# Consolidated Financial Statements

# Gentle Giants Draft Horse Rescue Society, Ltd.

Years Ended, December 31, 2021 and 2020

# **Gentle Giants Draft Horse Rescue Society, Ltd.**

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Steve Mathews, C.P.A. steve.mathews@mathewscripe.com

#### INDEPENDENT AUDITOR'S REPORT

Tracy Cripe, C.P.A. tracy.cripe@mathewscripe.com

To the Board of Directors of Gentle Giants Draft Horse Rescue Society, Ltd. Mount Airy, Maryland

We have audited the accompanying consolidated financial statements of Gentle Giants Draft Horse Rescue Society, Ltd. (a Maryland nonprofit organization), which comprise the consolidated statements of financial position as of December 31, 2021, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Gentle Giants Draft Horse Rescue Society, Ltd. as of December 31, 2021, 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.

#### **Report on Summarized Comparative Information**

Mathews & Cripe, LLC

We have previously audited Gentle Giants Draft Horse Rescue Society, Ltd. 2020 consolidated financial statements and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated June 30, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2020 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

July 8, 2022

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statements of Financial Position December 31, 2021 and 2020

	<u>ASSETS</u>		
		2021	 2020
CURRENT ASSETS			
Cash	\$	2,057,169	\$ 1,820,958
Marketable securities		945,906	50,025
Accounts receivable		35,440	24,815
Employee advances		-	5,866
Inventory		45,880	22,578
Prepaid expenses	_	357,410	 111,094
Total current assets		3,441,805	 2,035,336
PROPERTY & EQUIPMENT			
Land		4,580,087	4,580,081
Buildings & improvements		3,766,723	3,402,176
Vehicles		295,995	271,636
Equipment		311,949	260,538
		8,954,754	 8,514,431
Less: accumulated depreciation		(1,106,911)	 (851,057)
Net property & equipment		7,847,843	 7,663,374
Other assets		100	 100
Total assets	\$	11,289,748	\$ 9,698,810

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statements of Financial Position December 31, 2021 and 2020

<u>LIABILITIES ANI</u>	NET	<u>ASSETS</u>	
		2021	2020
CURRENT LIABILITIES			
Accounts payable & accrued expenses	\$	399,822	\$ 268,507
Line of credit		-	-
Current portion of capital leases		-	11,493
Current portion of long-term debt		207,353	206,000
Total Current Liabilities		607,175	486,000
LONG-TERM LIABILITIES			
Capital leases, less current portion		-	32,763
Long-term debt, less current portion		4,360,791	4,756,283
Total Liabilities		4,967,964	 5,275,046
NET ASSETS			
Without donor restrictions		6,139,293	4,235,256
With donor restrictions		_	-
Non-controlling interest in consolidated subsidia	ary	182,491	 188,508
Total Net Assets		6,321,785	 4,423,765
Total Liabilities and Net Assets	\$	11,289,748	\$ 9,698,810

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statements of Activities & Changes in Net Assets For the Year Ended, December 31, 2021 with Comparative Totals for the Year Ended, December 31, 2020

				Total
	Without Donor Restrictions	With Donor Restrictions	2021	Summarized Information 2020
PUBLIC SUPPORT				
Donations:				
Cash	\$ 7,058,243	\$ -	\$ 7,058,243	\$ 4,775,278
Bequests	166,111	-	166,111	18,021
Sponsorships	252,014		252,014	157,268
	7,476,368	-	7,476,369	4,950,567
REVENUE				
Boarding & adoption fees	337,951	-	337,951	382,328
Merchandise sales (net)	27,679	-	27,679	16,586
PPP loan forgiveness	186,663	-	186,663	-
Interest & misc.	64,747		64,747	22,361
	617,040	-	617,040	421,275
Total support and net revenue	8,093,408		8,093,408	5,371,842
EXPENSES				
Program services	4,850,403	-	4,850,403	3,619,615
Support Services				
Management	392,277	_	392,277	261,983
Fundraising	952,708	-	952,708	864,196
Total expenses	6,195,388	-	6,195,388	4,745,794
Changes in Net Assets				
Before Non-controlling Interest	1,898,020	-	1,898,020	626,048
Non-controlling interest of				
Subsidiary's (Income) Loss	6,017		6,017	(6,449)
Change in Net Assets	1,904,037	-	1,904,037	619,599
Net assets - beginning of year	4,235,256		4,235,256	3,615,657
Net assets - end of year	\$ 6,139,293	\$ -	\$ 6,139,293	\$ 4,235,256

