

# Trickle Up Program, Inc.

Financial Statements  
August 31, 2020

**mazars**

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# Trickle Up Program, Inc.

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## Independent Auditors' Report

### To the Board of Directors of Trickle Up Program, Inc.

We have audited the accompanying financial statements of the Trickle Up Program, Inc., which comprise the statements of financial position as of August 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years 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.

#### Auditors' Responsibility

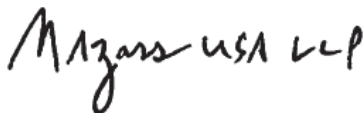
Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about 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 the Trickle Up Program, Inc. as of August 31, 2020 and 2019, 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.



January 14, 2021

# Trickle Up Program, Inc.

## Statements of Financial Position August 31, 2020 and 2019

	2020	2019
<b>Assets</b>		
Cash and cash equivalents	\$ 2,808,505	\$ 1,393,913
Accounts receivable	9,459	44,167
Pledges receivable	713,061	2,444,843
Prepaid expenses and other	111,250	94,979
Investments	4,168,314	3,996,725
Property and equipment, net	73,032	112,442
Security deposits	41,659	41,659
	<hr/>	<hr/>
Total assets	\$ 7,925,280	\$ 8,128,728
<b>Liabilities and Net Assets</b>		
Accounts payable and accrued expenses	\$ 283,338	\$ 544,614
Salaries payable and compensation-related liabilities	288,746	322,921
Note Payable	437,094	-
Refundable grants	56,869	96,869
Refundable advance	250,000	250,000
Security deposit payable	4,800	4,800
Total liabilities	<hr/> 1,320,847	<hr/> 1,219,204
Commitments and Contingencies		
Net assets		
Without donor restrictions		
Undesignated	315,475	270,584
Board designated operating reserve	2,085,592	2,070,328
	<hr/> 2,401,067	<hr/> 2,340,912
With donor restrictions	4,203,366	4,568,612
Total net assets	<hr/> 6,604,433	<hr/> 6,909,524
Total liabilities and net assets	<hr/> \$ 7,925,280	<hr/> \$ 8,128,728

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

## Trickle Up Program, Inc.

### Statements of Activities and Changes in Net Assets Years Ended August 31, 2020 and 2019

	2020			2019		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenue and support						
Contributions	\$ 1,481,911	\$ 2,309,283	\$ 3,791,194	\$ 1,101,874	\$ 695,819	\$ 1,797,693
Bequests	-	-	-	1,500	-	1,500
Government grants and contracts	-	575,635	575,635	-	1,881,511	1,881,511
Donated services	324,312	-	324,312	173,160	-	173,160
Fundraising event income, net of direct expenses of \$0 and \$119,669 for 2020 and 2019, respectively	672,822	-	672,822	736,330	-	736,330
Interest income	1,854	-	1,854	9,683	-	9,683
Other income	40,047	-	40,047	36,083	-	36,083
Appropriations to operations	206,935	-	206,935	394,304	-	394,304
Net assets released from restrictions	3,417,498	(3,417,498)	-	5,472,193	(5,472,193)	-
Total revenue and support	<u>6,145,379</u>	<u>(532,580)</u>	<u>5,612,799</u>	<u>7,925,127</u>	<u>(2,894,863)</u>	<u>5,030,264</u>
Expenses						
Program services	4,792,372	-	4,792,372	6,791,074	-	6,791,074
Management and general	624,152	-	624,152	716,157	-	716,157
Fundraising	714,514	-	714,514	643,396	-	643,396
Total expenses	<u>6,131,039</u>	<u>-</u>	<u>6,131,039</u>	<u>8,150,627</u>	<u>-</u>	<u>8,150,627</u>
Change in net assets before nonoperating activities	<u>14,340</u>	<u>(532,580)</u>	<u>(518,240)</u>	<u>(225,500)</u>	<u>(2,894,863)</u>	<u>(3,120,363)</u>
Nonoperating activities						
Net investment income (Note 5)	170,815	249,269	420,084	68,922	51,809	120,731
Appropriations to operations	(125,000)	(81,935)	(206,935)	(300,000)	(94,304)	(394,304)
Total nonoperating activities	<u>45,815</u>	<u>167,334</u>	<u>213,149</u>	<u>(231,078)</u>	<u>(42,495)</u>	<u>(273,573)</u>
Change in net assets	60,155	(365,246)	(305,091)	(456,578)	(2,937,358)	(3,393,936)
Net assets, beginning of year	<u>2,340,912</u>	<u>4,568,612</u>	<u>6,909,524</u>	<u>2,797,490</u>	<u>7,505,970</u>	<u>10,303,460</u>
Net assets, end of year	<u>\$ 2,401,067</u>	<u>\$ 4,203,366</u>	<u>\$ 6,604,433</u>	<u>\$ 2,340,912</u>	<u>\$ 4,568,612</u>	<u>\$ 6,909,524</u>

