

### **Financial Statements**

For the Years Ended December 31, 2023 and 2022

and Report Thereon

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of the **Patient AirLift Services, Inc.** 

#### **Opinion**

We have audited the financial statements of Patient AirLift Services, Inc., which comprise the statements of financial position as of December 31, 2023 and 2022, 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 accompanying financial statements present fairly, in all material respects, the financial position of Patient AirLift Services, Inc. as of December 31, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (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 Patient AirLift Services, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Patient AirLift Services, Inc.'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 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 Patient AirLift Services, 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 Patient AirLift Services, 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 audits.

Washington, DC April 12, 2024

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# STATEMENTS OF FINANCIAL POSITION December 31, 2023 and 2022

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	2023	2022
ASSETS		
Cash and cash equivalents	\$ 477,681	\$ 1,181,925
Investments	1,697,922	628,660
Contributions receivable	19,382	32,423
Employee retention credit receivable	-	206,631
Right-of-use asset – operating	130,720	172,000
Prepaid expenses and other assets	56,626	63,012
Property and equipment, net	11,011	7,890
TOTAL ASSETS	\$ 2,393,342	\$ 2,292,541
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 79,165	\$ 118,061
Lease liability – operating	130,720	172,000
TOTAL LIABILITIES	209,885	290,061
Net Assets		
Without donor restrictions	1,762,407	1,474,230
With donor restrictions	421,050	528,250
TOTAL NET ASSETS	2,183,457	2,002,480
TOTAL LIABILITIES AND NET ASSETS	\$ 2,393,342	\$ 2,292,541

# STATEMENTS OF ACTIVITIES For the Years Ended December 31, 2023 and 2022

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		2023			2022	
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
PUBLIC SUPPORT AND REVENUE						
Contributions	\$ 898,347	\$ 306,050	\$ 1,204,397	\$ 676,742	\$ 618,450	\$ 1,295,192
In-kind contributions	2,896,893	-	2,896,893	2,801,824	-	2,801,824
Special events, net of direct costs	647,096	-	647,096	566,266	-	566,266
Other income	70,680	-	70,680	13,380	-	13,380
Net assets released from restrictions	413,250	(413,250)		385,200	(385,200)	
TOTAL PUBLIC SUPPORT  AND REVENUE	4,926,266	(107,200)	4,819,066	4,443,412	233,250	4,676,662
EXPENSES						
Program Services	3,891,660		3,891,660	3,585,648		3,585,648
Supporting Services:						
Fundraising	533,680	-	533,680	537,645	-	537,645
General and administrative	212,749	-	212,749	192,289	-	192,289
TOTAL EXPENSES	4,638,089		4,638,089	4,315,582		4,315,582
Change in net assets before other activities	288,177	(107,200)	180,977	127,830	233,250	361,080
OTHER ACTIVITIES						
Employee retention credit				206,631		206,631.00
TOTAL OTHER ACTIVITIES				206,631		206,631
CHANGE IN NET ASSETS	288,177	(107,200)	180,977	334,461	233,250	567,711
NET ASSETS, BEGINNING OF YEAR	1,474,230	528,250	2,002,480	1,139,769	295,000	1,434,769
NET ASSETS, END OF YEAR	\$ 1,762,407	\$ 421,050	\$ 2,183,457	\$ 1,474,230	\$ 528,250	\$ 2,002,480

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

# STATEMENT OF FUNCTIONAL EXPENSES For the Year Ended December 31, 2023

		Supporting Services				
	Program Services	Fu	ndraising _	_	neral and ninistrative	 Total
In-kind contributions – pilot services	\$ 2,680,493	\$	-	\$	-	\$ 2,680,493
Salaries and employee benefits	604,001		328,841		143,614	1,076,456
In-kind contributions – airline tickets	216,400		-		-	216,400
Special events	282		174,416		-	174,698
Other	136,067		16,608		10,797	163,472
Consultants	84,197		35,831		41,968	161,996
Patient travel	95,777		-		-	95,777
Computer and software	28,116		18,426		12,434	58,976
Rent and occupancy	35,342		6,626		2,209	44,177
Travel	9,410		34		-	9,444
Depreciation	1,575		1,003		1,727	4,305
Total	3,891,660		581,785		212,749	4,686,194
Less: Cost of direct benefits						
to donors	 -		(48,105)		-	 (48,105)
TOTAL EXPENSES	\$ 3,891,660	\$	533,680	\$	212,749	\$ 4,638,089