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statement of Functional Expenses For the Year Ended, December 31, 2021 with Comparative Totals for the Year Ended, December 31, 2020

					Total
	Program Services	Suppo	rt Services		Summarized
	Horse Rescue &				Information
	Care	Management	Fundraising	2021	2020
Advertising	\$ -	\$ 9,458	\$ -	\$ 9,458	\$ 4,181
Agency fee	230,164	3,851	162,157	396,172	326,232
Auto & truck	34,637	-	-	34,637	22,641
Back-end premiums	35,707	597	25,156	61,460	39,169
Bank & finance charges	-	17,584	-	17,584	24,664
Boarding	-	-	-	-	2,131
Computer services	39,708	29,074	27,975	96,757	67,188
Contract services	65,456	-	-	65,456	20,559
Depreciation	259,854	-	-	259,854	167,831
Donations	-	82,620	-	82,620	5,520
Dues & registration	-	11,079	-	11,079	7,204
Farm & barn supplies	170,381	-	-	170,381	163,223
Farrier	107,140	-	-	107,140	103,394
Feed, grain, hay & supplements	377,515	-	-	377,515	290,593
Fulfillment	18,919	317	13,329	32,565	27,456
Horse rescue	73,782	-	-	73,782	49,067
Insurance	63,579	37,866	-	101,445	100,069
Legal & accounting	-	18,651	4,567	23,218	43,610
Mail list management	52,792	883	37,193	90,868	84,660
Mailhouse laser	122,208	2,045	86,099	210,352	152,713
Miscellaneous	50,133	431	109,038	159,602	37,745
Occupancy	344,888	10,179	-	355,067	321,213
Office supplies & expense	-	36,977	-	36,977	12,554
Postage & shipping	425,390	6,828	287,541	719,759	585,151
Printing & production costs	289,056	4,741	199,653	493,450	402,542
Repairs & maintenance	218,473	-	-	218,473	97,871
Salaries & wages	1,258,477	110,633	-	1,369,110	1,127,830
Tack & tack supplies	5,474	-	-	5,474	8,882
Taxes	104,929	8,463	-	113,392	54,790
Training	4,148	-	-	4,148	16,379
Travel	6,525	-	-	6,525	3,596
Veterinary care	358,111	-	-	358,111	295,194
Volunteer/staff expense	40,235	-	-	40,235	29,710
Waste disposal	92,722			92,722	50,232
Total Functional Expenses	\$ 4,850,403	\$ 392,277	\$ 952,708	\$ 6,195,388	\$ 4,745,794

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statements of Cash Flows For the Years Ended, December 31, 2021 and 2020

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 1,904,036	\$619,599_
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities		
Depreciation	259,854	167,831
(Gain) loss on asset disposal	-	(1,000)
(Gain) on PPP loan forgiveness	(186,663)	-
Equity income from subsidiary	(6,017)	6,443
Net Change in:		
Accounts receivable	(9,085)	3,950
Employee advances	4,326	(5,645)
Prepaid expenses	(246,316)	(18,668)
Inventory	(23,302)	(22,064)
Accounts payable and accrued expenses	131,316	(6,471)
Boarder deposits		(15,855)
Total adjustments	(75,887)	108,521
Net Cash Provided (Used) by Operating Activities	1,828,149	728,120
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of property & equipment	-	1,000
Purchase of marketable securities	(895,881)	(20,153)
Purchases of property & equipment	(444,320)	(149,975)
Net Cash Provided (Used) by Investing Activities	(1,340,201)	(169,128)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on line of credit	-	(153,586)
Proceeds from borrowings	-	1,986,663
Payments on capital leases	-	(20,296)
Payments on long-term debt	(251,737)	(1,671,868)
Net Cash Provided (Used) by Financing Activities	(251,737)	140,913
NET INCREASE (DECREASE) IN CASH	236,211	699,905