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

## Trickle Up Program, Inc.

### Statements of Functional Expenses Year Ended August 31, 2020

	2020								Total
	Program Implementation	Program Support	Technical Assistance	Research	Public Education	Total Program Services	Fundraising	Management & General	
Grant and partner support	\$ 1,070,385	\$ -	\$ -	\$ -	\$ -	\$ 1,070,385	\$ -	\$ -	\$ 1,070,385
Training and technical assistance	48,025	-	-	-	-	48,025	-	-	48,025
Salaries, payroll taxes and benefits	662,613	376,774	749,578	387,008	273,263	2,449,236	546,743	360,758	3,356,737
Travel	105,049	34,581	26,731	7,418	4,934	178,713	3,373	5,483	187,569
Professional fees	182,765	51,720	16,234	973	13,479	265,170	28,882	146,107	440,159
Legal	177	16,663	16,663	16,663	-	50,166	-	16,663	66,829
Occupancy	69,019	39,979	51,523	39,969	30,703	231,193	56,784	42,134	330,112
Office expenses	54,578	9,754	11,971	8,938	13,660	98,901	24,609	29,794	153,304
Public relations	2,788	-	1,735	-	266,044	270,567	26,404	-	296,970
Insurance	5,879	8,903	11,269	8,903	1,609	36,564	2,976	2,186	41,726
Depreciation and amortization	22,194	2,639	3,405	2,639	2,028	32,906	3,750	2,755	39,410
Other expenses	28,467	13,806	14,302	2,524	1,448	60,547	20,995	18,272	99,813
<b>Total expenses</b>	<b>2,251,940</b>	<b>554,819</b>	<b>903,410</b>	<b>475,036</b>	<b>607,167</b>	<b>4,792,372</b>	<b>714,514</b>	<b>624,152</b>	<b>6,131,039</b>
Less special events	-	-	-	-	-	-	-	-	-
<b>Net expenses reported by function on the statement of activities</b>	<b>\$ 2,251,940</b>	<b>\$ 554,819</b>	<b>\$ 903,410</b>	<b>\$ 475,036</b>	<b>\$ 607,167</b>	<b>\$ 4,792,372</b>	<b>\$ 714,514</b>	<b>\$ 624,152</b>	<b>\$ 6,131,039</b>