# STATEMENT OF FUNCTIONAL EXPENSES For the Year Ended December 31, 2022

		Supporting Services				
	Program Services	<u>Fu</u>	ndraising		neral and	 Total
In-kind contributions – pilot services	\$ 2,653,424	\$	_	\$	-	\$ 2,653,424
Salaries and employee benefits	430,947		275,440		101,561	807,948
In-kind contributions – airline tickets	148,400		-		-	148,400
Special events	6,364		179,153		-	185,517
Other	120,736		23,800		22,908	167,444
Consultants	78,594		75,685		47,158	201,437
Patient travel	82,196		-		-	82,196
Computer and software	26,491		19,055		6,700	52,246
Rent and occupancy	31,732		5,955		1,965	39,652
Travel	5,884		558		11,661	18,103
Depreciation	 880		545		336	1,761
Total	3,585,648		580,191		192,289	4,358,128
Less: Cost of direct benefits						
to donors			(42,546)			 (42,546)
TOTAL EXPENSES	\$ 3,585,648	\$	537,645	\$	192,289	\$ 4,315,582

# STATEMENTS OF CASH FLOWS For the Years Ended December 31, 2023 and 2022

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	 2023	 2022
CASH FLOWS FROM OPERATING ACTIVITIES		_
Change in net assets	\$ 180,977	\$ 567,711
Adjustments to reconcile change in net assets to net cash		
provided by operating activities:		
Depreciation	4,305	1,761
Amortization of right of use asset – operating	41,280	38,400
Unrealized Gain	(29,405)	91
Changes in assets and liabilities:		
Contributions receivable	13,041	4,887
Employee retention credit receivable	206,631	(206,631)
Prepaid expenses and other assets	6,386	2,679
Accounts payable and accrued expenses	(38,896)	16,284
Lease liability – operating	(41,280)	 (38,400)
NET CASH PROVIDED BY OPERATING ACTIVITIES	 343,039	 386,782
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of fixed assets	(7,426)	(7,890)
Investments purchased	(1,039,857)	(1,010,763)
Investments sold		382,012
NET CASH USED IN INVESTING ACTIVITIES	 (1,047,283)	 (636,641)
NET DECREASE IN CASH AND CASH		
EQUIVALENTS	(704,244)	(249,859)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	 1,181,925	 1,431,784
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 477,681	\$ 1,181,925

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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1. Organization and Summary of Significant Accounting Policies

#### **Organization**

Patient AirLift Services, Inc. (the Organization) is a charitable nonprofit organization whose purpose is to arrange free air transportation within the entire northeast United States for individuals requiring medical care and for other humanitarian purposes.

#### **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (GAAP).

#### **Cash and Cash Equivalents**

Cash and cash equivalents include highly-liquid investments with an original maturity of three months or less when acquired.

#### **Contributions Receivable**

Contributions are recognized when the donor makes a pledge to the Organization that is, in substance, unconditional.

The Organization uses the allowance method to determine uncollectible contributions receivable. The allowance is based on management's analysis of specific promises made.

#### **Fair Value Measurement**

The Organization has classified its applicable financial assets and liabilities in accordance with the fair value hierarchy as follows:

Level 1 – Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.

Level 3 – Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

As of December 31, 2023 and 2022, only the investments described in Note 3 were measured at fair value.

#### **Revenue Recognition**

Contributions are recognized when cash, securities or unconditional promises to give are made or when donated services are received. Special events revenue is recognized when the event occurs, and performance obligations are satisfied.