# Gentle Giants Draft Horse Rescue Society, Ltd. Consolidated Statements of Cash Flows For the Years Ended, December 31, 2021 and 2020

		2021		2020
CASH AT BEGINNING OF YEAR		1,820,958		1,121,053
CASH AT END OF YEAR	\$	2,057,169	\$	1,820,958
SCHEDULE OF NON-CASH INVESTING AND FINA	ANCI	NG TRANSACT	ΓIONS	
Acquisition of property & equipment	\$	444,320	\$	2,029,975
Less: loans used to acquire property & equipment				(1,880,000)
Cash Used for Acquisition of Property & Equipment	\$	444,320	\$	149,975
SUPPLEMENTAL DISCLOSURES OF CASH FLOW	INFO	ORMATION		
Cash Paid During the Year for: Interest	\$	171,251	\$	132,812

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### ORGANIZATION AND NATURE OF ACTIVITIES

Gentle Giants Draft Horse Rescue Society, Ltd. (the Organization) is a Maryland-based non-profit organization, founded in 2005, and is dedicated to the rescue, shelter, feeding, training and rehabilitation of horses that are homeless, abandoned by their owners, at risk of needless slaughter, or are victim of inhumane care and abuse. Horses that are rescued from slaughter or that can be rehabilitated are found new, permanent adoptive homes. The Organization's main support is from donations from the general public and direct-mail donor contributions.

In 2017, the Organization received as a gift, 182 shares of Southdown Community, Inc., (the Corporation) a Virginia-based S-corporation that operates horse stables. In 2019, the Organization purchased 78 shares from the Corporation's shareholders. These transactions resulted in the Organization owning 76.9%% of the outstanding shares of the Corporation. The assets, liabilities, and income and expense items of the Corporation have been consolidated in these financial statements, as required by generally accepted accounting principles.

#### **BASIS OF PRESENTATION**

The accompanying consolidated financial statements include the accounts of the Organization and its majority-owned subsidiary, Southdown Community, Inc., and are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*. All significant intercompany accounts, transactions, and profits have been eliminated in consolidation.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended, December 31, 2019, from which summarized information was derived.

#### **CONTRIBUTIONS**

Contributions received are recorded as with, or without donor restrictions depending on the nature and existence of donor restrictions.

#### CASH AND CASH EQUIVALENTS

For purposes of the statement of cash flows, the Organization considers all highly liquid debt instruments purchased with original maturities of three months or less to be cash equivalents.

#### **Gentle Giants Draft Horse Rescue Society, Ltd.**

**Notes to Consolidated Financial Statements** 

For the Years ended, December 31, 2021 and 2020

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### ACCOUNTS RECEIVABLE

Accounts receivable are presented net of the allowance for doubtful accounts of \$-0- at December 31, 2021 and 2020. Management's periodic evaluation of the adequacy of the allowance is based on the Corporation's past loss experience. Accounts receivable are charged off when they are 180 days past due.

#### **INVENTORY**

Inventory consists of donor gifts and is carried at cost using the first-in, first-out method (FIFO) method.

#### PROPERTY AND EQUIPMENT

Property and equipment are capitalized when the total purchase price exceeds \$500 and are carried at cost, less accumulated depreciation. Depreciation is provided using the straight-line method based upon the estimated useful lives of the asset. Furniture, fixtures, equipment and vehicles are depreciated over 5-7 years. Buildings and leasehold improvements are depreciated using the straight-line method over 39 years.