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

## Trickle Up Program, Inc.

### Statements of Functional Expenses Year Ended August 31, 2019

	2019								
	Program Implementation	Program Support	Technical Assistance	Research	Public Education	Total Program Services	Fundraising	Management & General	Total
Grant and partner support	\$ 2,028,834	\$ -	\$ -	\$ -	\$ -	\$ 2,028,834	\$ -	\$ -	\$ 2,028,834
Training and technical assistance	153,562	-	-	-	-	153,562	-	-	153,562
Salaries, payroll taxes and benefits	701,031	295,920	1,263,248	475,022	288,729	3,023,950	465,130	382,296	3,871,376
Travel	217,082	51,830	152,906	31,186	10,718	463,722	8,569	13,483	485,774
Professional fees	185,633	71,088	88,606	35,577	6,285	387,189	48,960	205,040	641,189
Legal	2,154	16,532	16,532	16,532	-	51,750	-	16,532	68,282
Special events	-	-	-	-	-	-	119,669	-	119,669
Occupancy	72,138	25,388	85,778	32,807	32,615	248,726	47,006	37,145	332,877
Office expenses	96,616	7,736	26,539	9,417	14,316	154,624	25,051	34,247	213,922
Public relations	14,647	-	648	-	118,659	133,954	22,243	-	156,197
Insurance	6,254	7,842	12,291	8,257	1,798	36,442	2,628	1,955	41,025
Depreciation and amortization	22,192	1,714	5,316	2,230	2,229	33,681	3,258	2,401	39,340
Other expenses	16,313	28,453	23,277	2,758	3,839	74,640	20,551	23,058	118,249
<b>Total expenses</b>	<b>3,516,456</b>	<b>506,503</b>	<b>1,675,141</b>	<b>613,786</b>	<b>479,188</b>	<b>6,791,074</b>	<b>763,065</b>	<b>716,157</b>	<b>8,270,296</b>
Less special events	-	-	-	-	-	-	(119,669)	-	(119,669)
<b>Net expenses reported by function on the statement of activities</b>	<b>\$ 3,516,456</b>	<b>\$ 506,503</b>	<b>\$ 1,675,141</b>	<b>\$ 613,786</b>	<b>\$ 479,188</b>	<b>\$ 6,791,074</b>	<b>\$ 643,396</b>	<b>\$ 716,157</b>	<b>\$ 8,150,627</b>

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

# Trickle Up Program, Inc.

## Statements of Cash Flows Years Ended August 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities		
Change in net assets	\$ (305,091)	\$ (3,393,936)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	39,410	39,340
Net realized and unrealized gains on investments	(340,889)	(39,786)
Increase (decrease) in cash resulting from changes in operating assets and liabilities:		
Accounts receivable	34,708	(25,500)
Pledges receivable	1,731,782	2,116,133
Prepaid expenses and other	(16,271)	(29,546)
Accounts payable and accrued expenses	(261,276)	246,941
Salaries payable and compensation-related liabilities	(34,175)	70,873
Note Payable	437,094	-
Refundable grant	(40,000)	40,000
Security deposits	-	(1,998)
Net cash provided by (used in) operating activities	<u>1,245,292</u>	<u>(977,479)</u>
Cash flows from investing activities		
Proceeds from sale of investments	248,490	420,415
Purchases of investments	(79,190)	(307,873)
Purchase of property and equipment	-	(38,132)
Net cash provided by investing activities	<u>169,300</u>	<u>74,410</u>
Net increase (decrease) in cash and cash equivalents	1,414,592	(903,069)
Cash and cash equivalents, beginning of year	<u>1,393,913</u>	<u>2,296,982</u>
Cash and cash equivalents, end of year	<u>\$ 2,808,505</u>	<u>\$ 1,393,913</u>

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



# Trickle Up Program, Inc.

## Notes to Financial Statements Years Ended August 31, 2020 and 2019

### 1. Organization

Trickle Up Program, Inc. ("Trickle Up") was founded in 1979 and incorporated in 1981 as a not-for-profit corporation.

Trickle Up works to create a world in which it is unacceptable for anyone to live in ultrapovertry. Trickle Up inspires and supports the poorest and most vulnerable to build sustainable livelihoods and take their first transformative steps out of ultrapovertry.

Trickle Up's program activities include the following:

*Program Implementation:* the delivery and management of the Trickle Up core programs in Africa, Asia, Central America, including training, seed capital grants, local partner support, and field office operations.

*Program Support:* program design, program management, monitoring and evaluation, partnership development, reporting and other expenses required for Trickle Up headquarters to support the Trickle Up core program.

*Technical Assistance:* providing assistance to other organizations in applying Trickle Up expertise in ultrapovertry and livelihoods in the design and management of programs.

*Research:* discrete research projects conducted by Trickle Up to improve the quality and evidence base for programs serving people living in ultrapovertry.

In addition to managing its global operations from its New York office, Trickle Up maintains branch offices in Burkina Faso (in process of closing), India, and Guatemala. Trickle Up also has a significant presence in Uganda, Vietnam, Bangladesh and Mexico.