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

1. Organization and Summary of Significant Accounting Policies (continued)

#### **Revenue Recognition (continued)**

Transactions where the resource provider often receives value indirectly by providing a societal benefit, although the societal benefit is not considered to be of commensurate value, are deemed to be contributions. Contributions are classified as either conditional or unconditional. A conditional contribution is a transaction where the Organization has to overcome a barrier or hurdle to be entitled to the resource and the resource provider is released from the obligation to fund or has the right of return of any advanced funding if the Organization fails to overcome the barrier. The Organization recognizes the contribution revenue upon overcoming the barrier or hurdle. Any funding received prior to overcoming the barrier is recognized as a refundable advance.

Unconditional contributions are recognized as revenue and receivable when the commitment to contribute is received.

Contributions are recorded as either with donor restrictions or without donor restrictions. Contributions are recognized as contributions with donor restrictions if they are received with donor stipulations that limit the use of the donated asset. Contributions received with no donor stipulations are recorded as contributions without donor restrictions.

#### **Contributed Services and Goods**

In-kind contributions consist of goods and services donated to the Organization and are recorded at their estimated fair value as of the date of the gift.

#### **Classification of Net Assets**

Net assets without donor restrictions represent the portion of expendable funds that are available for any purpose in performing the primary objectives of the Organization at the discretion of the Organization's management and the Board. Net assets with donor restrictions represent funds that are specifically restricted by donors for use in various programs and/or for a specific period of time. These donor restrictions can be temporary in nature in that they will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated that the funds be maintained in perpetuity.

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restrictions is reported in the financial statements by reclassifying net assets from net assets with donor restrictions to net assets without donor restrictions. Donor restricted contributions whose restrictions are met in the same reporting period are reported as without donor restrictions.

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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1. Organization and Summary of Significant Accounting Policies (continued)

#### **Functional Expenses**

The costs of providing program and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among program services and administrative services benefited. Salaries and related benefits for certain employees are attributable to more than program or supporting function and have been allocated based on estimated time and effort. Such allocations are determined by management on a proportional percentage basis. The percentages are reviewed annually and the amount each department is charged depends on the type of cost. In the cases where costs can be easily allocated to a function by usage, they are directly charged to it.

#### **Property and Equipment and Related Depreciation**

Furniture and equipment are recorded at cost if purchased or at fair value on the date of donation. Depreciation is provided on the straight-line basis over the estimated useful life of the asset (three to seven years). Expenditures for repairs and maintenance are expensed as incurred.

#### 401(k) Plan

For eligible employees, the Organization maintains a defined contribution 401(k) plan (the Plan) whereby the Organization matches 50% of qualified employee contributions made, up to a maximum of 6% of individual's salaries contributed. The Organization made matching contributions to the Plan amounting to \$3,600 for the year ended December 31, 2023 and \$10,200 for the year ended December 31, 2022.

#### **Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### 2. Property and Equipment

Property and equipment are comprised of the following:

		 2023	 2022
Office equip	ment	\$ 66,582	\$ 59,155
Furniture		7,010	7,010
Software		 <u> 285,913</u>	 285,913
	Total Property and Equipment	359,505	352,078
	Less: Accumulated Depreciation	 (348,494)	 (344,188)
	Property and Equipment, Net	\$ 11,011	\$ 7,890

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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### 2. Property and Equipment (continued)

Depreciation expense for the years ended December 31, 2023 and 2022 amounted to \$4,305 and \$1,761, respectively.

#### 3. Investments and Fair Value Measurement

The investments are recorded at fair value and consisted of the following as of December 31:

	2023	_	2022
Money market fund	\$ 1,686,963	\$	382,012
Certificate of deposit	-		244,909
Equities	10,959	_	1,739
Total Investments	<u>\$ 1,697,922</u>	\$	628,660

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31, 2023.