#### **INCOME TAXES**

The Organization is a not-for-profit organization that is 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.

The Organization's forms 990, *Return of Organization Exempt from Income Tax*, for the years 2018, 2019 and 2020 are subject to examination by the IRS, generally for three years after they were filed.

#### **COSTS OF JOINT ACTIVITIES**

FASB ASC 958-720-50-2, "Accounting for Costs of Activities That Include Fund Raising", establishes accounting standards for recording costs associated with joint activities (activities which are part fundraising and have elements of one or more other functions, such as program or general and administrative). The pronouncement requires that the criteria of purpose, audience and content be met in order to allocate any portion of the costs of joint activities to a functional area other than fundraising.

#### **ADVERTISING**

Advertising costs are expensed as incurred. Advertising expense for the years ended, December 31, 2021 and 2020, was \$9,458 and \$4,181, respectively.

# Gentle Giants Draft Horse Rescue Society, Ltd.

Notes to Consolidated Financial Statements For the Years ended, December 31, 2021 and 2020

#### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **ESTIMATES**

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

#### **COMPENSATED ABSENCES**

Vacation, personal, and sick pay are considered expenditures in the year paid, and do not carry over from year to year. Therefore, there are no accrued liabilities for compensated absences.

#### MARKETABLE SECURITIES

The Organization classifies its securities as available for sale and they are carried at fair value. Fair values are generally based upon quoted market prices. Gains and losses are included in earnings.

#### B. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The following reflects the Organization's financial assets as of the balance sheet date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date:

	 2021
Financial assets at year-end	\$ 2,057,169
Financial assets available to meet cash needs	
for general expenditures within one year	\$ 2,057,169

#### C. CONTINGENCY

The Organization maintains cash balances at various financial institutions. Cash balances are insured by the Federal Deposit Insurance Corporation up to \$250,000 per depositor per insured financial institution. Amounts in excess of insured limits at December 31, 2021, was \$1,140,623. Management believes the Organization is not subject to any significant credit risk on cash and cash equivalents.

#### D. ALLOCATION OF JOINT ACTIVITIES

During the year ended, December 31, 2021, the Organization incurred joint costs of approximately \$2,332,209, for officer and administrative salaries, legal fees, printing, postage and related costs primarily related to fundraising appeals. Pursuant to FASB ASC 958-720-50-2, these costs were allocated to the functional areas as follows:

	2021		
Program Services	\$	1,330,893	
Fund Raising		861,756	
Management		139,560	
	\$	2,332,209	

#### E. CONCENTRATIONS

Approximately 53% of the Organization's revenue is derived from the fundraising efforts of a professional fundraising company. In the event the professional fundraiser no longer performed services for the Organization, the current level of the Organization's operations and services would be negatively impacted. At December 31, 2021, there is no provision in the financial statements for such an event as a reasonable estimate cannot be made and no losses are anticipated.

#### F. NON-CONTROLLING INTEREST IN S-CORPORATION

The Organization has reflected a non-controlling interest for the portion of the Organization's assets, liabilities, revenue, and expenses not controlled by the Organization, separately in the consolidated statement of financial position and the consolidated statement of activities and changes in net assets. Below is a reconciliation of the change in net assets:

	Controlling	Non- Controlling
Net assets as of January 1, 2021	\$ 4,235,256	\$ 188,508
Change in net assets	1,904,037	(6,017)
Net assets as of December 31, 2021	\$ 6,139,293	\$ 182,491

#### G. CAPITAL LEASES

The Organization entered into a capital lease agreement for the purchase of a loader. The lease began in 2016 and requires 60 equal monthly payments of \$961. Upon termination, ownership transfers to the Organization with a \$1 payment. The loader is being depreciated over five years using the straight-line method. Total accumulated depreciation related to the loader was \$41,531 at December 31, 2021. The lease was paid in full during 2021.