### 2. Summary of Significant Accounting Policies

#### Basis of Presentation

The financial statements have been prepared on the accrual basis of accounting in accordance with principles generally accepted in the United States of America. Trickle Up is required to report information regarding its net assets as follows:

*Net Assets Without Donor Restrictions* – Net assets without donor restrictions are available for use at the discretion of the Board of Directors (the "Board") and/or management for general operating purposes. The Board may designate a portion of these net assets for a specific purpose which makes them unavailable for use at management's discretion.

*Net Assets With Donor Restrictions* – Net assets with donor restrictions consist of assets whose use is limited by donor-imposed, time and/or purpose restrictions.

Trickle Up reports gifts of cash and other assets as revenue with donor restrictions 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, the net assets are reclassified as net assets without the donor restrictions and reported in the statement of activities as net assets released from restrictions.

## Trickle Up Program, Inc.

### **Use of 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 the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### **Cash and Cash Equivalents**

For purposes of the statement of cash flows, Trickle Up considers all highly liquid debt instruments, purchased with a maturity of three months or less, to be cash equivalents, excluding those held in its investment portfolio as part of its long-term investment strategies.

Cash balances in the United States, which comprise the majority of Trickle Up's cash balances, are maintained in two financial institutions which, at times, may exceed federally-insured limits. Trickle Up has not experienced any losses in such accounts. At August 31, 2020, Trickle Up's uninsured cash balance totaled approximately \$1,565,000. Trickle Up also maintains bank accounts in Burkina Faso, India and Guatemala. There is no loss insurance on these accounts. The balance of these accounts at August 31, 2020 and 2019 was approximately \$93,000 and \$98,000, respectively.

### **Government Grants**

Revenue from government grants is recognized when the expenses on the projects are incurred. Advances from government grants are deferred until the revenue is earned and recorded as refundable advances in the statement of financial position.

### **Contributions and Pledges Receivable**

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

### **Investments and Fair Value Measurements**

Investments in marketable securities are valued at fair value. Unrealized gains and losses are included the statement of activities.

Investment income that is limited to specific uses by donor-imposed restrictions is reported as an increase in net assets with donor restrictions, and is reclassified to net assets without donor restrictions when the restrictions are met.

Trickle Up follows the accounting standards for fair value measurement and disclosures for financial assets and liabilities which clarify the definition of fair value, prescribe methods for measuring fair value, establish a fair value hierarchy based on the inputs used to measure fair value and expand disclosure about the use of fair value measurements. The following table presents financial assets that are measured at fair value on a recurring basis and are categorized using the fair value hierarchy. The fair value hierarchy has three levels based on the reliability of the inputs used to determine fair value as follows:

Level 1 – Includes investments for which unadjusted quoted prices are available in active markets for identical investments as of the reporting date.

Level 2 – Inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets and liabilities in markets that are not active, and inputs that are observable for the assets or liability, either directly or indirectly, for substantially the full-term of the financial instrument.

Level 3 – Includes investments that are valued using unobservable inputs to the extent that relevant observable inputs are not available, representing the Partnership's own assumptions about the assumptions

## Trickle Up Program, Inc.

that a market participant would use in valuing the investment, and that would be based on the best information available.

Alternative investments consist of a limited partnership interest that does not have a readily determinable fair value. The fair value of the investments in this class has been estimated using the net asset value of the Trickle Up's ownership interest in partners' capital and is not required to be categorized within the fair value hierarchy. The net asset value per share is estimated at fair value by the general partner in a manner consistent with accounting principles generally accepted in the United States for investment companies.

Trickle Up reviews and evaluates the values provided by the general partner and agrees with the valuation methods and assumptions used in determining the net asset values of these investments. These estimated fair values may differ significantly from the values that would have been used had a ready market for these investments existed.

### Property and Equipment

Property and equipment are stated at cost. Depreciation and amortization is provided using the straight-line method over the estimated useful lives of the assets. Additions are capitalized, whereas costs of maintenance and repairs are charged to expense as incurred.

### Grants Payable

Unconditional grants to others are accrued at the time authorized. For grants which are conditional upon the recipient fulfilling certain obligations prior to receiving funds, the grants are accrued at the time those conditions are satisfied.

