

Consolidated Financial Statements For the Year Ended December 31, 2021 (With Summarized Comparative Financial Information for the Year Ended December 31, 2020) With Independent Auditor's Report



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# TABLE OF CONTENTS

	<u>Page(s)</u>
INDEPENDENT AUDITOR'S REPORT	1–2
CONSOLIDATED FINANCIAL STATEMENTS	
Consolidated Statements of Financial Position	3
Consolidated Statement of Activities	4
Consolidated Statement of Functional Expenses	5
Consolidated Statements of Cash Flows	6
Notes to Consolidated Financial Statements	7–27



# **INDEPENDENT AUDITOR'S REPORT**

Board of Directors The Synergos Institute, Inc.

### **Report on the Audit of the Financial Statements**

### Opinion

We have audited the accompanying financial statements of The Synergos Institute, Inc. and Consolidated Entities (collectively, the Organization), which comprise the consolidated statement of financial position as of December 31, 2021, 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.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the Organization 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.

## **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS); Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing these consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for one year after the date that the consolidated financial statements are available to be issued.

80 Pine Street New York, NY 10005 **T** +1 212 709 4500 **F** +1 212 709 4680 mitchelltitus.com



## Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether these consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or override of internal control.

Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users made on the basis of these 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 consolidated 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 consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, amount other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.



### Report on 2020 Summarized Comparative Information

We have previously audited the 2020 financial statements of The Synergos Institute, Inc. and Consolidated Entities, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated November 8, 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 financial statements from which it has been derived.

\_\_\_\_\_, 2022

Consolidated Statements of Financial Position As of December 31, 2021 (With Summarized Comparative Financial Information as of December 31, 2020)

	2021		 2020
ASSETS			
Cash	\$	1,554,309	\$ 2,484,923
Short-term investments		3,404,613	1,180,525
Pledges and other receivables, net		4,139,626	2,910,203
Investments		19,921,159	18,748,375
Prepaid expenses and other assets		182,574	223,782
Property and equipment, net		123,105	 275,480
Total assets	\$	29,325,386	\$ 25,823,288
LIABILITIES AND NET ASSETS Liabilities			
Accounts payable and accrued expenses	\$	546,062	\$ 686,129
Capital lease obligation		6,942	13,350
Deferred lease obligations		96,744	 205,506
Total liabilities		649,748	 904,986
Net assets Without donor restrictions			
Invested in property and equipment		646,254	646,254
Designated for long-term investment		21,632,844	20,230,015
Undesignated		(1,147,864)	 (630,562)
Total net assets without donor restrictions		21,131,234	20,245,707
With donor restrictions		7,544,404	 4,672,595
Total net assets		28,675,638	 24,918,302
Total liabilities and net assets	\$	29,325,386	\$ 25,823,288

Consolidated Statement of Activities

Year Ended December 31, 2021

(With Summarized Comparative Financial Information for the Year Ended December 31, 2020)

		2020		
	Without Donor	2021 With Donor		
	Restrictions	Restrictions	Total	Total
SUPPORT, REVENUE AND RECLASSIFICATIONS				
Contributions				
Foundations	\$ 246,571	\$ 5,922,929	\$ 6,169,500	\$ 1,608,417
Individuals	637,211	205,045	842,256	665,020
Corporations	6,297	-	6,297	17,146
GPC membership dues	1,684,370	-	1,684,370	1,903,835
Consulting services Special event, net of direct benefit to donor cost	652,927	-	652,927	522,031
of \$79,712 in 2021 and \$208,720 in 2020	480,777	_	480,777	381,484
Other income	122,856	-	122,856	74,728
Net assets released from restrictions -	122,000		122,000	1 1,1 20
Satisfaction of program and time restrictions	3,256,165	(3,256,165)	-	-
Total support, revenue and	· · ·			
reclassifications	7,087,174	2,871,809	9,958,983	5,172,661
EXPENSES				
Program services				
Networks	2,084,795	-	2,084,795	2,262,977
Partnerships	1,292,230	-	1,292,230	1,610,300
Namibia	282,007	-	282,007	437,044
Ethiopia	1,214,360	-	1,214,360	3,913,086
Nigeria South Africa	414,956 230,540	-	414,956 230,540	755,740 122,462
Communications and outreach	230,540 212,621	-	230,540 212,621	260,761
Total program services	5,731,509		5,731,509	9,362,370
rotal program services	3,731,303		3,731,003	3,302,370
SUPPORTING SERVICES				
Management and general	1,716,260	-	1,716,260	1,601,200
Fundraising	741,072	-	741,072	701,537
Total supporting services	2,457,332		2,457,332	2,302,737
Total expenses	8,188,841	<u> </u>	8,188,841	11,665,107
Change In net assets before other changes	(1,101,667)	2,871,809	1,770,142	(6,492,446)
Other changes				
Return on investment of Board-restricted	0.044.005		0.011.005	1 000 500
fund for long-term investments, net of fees	2,014,829	-	2,014,829	1,993,536
Foreign currency translation loss	(28,199)	-	(28,199)	(80,160)
Change in net assets	884,963	2,871,809	3,756,772	(4,579,071)
Net assets				
Beginning	24,918,302	-	24,918,302	29,497,373
Ending	\$ 25,803,265	\$ 2,871,809	\$ 28,675,074	\$ 24,918,302
-				