The Organization entered into a capital lease agreement for the purchase of a truck. The lease began in 2019 and requires 84 equal monthly payments of \$788. Upon termination, ownership transfers to the Organization with a \$1 payment. The truck is being depreciated over five years using the straight-line method. Total accumulated depreciation related to the truck was \$32,612 at December 31, 2021. The lease was paid in full during 2021.

Future minimum lease payments required under these leases are as follows:

2022	\$ _
2023	-
2024	-
2025	-
2026 and thereafter	
	-
Less amount representing interest	 -
Present value of minimum lease payments	-
Less: current portion	 
	\$ -

#### H. LINE OF CREDIT

The Corporation has a \$150,000 bank line of credit available for general operating purposes. The line is payable upon demand with interest payable at 1% over prime (4.25% at December 31, 2021). There are no significant restrictive provisions in the agreement. The balance was \$-0- and \$-0- at December 31, 2021 and 2020, respectively. The line matures February 20, 2022.

I. MARKETABLE SECURITIES

At December 31, 2021 and 2020, marketable securities consist of:

	2021		2020	
Corporate stocks, at cost	\$	944,827	\$	48,388
Unrealized gains Unrealized losses		25,110 (24,031)		1,637 -
Total marketable securities at fair value	\$	945,906	\$	50,025

#### J. FAIR VALUE MEASUREMENTS

Accounting standards define fair value as an exit price, establish a framework for measuring fair value within generally accepted accounting principles and expand disclosures about fair value measurements.

Fair value is an exit price, which represents the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. Fair value should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering such assumptions, there is a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value as follows:

- Level 1 inputs: quoted market prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2 inputs: observable inputs including Level 1 prices that have been adjusted for differences in local markets; quoted prices for similar assets and liabilities; and other inputs corroborated by observable market data.
- Level 3 inputs: unobservable inputs (e.g., a company's own data)

The following table presents the Organization's assets measured at fair value on a recurring basis at December 31, 2021:

	I	Level 1	Le	vel 2	Level 3
Marketable securities	<b>\$</b>	945,906	•	_	•
Warketable securities	<u>ф</u>	945,900	J		J .

Long-term debt consists of the following:			
<i>g</i> .		2021	 2020
Note payable to Fulton Bank in \$7,797 monthly installments including interest at 4.60%; secured by real property; matures March 2037	\$	1,041,554	\$ 1,088,44
Note payable to Fulton Bank in \$3,047 monthly installments including interest at 4.01%; secured by real property; matures February 2030		270,950	295,94
Note payable to Fulton Bank in \$6,481 monthly installments including interest at 2.75%; secured by real property; matures September 2047		1,404,636	1,474,02
Note payable to Schnider in \$1,910 monthly installments including interest at 4.00%; secured by real property; matures September 2050		391,155	398,26
Note payable to Fulton Bank in \$9,816 monthly installments including interest at 2.75%; secured by real property; matures May 2036		1,434,799	1,487,38
Payroll Protection Program note payable to Fulton Bank including interest at 1.00%; unsecured; forgiven in 2021		-	186,66
Note payable to AGCO Finance in \$566 monthly installments including imputed interest at 3.00%; secured by equipment; matures			

25,050

30,988

November 2025

K. LONG-TERM DEBT (continued)		
	2021	2020
Note payable to Sheffield Financial in \$100		
monthly installments including interest at 0%;		
secured by equipment; matures June 2021	<u> </u>	584
	4,568,144	4,962,283
Less: current portion	207,353	206,000
	\$ 4,360,791	\$ 4,756,283

At December 31, 2021, the five-year maturities are as follows:

2022	\$ 207,353
2023	208,664
2024	210,017
2025	210,846
2026 and thereafter	3,731,264
	\$ 4,568,144

### L. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through July 8, 2022, the date which the financial statements were available to be issued.