### Functional Expenses

The statement of functional expenses present expenses by function and natural classification. Expenses directly attributable to a specific functional area of Trickle Up are reported as expenses of those functional areas. A portion of management and general costs that benefit multiple functional areas (indirect costs) have been allocated across program services and fundraising based on the proportion of full-time employee equivalents of a program or other supporting service versus the total organizational full-time employee equivalents.

### In-Kind Support

Trickle Up records the value of donated goods or specialized services based upon the fair market value at the date of donation. Contributed professional services are recognized if the services received (a) create 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. Contributions of tangible assets are recognized at fair market value when received.

Additionally, Trickle Up receives a significant amount of contributed time, which does not meet the recognition criteria described above. Accordingly, the value of this contributed time has not been determined and is not reflected in the accompanying financial statements.

### Tax Status

Trickle Up is a not-for-profit organization exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been designated as an organization which is not a private foundation.

## 3. Pledges Receivable, Net

Pledges receivable are expected to be collected as follows at August 31:

	<u>2020</u>	<u>2019</u>
Amounts due in less than one year	<u>\$ 713,061</u>	<u>\$ 2,444,843</u>

## Trickle Up Program, Inc.

### 4. Property and Equipment

Property and equipment consist of the following at August 31:

	Estimated Useful Life in Years	August 31,	
		2020	2019
Leasehold improvements	2-3	\$ 110,706	\$ 110,706
Furniture and fixtures	5	46,823	46,823
Computer equipment and website	3	80,797	80,797
Vehicles	5	211,648	211,648
		<u>449,974</u>	<u>449,974</u>
Less: Accumulated depreciation		<u>(376,942)</u>	<u>(337,532)</u>
		<u>\$ 73,032</u>	<u>\$ 112,442</u>

Depreciation expense for the years ended August 31, 2020 and 2019 was \$39,410 and \$39,340 respectively.

### 5. Investments

Investments at August 31, 2020 and 2019 are comprised of the following:

	2020				Measured at Net Asset Value
	Total	Level 1	Level 2	Level 3	
Money Market Funds	\$ 234,853	\$ 234,853	\$ -	\$ -	\$ -
Exchange Traded Funds - Equities	2,584,907	2,584,907	-	-	-
Exchange Traded Funds - Fixed Income	1,123,095	1,123,095	-	-	-
Limited Partnership	225,459	-	-	-	225,459
	<u>\$ 4,168,314</u>	<u>\$ 3,942,855</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 225,459</u>
	2019				Measured at Net Asset Value
	Total	Level 1	Level 2	Level 3	
Money Market Funds	\$ 357,532	\$ 357,532	\$ -	\$ -	\$ -
Exchange Traded Funds - Equities	2,273,214	2,273,214	-	-	-
Exchange Traded Funds - Fixed Income	1,097,131	1,097,131	-	-	-
Limited Partnership	268,848	-	-	-	268,848
	<u>\$ 3,996,725</u>	<u>\$ 3,727,877</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 268,848</u>

## Trickle Up Program, Inc.

Investment in marketable securities are comprised of the following at August 31:

	2020		2019	
	Cost	Fair Value	Cost	Fair Value
Money Market Funds	\$ 234,853	\$ 234,853	\$ 354,532	\$ 357,532
Exchange Traded Funds - Equities	1,495,454	2,584,907	1,510,925	2,273,214
Exchange Traded Funds - Fixed Income	1,040,931	1,123,095	1,054,775	1,097,131
Limited Partnership	250,000	225,459	250,000	268,848
	<u>\$ 3,021,238</u>	<u>\$ 4,168,314</u>	<u>\$ 3,170,232</u>	<u>\$ 3,996,725</u>

The limited partnership's investment strategy is to provide performance with competitive, equity-like risk-adjusted return through capital appreciation and current income. The limited partnership invests primarily in a diversified portfolio of common stocks and securities that are convertible into common stock and issued by both the United States and foreign companies. These convertible securities are typically either debt securities or preferred stocks that can be exchanged for common stock. The investment is redeemable on the last day of each calendar quarter, with 90 days prior notice.