Consolidated Statement of Functional Expenses

Year Ended December 31, 2021

(With Summarized Comparative Financial Information for the Year Ended December 31, 2020)

	Program Services							Su	pporting Servi				
	Networks	Partnerships	Nambia	Ethiopia	Nigeria	South Africa	Communications and Outreach	Total Program Services	Management and General	Fund Raising	Total Supporting Services	Grand Total 2021	Summarized Total 2020
Salaries, payroll taxes, and employee benefits Consultant and other professional	\$ 867,836	337,374.31	197,918.06	638,140.24	81,990.19	130,812.68	179,520.92	\$ 2,433,592	738,334.88	212,252.44	\$ 950,587	\$ 3,384,180	\$ 4,069,069
fees Grants and socially responsible	884,559	497,812	53,970	96,472	218,279	23,550	10,228	1,784,870	471,270	249,462	720,732.18	2,505,602	5,001,247
investments Travel and entertainment Conferences and meetings	9,670 25,904 73,916	313,283.56 1,877.26 42,463.53	24.59 231.28 10.99	152,814.34 20,156.00 250,385.42	36.18 13,793.52 64,146.27	69,162.49 370.70 864.06	17.37 71.59 773.61	545,009 62,405 432,560	675.00 61,940.00 5,570.45	345.00 3,900.09 3,121.54	1,020.00 65,840.09 8,691.99	546,029 128,245 441,252	355,820 203,702 724,440
Insurance External communications Occupancy expenses	18,393 42,608 103,722	11,400.68 494.70 64,628.71	2,795.69 3.99 22,576.31	949.34 17.17 47,662.12	324.40 4,274.29 17,574.58	629.74 114.33 1,745.18	1,875.85 5,776.99 9,928.64	36,369 53,289 267,837	40,697.38 83.33 187,482.83	32,984.72 104.52 173,917.06	73,682.10 187.85 361,399.89	110,051 53,477 629,237	79,163 156,905 633,610
Recruitment, training, and general office expenses Bank charges and fees Bad debt expense	27,950 1,339	6,139.27 (1,154.72)	4,209.19 267.23	7,763.19	14,537.56 -	3,045.45 245.48	1,671.28 (190.00)	65,316 507 -	76,799.65 82,143.77	18,436.75 (3,207.66)	95,236.40 78,936	160,553 79,443	161,903 68,441 25,000
Expenses before depreciation and amortization	2,055,898	1,274,319	282,007	1,214,360	414,956	230,540	209,674	5,681,754	1,664,997	691,317	2,356,314	8,038,068	11,479,300
Depreciation and amortization	28,897	17,911.26			<u> </u>		2,947.08	49,755	51,263	49,755	101,018	150,773	185,807
Total expenses before cost of direct benefits to donors	2,084,795	1,292,230	282,007	1,214,360	414,956	230,540	212,621	5,731,510	1,716,260	741,072	2,457,332	8,188,841	11,665,107
Cost of direct benefits to donors		<u> </u>	<u> </u>			<u> </u>			<u> </u>				208,720
Total expenses - 2021	\$ 2,084,795	\$ 1,292,230	\$ 282,007	\$ 1,214,360	\$ 414,956	\$ 230,540	\$ 212,621	\$ 5,731,510	\$ 1,716,260	\$ 741,072	\$ 2,457,332	\$ 8,188,841	\$ 11,873,827

Consolidated Statements of Cash Flows

Year Ended December 31, 2021

(With Summarized Comparative Financial Information for the Year Ended December 31, 2020)

