,642	1,014	558	1,572	5,214
Printing and publications	3,540	307	1,327	1,634	5,174
Office expense	2,938	288	394	682	3,620
Depreciation	2,855	247	437	684	3,539
Bank charges	-	3,209	-	3,209	3,209
Miscellaneous	2,011	964	18	982	2,993
Legal fees	1,379	1,019	211	1,230	2,609
Postage and mailing	716	265	127	392	1,108
Total Expenses	<u>\$ 523,182</u>	<u>\$ 108,414</u>	<u>\$ 90,965</u>	<u>\$ 199,379</u>	<u>\$ 722,561</u>

## Sexuality Information and Education Council of the U.S., Inc. Statements of Cash Flows For the Years Ended September 30,

	<u>20</u>	<u>)20</u>		<u>2019</u>
Cash Flows from Operating Activities	<b>.</b>		*	
Change in net assets	`	420,799)	\$	51,642
Adjustments to reconcile change in net assets to net cash	l			
used in operating activities:		2 5 5 0		2 520
Depreciation		3,558		3,539
Realized loss on sale of investments		8,581		-
Unrealized gain on investments		(5,189)		(4,488)
Deferred rent		29,679		(3,683)
Net change in assets and liabilities:		100.000		(100,000)
Grants and contributions receivable		190,000		(190,000)
Prepaid expenses and other assets		23,814		(2,318)
Security deposits		1		-
Accounts payable and accrued expenses		(1,209)		13,337
State Summit pass-through liability		(12,977)		(22,200)
Deferred revenue		-		(22,500)
Net Cash Used in Operating Activities	(	184,541)		(176,671)
<b>Cash Flows from Investing Activities</b>				
Purchase of property and equipment		(4,714)		-
Proceeds from the sale of investments		85,408		-
Purchase of investments		(88,810)		(477)
Net Cash Used in Investing Activities		(8,116)		(477)
<b>Cash Flows from Financing Activities</b>				
Proceeds from the Paycheck Protection program loan		77,308		-
Net Cash Provided by Financing Activities		77,308		-
Net decrease in cash and designated cash	(	115,349)		(177,148)
Cash and Designated Cash - Beginning of Year		326,496		503,644
Cash and Designated Cash - End of Year	\$	211,147	\$	326,496
Supplemental Information:				
Interest paid	\$	-	\$	-
Income taxes paid	\$	-	\$	_
Cash and Designated Cash consist of:				
Cash	\$	156,687	\$	259,531
Cash - designated		54,460		66,965
	\$	211,147	\$	326,496

#### 1. Nature of Business

Sexuality Information and Education Council of the United States, Inc. (SIECUS) was incorporated under the laws of Delaware in 1964. SIECUS, which maintains offices in Washington, D.C., affirms that sexuality is a fundamental part of being human, one that is worthy of dignity and respect. SIECUS advocates for the right of all people to accurate information, comprehensive education about sexuality, and sexual health services. SIECUS works to create a world that ensures social justice and sexual rights.

#### 2. Summary of Significant Accounting Policies

#### **Basis of Presentation**

The financial statements of SIECUS have been prepared in accordance with U.S. generally accepted accounting principles ("U.S. GAAP"), which require SIECUS to report information regarding its financial position and activities according to the following net asset classifications.

<u>Net Assets Without Donor Restrictions</u> – Net assets that are not subject to or are no longer subject to donor-imposed stipulations.

<u>Net Assets With Donor Restrictions</u> – Net assets whose use is limited by donorimposed time and/or purpose restrictions.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restriction. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. Expirations of donor restrictions on the net assets (i.e. the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

#### Grants and contributions receivable

Grants and contributions receivable are unconditional promises to give that are recognized as contributions when the promise is received. Grants and contributions receivable that are expected to be collected in less than one year are reported at their net realizable value. Reserves are established for receivables that are delinquent and considered uncollectible based on periodic reviews by management. At September 30, 2020 and 2019, all receivables were considered collectible within one year, therefore no allowance for doubtful accounts had been recognized.

#### 2. Summary of Significant Accounting Policies (continued)

#### Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair value in the statements of financial position. Changes in fair values are recorded as unrealized gains (losses). Realized gains (losses) are recorded upon the sale of the investments. These gains (losses) are included in the statements of activities and changes in net assets. Investment income is reported net external and direct internal investment expenses.