Investment income is comprised of the following:

	2020	2019
Interest and dividends	\$ 79,735	\$ 81,665
Unrealized gain	323,585	6,302
Realized gain	17,304	33,484
Investment fees	(540)	(720)
	<u>\$ 420,084</u>	<u>\$ 120,731</u>

## 6. Endowment Funds

Trickle Up's endowment funds are donor-restricted endowment funds. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Trustees of Trickle Up has interpreted Connecticut General Statutes and the Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), as requiring the preservation of the fair value of the original gift as of the gift date of donor-restricted endowment funds that are classified as with donor restrictions absent explicit donor stipulations to the contrary. As a result of this interpretation, TUP classifies as net assets with donor restrictions (a) the original value of gifts donated to the donor-restricted endowment, (b) the original value of subsequent gifts to the donor-restricted endowment, and (c) accumulations to the donor-restricted endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in the donor-restricted endowment is classified as with donor restrictions (purpose restriction) until those amounts are appropriated for expenditure by Trickle Up in a manner consistent with the standard of prudence prescribed by UPMIFA.

## Trickle Up Program, Inc.

In accordance with UPMIFA, Trickle Up considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purpose of TUP and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation or deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of Trickle Up
- (7) Where appropriate and circumstances would otherwise warrant, alternatives to expenditure of the endowment fund, giving due consideration to the effect that such alternatives may have had on Trickle Up
- (8) The investment policy of Trickle Up.

Trickle Up's endowment funds composition, by type of fund and net asset classification, are summarized as follows at August 31:

	Net Assets with Donor Restrictions		
	Accumulated Earnings	Endowment Corpus	Total
Balance, August 31, 2020	<u>\$ 410,158</u>	<u>\$ 1,398,390</u>	<u>\$ 1,808,548</u>
Balance, August 31, 2019	<u>\$ 242,825</u>	<u>\$ 1,398,390</u>	<u>\$ 1,641,215</u>

Changes in Trickle Up's endowment funds for the years ended August 31, 2020 and 2019 are summarized as follows:

	2020		
	Accumulated Earnings	Endowment Corpus	Total
Endowment funds, beginning of the year	<u>\$ 242,825</u>	<u>\$ 1,398,390</u>	<u>\$ 1,641,215</u>
Investment Return:			
Investment income	37,355	-	37,355
Net realized and unrealized gains	<u>211,913</u>	-	<u>211,913</u>
Total investment return	<u>249,268</u>	-	<u>249,268</u>
Appropriation and release of endowment assets for expenditures	<u>(81,935)</u>	-	<u>(81,935)</u>
Endowment funds, end of the year	<u>\$ 410,158</u>	<u>\$ 1,398,390</u>	<u>\$ 1,808,548</u>

## Trickle Up Program, Inc.

	2019		
	Accumulated Earnings	Endowment Corpus	Total
Endowment funds, beginning of the year	\$ 285,350	\$ 1,398,390	\$ 1,683,740
Investment Return:			
Investment income	37,003	-	37,003
Net realized and unrealized gains	14,776	-	14,776
Total investment return	51,779	-	51,779
Appropriation and release of endowment assets for expenditures	(94,304)	-	(94,304)
Endowment funds, end of the year	\$ 242,825	\$ 1,398,390	\$ 1,641,215

Trickle Up has adopted investment and spending policies for endowment assets that seek to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that Trickle Up must hold in perpetuity. Under this strategy, managed by the Finance Committee, assets are invested in cash, US Government obligations, exchange traded funds, mutual funds or index funds.

The equity portion of the portfolio is invested in funds which endeavor to follow market indices. Any fixed income portion is invested in instruments that are either comprised of US government obligations, or are otherwise insured by the United States federal government. Trickle Up has a policy of appropriating for distribution each year 6% of the average fair value for the preceding twelve quarters.

### 7. Donated Goods and Services

Trickle Up receives various goods and services which are valued at their fair value at the time of donation.

Such donations received have been included in donated services in the statement of activities and related expenses on the accompanying statement of functional expenses as follows for the year ended August 31:

	2020	2019
Legal	\$ 66,653	\$ 66,130
Public relations / video production	257,659	107,030
	<u>\$ 324,312</u>	<u>\$ 173,160</u>

### 8. Employee Benefit Plan and Deferred Compensation

Trickle Up has a 403(b) retirement plan for all eligible U.S. employees. Trickle Up may contribute a one-to-one match of employee contributions up to 4% of the employee's salary and may make additional discretionary fixed contributions up to 3% of employees' salary. Pension expense under this plan amounted to \$56,040 and \$52,390 in matching contributions for the years ended August 31, 2020 and 2019, respectively. Discretionary fixed contributions totaled \$50,270 and \$46,521 for the years ended August 31, 2020 and 2019, respectively.