		2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$	3,756,772	\$ (4,579,071)
Adjustments to reconcile change in net assets to net			
cash (used in) provided by operating activities Depreciation and amortization		150 772	105 007
Non-cash income		150,773	185,807
Net realized and unrealized gains on investments		(2,014,829)	(1,995,304)
Amortization of deferred lease obligations		(108,762)	(108,762)
Bad debt expense		-	25,000
Changes in operating assets and liabilities			
Decrease (increase) in pledges and other receivables		(1,229,423)	1,996,315
(Increase) decrease in prepaid expenses and other assets		41,208	(17,860)
(Decrease) increase in accounts payable and accrued expense	e	(140,068)	(447,062)
Net cash provided by (used in) operating activities		455,671	(4,940,938)
CASH FLOWS FROM INVESTING ACTIVITIES			
Proceeds from sale of investments		8,437,503	3,846,359
Purchase of investments		(9,830,196)	(371,079)
Purchase of Fixed Assets		-	(13,080)
Net cash provided by (used in) investing activities		(1,392,693)	3,462,200
CASH FLOWS FROM FINANCING ACTIVITIES			
Payments on capital lease obligation		6,408	10,983
Net cash provided by (used in) financing activities		6,408	10,983
Net decrease increase in cash		(930,614)	(1,467,755)
Cash			
Beginning		2,484,923	3,952,678
Ending	\$	1,554,309	\$ 2,484,923
SUPPLEMENTAL DISCLOSURE OF CASH			
FLOW INFORMATION			
Cash paid during the year for interest	\$	-	<u>\$</u> -

# NOTE 1 DESCRIPTION OF ORGANIZATION

The Synergos Institute, Inc. and Consolidated Entities (collectively, the Organization or Synergos) work through the Bridging Leadership approach with voluntary organizations and other groups and stakeholders in supporting local communities to develop effective, sustainable solutions to poverty problems. The Synergos Institute, Inc. is the founding member and controls the operations and activities of the following consolidated entities: The Synergos Institute (South Africa), an association incorporated in January 2007 under Section 21 of the South African Companies Act 1973, and The Synergos Namibia Trust, which was established on December 1, 2008, in the Republic of Namibia.

The Organization brings people together to solve complex problems of poverty and inequality. Together with partners in more than 30 countries, the Organization creates, promotes, and sustains collaborations among business, government civil society and marginalized communities. It does this by building trust, designing and implementing change processes, and enhancing the effectiveness of bridging leaders and institutions, as exemplified by the following programs:

### Strengthening Leaders

Synergos manages global and regional networks of leaders in philanthropy and civil society, including: the Global Philanthropists Circle (GPC), the Pioneers network of social entrepreneurs in the Arab World, and the global Synergos Senior Fellows. Synergos generates thought leadership, training, and events that help changemakers increase their impact by connecting to purpose, building trust, and learning bridging leadership skills. Network members learn from each other's work, make new connections, develop their skills, and take their work to new levels. The GPC works with private philanthropic families to leverage their resources and increase the impact of their philanthropy. The Arab World program works with leaders in Egypt. Jordan, Lebanon, Morocco, and Palestine who have created social enterprises that are improving the lives of people in their communities. Synergos' Senior Fellows is an international network of distinguished civil society leaders committed to addressing poverty and in equity. The network aims to enhance their skills, knowledge and experience through peer-to-peer learning, regional gatherings, learning journeys, and workshops.

### Forming Partnerships

Synergos builds and supports coalitions all over the world that enhance the capacity for stakeholders with diverse viewpoints and interests to come together to generate, test, and implement ideas that create lasting social impact on pressing, complex challenges. These include programs in Nigeria, Ethiopia, Bangladesh, South Africa, Namibia, and Mexico.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

### NOTE 1 DESCRIPTION OF ORGANIZATION (continued)

#### Forming Partnerships (continued)

In Nigeria, Synergos seeks to increase income and improve livelihoods in the agricultural sector through collaborations between key actors across value chains in the states of Kaduna and Niger in preparation for the official launch of state agricultural policies.

In Ethiopia, Synergos is building the capacity of leaders in the Ministry of Agriculture and Natural Resources, in pursing agricultural growth that improves the lives of smallholder farmers. Synergos has expanded work in Ethiopia through an initiative to increase productivity and household income of smallholder farmers in three districts through the creation of centers of excellence in horticulture production. In Namibia, Synergos is strengthening health systems and nutrition for the improved health of mothers, infants, and children. In South Africa, the Social Connectedness program builds awareness of the concept, best practices, and related public policy, working with leaders of organizations providing services to vulnerable children and youth. In Bangladesh, Synergos leads a coalition of public health and early childhood development leaders to scale integrated childcare centers as a proven solution to child drowning, the leading cause of death of children under five years old. In Mexico, Synergos builds support for leaders in the country to engage in multi-sectoral partnerships that address socio-economic challenges in their communities.

### **Advising Organizations**

Synergos guides clients and partners to be more effective agents of social change, through applying the Bridging Leadership approach to their own projects, delivering actionable strategies that create deeper and longer lasting impact.

### Communications and Outreach

This program disseminates knowledge and information to its constituencies and provides various publications and materials to enhance the work done with partners.

The Synergos Institute, Inc. was organized under the laws of the State of New York on September 26, 1986, as a not-for-profit corporation under subparagraph (a)(5) of Section 102 of the Not-for-Profit Corporation Law.