#### Property and equipment, net

Property and equipment acquisitions are recorded in the financial statements at cost, net of accumulated depreciation. Depreciation expense is computed using the straight-line method over the estimated useful lives of the assets as follows:

Computer and communication equipment	3-5 years
Furniture and office equipment	7 years

SIECUS's policy is to capitalize major additions and improvements over \$1,000. Repairs and maintenance costs which do not significantly add to the value of assets are expensed as incurred

#### **Deferred rent**

Deferred rent is recorded and amortized to the extent the total minimum rental payments allocated to the current period on a straight-line basis exceed, or are less than, the cash payments required.

#### **Revenue recognition**

SIECUS recognizes contributions and foundation grants when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received. Conditional promises 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 met.

#### **Functional Allocation of Expenses**

SIECUS's operating costs have been allocated between the program, management and general and fundraising based on direct identification when possible and allocation if a single expenditure benefits more than one program or function. Accordingly, certain costs, including salaries and fringe benefits, occupancy, communication, travel, insurance, depreciation, dues and subscriptions have been allocated based on estimated level of effort.

#### 2. Summary of Significant Accounting Policies (continued)

#### **Estimates**

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Recently issued accounting standards**

The Financial Accounting Standards Board (FASB) issued Accounting Standards Update No. 2018-08, *Not-For-Profit Entities (Topic 953): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, which establishes standards for characterizing grants and similar contracts with resource providers as either exchange transactions or conditional contributions. This standard was adopted by SIECUS effective October 1, 2019. The adoption resulted in no changes to beginning net assets, nor did it result in a significant change in revenue for the year ended September 30, 2020.

#### 3. Investments and Fair Value Measurements

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market income or cost approach are used to measure fair value.

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

- Level 1 inputs are based upon unadjusted quoted prices for identical instruments traded in active markets.
- Level 2 inputs are based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3 inputs are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability. The fair values are therefore determined using model-based techniques that include option pricing models, discounted cash flow models, and similar techniques.

#### 3. Investments and Fair Value Measurements (continued)

All investments held by SIECUS at September 30, 2020 and 2019 are categorized as mutual funds. These investments are classified as Level 1 on the fair value hierarchy.

#### 4. State Summit Pass-through Liability

In April 2018, SIECUS entered into an agreement to be a fiscal sponsor for a state summit for sex education policy advocates and educators (the Summit). SIECUS is responsible for receiving and holding funds for the Summit and paying out on those funds as they are needed to cover the costs of the event. SIECUS is also responsible for managing the venue contract and holding any unspent funds for future summits. Funds received are held in a bank account specifically used for the Summit (Cash – designated) and reported as a liability in the accompanying statements of financial position.

#### 5. Net Assets with Donor Restrictions

Net assets were restricted for the following as of September 30, 2020:

	Beginning			Ending
	<b>Balance</b>	<b>Increases</b>	<b>Decreases</b>	<b>Balance</b>
Time restrictions	\$ 190,000	\$ -	\$(190,000)	\$ -
State Sex Education Policy Action Council	-	20,000	(20,000)	-
COVID-19 Rapid Response		10,000	(10,000)	
	\$ 190,000	\$ 30,000	\$(220,000)	\$ -

Net assets were restricted for the following as of September 30, 2019:

	Beginning			Ending
	<b>Balance</b>	<b>Increases</b>	<b>Decreases</b>	<b>Balance</b>
Time restrictions	<u>\$                                    </u>	\$ 190,000	<u>\$                                    </u>	\$ 190,000

#### 6. Board Designated Net Assets

Included in net assets without donor restrictions at September 30, 2020 and 2019 were \$91,010 and \$91,000, respectively, of funds designated by the Board for operating reserves. These funds may be used for activities approved by the Board.

#### 7. Retirement

SIECUS sponsors a 403(b) Thrift Plan under Internal Revenue Code section 403(b). All employees of SIECUS are eligible to participate in the plan immediately upon their date of hire. The plan is employee contribution only and SIECUS does not match any funds.

#### 8. Commitments

#### **Operating lease**

SIECUS has a non-cancelable lease for office space in Washington, D.C. which expires in March 2025, with the option to extend for an additional five year period. The lease has a monthly base lease payment of \$5,223 with annual 2.75% increases. Rent expense for the years ended September 30, 2020 and 2019 was \$53,806 and \$32,101, respectively.