## Trickle Up Program, Inc.

Trickle Up has a retirement plan for all eligible India employees. Trickle Up contributes a match of 12% of the employee's salary to Public Provident Fund for each employee who contributes at least 5% of their salary. Pension expense under this plan amounted to \$18,659 and \$16,659 for the year ended August 31, 2020 and 2019, respectively.

In compliance with local labor laws, Trickle Up is required to provide compensation to qualified regional office employees in Burkina Faso, India and Guatemala upon termination of employment. The balance of the deferred compensation liability is \$112,387 and \$100,077 for the years ended August 31, 2020 and 2019, respectively.

### 9. Refundable Advances

Trickle Up received a term endowment grant in the amount of \$250,000. The grant has a five-year term expiring on March 3, 2024. Upon the expiration of the term, the donor has the right to request repayment of the endowment. Accordingly, this amount has been recognized as a refundable advance in the accompanying financial statements. During the term of the grant, Trickle Up may use any investment earnings for its general operations.

### 10. Note Payable

On April 9, 2020, Trickle Up secured a loan from a bank for \$437,094 through the U.S. Small Business Administration's Paycheck Protection Program. The loan has an interest rate of .98% and matures at April 9, 2022. Trickle Up expects that a portion or all of the loan may be forgiven in accordance with the provision of the paycheck protection program.

Trickle Up is following the provisions of ASC 405-20-1 which states a debtor shall derecognize a liability if and only if it has been extinguished. A liability has been extinguished if either of the following conditions is met:

- The debtor pays the creditor and is relieved of its obligation for the liability.
- The debtor is legally released from being the primary obligor under the liability, either judicially or by the creditor.

Accordingly, Trickle Up will record forgiveness of debt for amounts forgiven under the Paycheck Protection Program when such amounts are formally forgiven.

### 11. Letter of Credit

A letter of credit in the amount of \$37,132 has been issued on behalf of Trickle Up by a financial institution. The beneficiary is a lessor of its current office space which requires it as part of the leasing arrangement. The letter of credit is set to expire on October 31, 2021.

### 12. Net Assets Without Donor Restrictions

Trickle Up maintains a Board Designated Operating Reserve, and has adopted a policy to set forth its uses, including borrowings for use in operations and to fund approved programmatic and operating initiatives.

Appropriations of \$125,000 and \$300,000 were approved for use in operations for the years ended August 31, 2020 and 2019, respectively.



## Trickle Up Program, Inc.

In addition, the fiscal year 2019 and 2018 operating deficit and surplus, respectively, of \$225,500 and \$331,135, was transferred from/to the reserve during the years ended August 31, 2020 and 2019, respectively. Investment income for the years ended August 31, 2020 and 2019 increased the reserve by \$75,580 and \$54,031 respectively.

### 13. Net Assets With Donor Restrictions

Net assets with donor restrictions are available for the following purposes or periods:

	August 31,	
	2020	2019
Program activities	\$ 2,084,818	\$ 2,927,397
Take Us Further campaign	310,000	-
Held as endowment and subject to spending policy:		
Accumulated earnings on investments	410,158	242,825
To be held in perpetuity	1,398,390	1,398,390
	<u>\$ 4,203,366</u>	<u>\$ 4,568,612</u>

### 14. Commitments and Contingencies

Trickle Up rents office space in New York City under a long-term non-cancelable operating lease expiring through July 2021. Approximate future minimum rental payments under long-term non-cancelable operating lease are as follows:

Year Ending August 31,	
2021	<u>\$ 234,513</u>
	<u>\$ 234,513</u>

Rent expense charged to operations for the years ended August 31, 2020 and 2019 was \$274,783 and \$274,146, respectively.