	Fair Value		Level 1		Level 2		Le	Level 3	
Money market fund Equities	\$	1,686,963 10,959	\$	1,686,963 10,959	\$	- -	\$	- -	
Total Investments in the Fair Value Hierarchy	<u>\$</u>	1,697,922	<u>\$</u>	1,697,922	<u>\$</u>		\$		

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31, 2022.

	_Fa	air Value		Level 1		Level 2	Le	evel 3
Money market fund Certificate of deposit	\$	382,012 244,909	\$	382,012	\$	- 244,909	\$	-
Equities		1,739		1,73 <u>9</u>		<u>-</u>		<u>-</u>
Total Investments in the Fair Value Hierarchy	Ф.	628,660	¢	383,751	Φ.	244.909	¢	

The Organization uses the following methods and significant assumptions to estimate fair value for assets recorded at fair value:

Money market funds and equities – These securities are priced using independent market prices in the primary trading market and are classified as Level 1 investments based on the availability of quotes for identical assets.

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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

Certificate of deposit – These securities are not actively traded in the market hence have been valued using prices of similar securities with similar characteristics or discounted cash flows.

#### 4. Related Party Transactions

The Organization receives contributions and donated pilot services from certain members of the Board of Directors. Contributions received totaled \$333,427 and \$217,057 for the years ended December 31, 2023 and 2022, respectively. Donated pilot services received totaled \$709,094 and \$766,048 for the years ended December 31, 2023 and 2022, respectively.

#### 5. In-kind Contributions

The Organization records various types of in-kind contributions and include the donated services received from related parties and vouchers. Contributed services are recognized at fair value if the services received (a) created or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. Donated airline tickets are valued at approximately \$200 per flight, which closely approximates the fair value of the tickets. Donated pilot services are valued based on the Organization's volunteer pilots' mission reports, which identifies the aircraft used for the mission and the duration of the flight in hobbs time, which is the engine time. The engine time is multiplied by the cost rates, which are based on the Conklin & de Decker published cost rates. In-kind contributions are presented separately as revenue and are offset by like amounts included in program expenses on the statements of activities.

The Organization received the following in-kind contributions during the years ended December 31, 2023 and 2022, with fair values as follows:

	2023	2022
Pilot services Airline tickets	\$ 2,680,493 216.400	\$ 2,653,424 148,400
Total	\$ 2,896,893	
IUlai	<u>\$ 2,090,093</u>	<u>\$ 2,801,824</u>

#### 6. Contribution and Employee Retention Credit Receivables

During the previous year ended December 31, 2022, the Organization applied for the Employee Retention Credit (ERTC). The ERTC was first established by the Coronavirus Aid, Relief, and Economic Security Act and was extended and expanded by the Consolidated Appropriations Act and the American Rescue Plan. ERTC provides a refundable tax credit against certain employment taxes equal to 50% of the first \$10,000 in qualified wages paid to

## NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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### 6. Contribution and Employee Retention Credit Receivables (continued)

each employee between March 12 and December 31, 2020 (2020 ERTC), and 70% of the first \$10,000, per quarter, in qualified wages paid to each employee between January 1, and September 30, 2021 (2021 ERTC). To be eligible, the Organization had to meet certain conditions as described in applicable laws and regulations.

The Organization determined that it qualified for the 2020 and 2021 ERTC, and therefore, accounted for the grants as conditional grants under FASB ASC Subtopic 958-605. These grants were conditional upon certain performance requirements and the incurrence of eligible expenses. In the opinion of management, these conditions were met as of December 31, 2022, and therefore, the entire amount of \$206,631 was recognized at that time, and was included in other receivables in the accompanying statement of financial position. Eligibility for the credit and the credit calculations were subject to review and approval by the Federal government. There were no such amounts for the year ended December 31, 2023.