Future minimum base lease payments are as follows:

Fiscal year 2021	\$63,973
Fiscal year 2022	65,732
Fiscal year 2023	67,538
Fiscal year 2024	69,391
Fiscal year 2025	32,419

#### **Employment agreement**

SIECUS has entered into an employment agreement with a key executive that expired on September 30, 2020 but under the terms of the agreement will continue month to month until terminated, renewed or replaced by a new agreement. Under the terms of the agreement, should SIECUS terminate this agreement without cause, they would be obligated to pay compensation in an amount equal to six weeks, plus an additional two weeks for each year of employment at the time of termination.

### 9. Income Taxes

SIECUS is a not-for-profit corporation exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation. As such, SIECUS is not taxed on income derived from its exempt functions. However, tax law requires exempt organizations to pay income tax on unrelated business income activities. For the years ended September 30, 2020 and 2019, SIECUS did not have net income from unrelated business activities, therefore, no income taxes have been provided for in the accompanying financial statements.

#### 9. Income Taxes (continued)

SIECUS has evaluated its tax positions for all open tax years. Currently, the tax years open and subject to examination by the Internal Revenue Service are the 2016 - 2018 tax years. However, SIECUS is not currently under audit nor have they been contacted by any jurisdiction. Based on the evaluation of SIECUS's tax positions, management believes all tax positions taken would be upheld under an examination. Therefore, no provision for the effects of uncertain tax positions have been recorded for the fiscal years ended September 30, 2020 and 2019.

#### 10. Concentrations

#### **Revenue risk**

During the years ended September 30, 2020 and 2019, SIECUS received \$110,000 from one grantor, and \$540,000 from four grantors, respectively, which is approximately 29% and 70%, respectively, of its total revenue and support. Any significant reduction in revenue and support may adversely impact SIECUS's financial position and operations.

#### <u>Market risk</u>

SIECUS's investments are exposed to various risks such as interest rate, market and credit risk. It is reasonably possible that changes in risks in the near term could materially affect investment balances and amounts reported in the accompanying financial statements.

#### Credit risk

SIECUS maintains bank deposits that, at times, may exceed the Federal Deposit Insurance Corporation (FDIC) limits. At September 30, 2020 there were no amounts in excess of FDIC limits. At September 30, 2019, SIECUS had deposits in excess of FDIC limits of \$99,648.

#### 11. Uncertainty

The COVID-19 pandemic, whose effects first became known in January 2020, is having a broad and negative impact on commerce and financial markets around the world. The United States and global markets experienced significant declines in value resulting from uncertainty caused by the pandemic. SIECUS is closely monitoring its liquidity and is actively working to minimize the impact of these declines. The extent of the impact of COVID-19 on SIECUS's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak and its impacts on SIECUS's donors, grantors, employees and vendors, all of which at present, cannot be determined. Accordingly, the extent to which COVID-19 may impact SIECUS's financial position and changes in net assets and cash flows is uncertain. The accompanying financial statements do not include any adjustments relating to the effects of the pandemic.

#### 12. Liquidity and Availability of Financial Assets

The following table reflects SIECUS' financial assets as of September 30, 2020 and 2019, reduced by amounts not available for general expenditures within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, trust assets, assets held for others, perpetual endowments and accumulated earnings net of appropriations within one year, or because the governing board has set aside the funds for a specific contingency reserve or a long term investment as board designated endowments. These board designations could be drawn upon if the Board approves that action.

		<u>2020</u>	<u>2019</u>
Financial assets:			
Cash	\$	156,687	\$ 259,531
Cash - designated		54,460	66,965
Grants and contributions receivable		-	190,000
Investments		91,010	 91,000
Financial assets, at year-end		302,157	 607,496
Less those unavailable for general expenditu within one year, due to:	re		
State Summit - designated cash		(54,460)	(66,965)
Board-designated		(91,010)	 (91,000)
		(145,470)	 (157,965)
Financial assets available to meet general			
expenditures within one year	\$	156,687	\$ 449,531

SIECUS's goal is generally to maintain assets to meet 120 days of operating expenses (approximately \$250,000). As part of its liquidity plan, excess cash is invested in short-term investments.

#### 13. Subsequent Events

In preparing the financial statements, SIECUS has evaluated events and transactions for potential recognition or disclosure through May 5, 2021, which is the date the financial statements were available to be issued.

On March 9, 2021, SIECUS agreed to sublease a portion of their office space from April 1, 2021 through March 31, 2022 for \$2,710 per month.

## FREDERICK • ROCKVILLE

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