Trickle Up was the recipient of a cooperative agreement from the United States Agency for International Development (USAID) for work in Mali. In March 2012, a military coup interrupted program operations and resulted in the cancellation of the remaining grant period. USAID informed Trickle Up that a portion of the final expenses was being disallowed, and requested reimbursement of \$78,865. Trickle Up submitted an appeal to USAID, proposing the return of \$56,869. Accordingly, \$56,869 is included in refundable grant in the accompanying statements of financial position. These funds will be held until a determination has been made by USAID.

Pursuant to the memorandums of understanding with its local implementing partner organizations, Trickle Up provides grants to some of its local partners to implement programmatic activities, including seed capital grants and training for individual participants to assist them in starting or expanding a business or income-generating activity. Payments are due to partners based on a schedule related to program implementation, with each payment subject to the partner satisfying certain conditions, programmatic and reporting requirements. Trickle Up expects to provide funding of approximately \$665,710 during the year ending August 31, 2020 pursuant to its existing memorandums of understanding. These amounts have not been recorded as a liability in the accompanying financial statements since they are conditional.

Government supported programs are subject to audit by the applicable granting agencies.

## Trickle Up Program, Inc.

### 15. Liquidity and Availability of Resources

Trickle Up's financial assets available within one year of the statements of financial position date for general expenditures is as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 2,808,505	\$ 1,393,913
Accounts receivable	9,459	44,167
Pledges receivable	713,061	2,444,843
Investments, at fair value	<u>4,168,314</u>	<u>3,996,725</u>
Total financial assets available	<u>7,699,339</u>	<u>7,879,648</u>
Less:		
Amounts unavailable for general expenditures within one year, due to:		
Restricted by donors in perpetuity	1,808,548	1,641,215
Restricted by donors with purpose restrictions	<u>2,084,818</u>	<u>2,927,397</u>
Total amounts unavailable for general expenditure within one year	<u>3,893,366</u>	<u>4,568,612</u>
Amounts unavailable to management without Board's approval:		
Board designated operating reserve	<u>2,085,592</u>	<u>2,070,328</u>
Total financial assets available to management for general expenditures within one year	<u>\$ 1,720,381</u>	<u>\$ 1,240,708</u>

#### *Liquidity Management*

Trickle Up maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations become due. Trickle Up's working capital and cash flows have variations during the year attributable to the timing of its programs and cash collections.

### 16. Concentrations

Approximately 10% and 40% of Trickle Up's revenue and support for the year ended August 31, 2020 and 2019, respectively, is derived from federal government grants. The current level of the Trickle Up's operations and program services may be impacted if the funding is not renewed. Other significant support is provided in the form of contributions by foundations, corporations and individuals and was approximately 65% and 38% of Trickle Up's revenue and support for the year ended August 31, 2020 and 2019, respectively.

Approximately 10% of total revenue and support for the year ended August 31, 2020 was from one government agency, and approximately 27% of total revenue and support for the year ended August 31, 2019 was from one government agency. As of August 31, 2020 and 2019, amounts due from two foundations comprised approximately 60% and 79% of pledges receivable, respectively.

## Trickle Up Program, Inc.

### 17. Trickle Up Program India

Pursuant to a license agreement, Trickle Up has granted use of its logos and marks to Trickle Up Program, India, an association formed by Indian citizens as a limited liability company in India pursuant to Section 8 of the Companies Act of 1956. This entity was established to promote the development of microenterprise in India, with a focus similar to Trickle Up on the extreme poor, women, and people with disabilities.

While a separate legal entity, Trickle Up works closely with Trickle Up Program, India as an extension of its own program activities, providing technical, other advising services, and assisting with publicity, fundraising and community programs and activities.

### 18. Covid-19

In March of 2020, a public emergency was declared in the United States related to a novel strain of coronavirus ("COVID-19"). The spread of COVID-19 around the world in 2020 has caused significant volatility in the U.S. and international markets. For the year ended August 31, 2020, Trickle Up has experienced decreased revenue and delays in the completion of programs. There is significant uncertainty around the breadth and duration of business disruptions related to COVID-19, as well as its impact on the U.S. and international economies.

### 19. Subsequent Events

Trickle Up has evaluated subsequent events through January 14, 2021, the date the financial statements were available for issuance.

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