#### 7. Net Assets

#### **Net Assets With Donor Restrictions**

Net assets with donor restrictions were restricted for the following purposes or period for the years ended December 31, 2023 and 2022:

	 2023	 2022
Subject to expenditure for specified purpose:		
Location specific flights	\$ 248,050	\$ 247,500
Pediatric flights	100,000	115,000
Military program	42,000	101,250
Illness specific flights	31,000	30,000
Ground transportation	 	4,500
Total Subject to Expenditure		
for Specified Purpose	 421,050	498,250
Subject to passage of time:	 	 30,000
Total Net Assets With Donor Restrictions	\$ 421,050	\$ 528,250

#### 8. Commitments and Risks

#### **Concentration of Credit Risk**

The Organization maintains its cash with a commercial financial institution in aggregate balances that may exceed, at times, the Federal Deposit Insurance Corporation insured limit of \$250,000 per depositor per institution. While the amounts at times exceed the amount guaranteed by federal agencies and, therefore, bear some risk, the Organization has not experienced, nor does it anticipate, any loss of funds. The Organization monitors the creditworthiness of this institution and has not experienced any historical credit losses on its cash.

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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#### 8. Commitments and Risks (continued)

#### **Lease Commitments**

The Organization entered into an operating lease commitment on October 31, 2016 for a five-year period that commenced on March 1, 2017. This lease was modified during the year ended December 31, 2021, which served to reduce the Organization's office space and extend the term of the lease through February 2027. Effective September 1, 2021, the monthly rate was \$3,200. This rate increased by \$100 beginning on March 1, 2023, and every March 1 for the subsequent years through the end of the lease. The Organization accounted for the lease in accordance with ASC 842, *Leases*. The lease liability is recorded based on the present value of the future payments of the lease as discounted at a risk-free rate. The Organization has established a right of use asset equal to the remaining lease liability under the lease arrangement. Future minimum lease payments under non-cancelable leases, by year end in the aggregate, as of December 31, 2023 are as follows:

For the Year Ending  December 31,	
2024	\$ 40,600
2025	41,800
2026	43,000
2027	5,320
Total	<u>\$ 130,720</u>

Rent expense amounted to \$42,700 and \$38,400 for the years ended December 31, 2023 and 2022, respectively, and included in rent and occupancy expense in the accompanying statements of activities.

#### 9. Availability of Resources and Liquidity

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Organization's liquidity resources and financial assets available within one year of the statement of financial position date for general expenditures were as follows:

	2023	2022
Financial assets at year-end:		
Cash and cash equivalents	\$ 482,312	\$ 1,181,925
Investments	1,697,922	628,660
Employee Retention Credit Receivable	-	206,631
Contributions receivable	19,382	29,806
Total Financial Assets	2,199,616	2,047,022
Less:		
Amounts unavailable for general expenditures within One year due to donors' purposes restrictions	(421,050)	(498,250)
Financial Assets Available to Meet General Expenditures Within One Year	<u>\$ 1,778,566</u>	<u>\$ 1,548,772</u>

# NOTES TO FINANCIAL STATEMENTS For the Years Ended December 31, 2023 and 2022

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### 9. Availability of Resources and Liquidity (continued)

In addition to financial assets available to meet general expenditures over the next 12 months, the Organization operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures.

#### 10. Income Taxes

The Organization is incorporated in the State of New York as a nonprofit organization and is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. No provision for federal or state income taxes was required as of December 31, 2023 and 2022, as the Organization had no taxable net unrelated business income.

The Organization evaluated its uncertainty in income taxes for the years ended December 31, 2023 and 2022, and determined that there were no matters that would require recognition in the financial statements or that may have any effect on its tax-exempt status, and there are currently no examinations in progress. It is the Organization's policy to recognize interest and/or penalties related to uncertainty in income taxes, if any, in income tax expense. As of December 31, 2023 and 2022, the Organization had no accruals for interest and/or penalties.

#### 11. Subsequent Events

The Organization has evaluated the effect of subsequent events on these financial statements through April 12, 2024, the date the financial statements were available to be issued. There were no subsequent events identified through April 12, 2024, that are required to be disclosed in these financial statements.