The Internal Revenue Service (IRS) has determined that The Synergos Institute, Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code (IRC). The Synergos Institute, Inc. is also exempt from New York State and New York City income taxes.

### NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Accounting and Consolidated Financial Statement Presentation

The Organization's consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) as applicable to not-for-profit organizations. All significant inter-organization accounts and transactions have been eliminated in consolidation.

In accordance with U.S. GAAP, the Organization reports information regarding its consolidated financial position and activities according to two net asset classes: without donor restrictions and with donor restrictions.

*Without Donor Restrictions*: Net assets that are not subject to donor-imposed stipulations. Net assets without donor restrictions may be designated for specific purposes by actions on behalf of the Board of Directors or may otherwise be limited by contractual agreements with outside parties. Undesignated net assets can be utilized to carry out any purpose of the Organization.

*With Donor Restrictions*: Net assets used by the Organization and subject to donor-imposed stipulations that can be fulfilled by actions of the Organization pursuant to those stipulations or that expire with the passage of time.

#### Pledges, Other Receivables, and Doubtful Accounts

Pledges and other receivables are reported at the net present value of outstanding principal balances reduced by an allowance for doubtful accounts. Long-term pledges receivable is recorded at fair value, using a present value technique that is calculated based on a discount rate that is commensurate with the risks involved. Valuations are reviewed annually by management by updating the discount rate and net realizable value.

The discount rates used for the years ended December 31, 2021 and 2020, were .07% and 1.59%, respectively, based on the market yield on U.S. Treasury securities at two-year constant maturity, quoted on an investment basis.

The Organization estimates doubtful accounts based on historical bad debts, factors related to specific donors' and GPC members' ability to pay and current economic trends. The Organization writes off receivables against the allowance when a balance is determined to be uncollectible. In 2021, the Organization recorded an allowance for doubtful accounts of \$0; an allowance of \$25,000 was recorded in 2020.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### Short-Term Investments

Short-term investments are cash held in savings or money market accounts for the purpose of generating interest income. For purposes of the consolidated statements of cash flows, the Organization considers all money market funds and other highly liquid investments with original maturities of three months or less when purchased to be investments.

### Investments and Income Recognition

Investments are reported at fair value in the consolidated statements of financial position. The consolidated statement of activities includes return on investments consisting of interest and dividend income and realized and unrealized gains and losses. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Purchases and sales of securities are recorded on a trade-date basis.

Realized and unrealized gains and losses are included in the consolidated statement of activities as increases or decreases in net assets without donor restrictions unless donor or relevant laws place restrictions on these gains and losses. For the purpose of determining the gain or loss on a sale, the cost of securities sold is based on the average cost of each security held at the date of sale.

Investment management fees of \$85,449 and \$90,422 have been incurred for the years ended December 31, 2021 and 2020, respectively, and are netted against investment income as reflected in the accompanying consolidated statement of activities.

# **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### Fair Value Measurements

Assets and liabilities recorded at fair value are categorized upon the level of judgment associated with the inputs used to measure their fair value. Level inputs are defined as follows:

- *Level 1:* Quoted prices for identical assets and liabilities traded in active exchange markets, such as the New York Stock Exchange.
- *Level 2:* Observable inputs other than Level 1, including quoted prices for similar assets or liabilities, quoted prices in less active markets, or other observable inputs that can be corroborated by observable market data. Level 2 also includes derivative contracts whose value is determined using a pricing model with observable market inputs or can be derived principally from or corroborated by observable market data.
- *Level 3:* Unobservable inputs supported by little or no market activity for financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation; also includes observable inputs for nonbinding single dealer quotes not corroborated by observable market data.

### Property and Equipment

Property and equipment with an estimated useful life of more than one year are capitalized and recorded at cost at the date of acquisition or fair value at the date of donation.

Depreciation is computed using the straight-line method over the estimated useful lives of the respective assets. Leasehold improvements are amortized over the remaining term of the lease or the life of the assets, whichever is less.

Fixed assets acquired or held under capital leases are recorded in property and equipment. The amount capitalized is the lower of the present value of the minimum lease payments or the fair value of the leased asset. Amortization of assets under capital leases is recorded on a straight-line basis over the estimated useful life of the asset or the term of the lease, depending on the criteria used to capitalize the lease.

THE SYNERGOS INSTITUTE, INC. AND CONSOLIDATED ENTITIES Notes to Consolidated Financial Statements Year Ended December 31, 2021

### **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### Contributions and Promises to Give

Contributions, including promises to give, are recorded at fair value and recognized as revenue when received or pledged unconditionally. Contributions and unconditional promises to give are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as contributions with donor restrictions.

When the donor-specified purpose or time restrictions are met, the net asset is released from net assets with donor restrictions and transferred to net assets without donor restrictions. The Organization reports donor-restricted contributions whose restrictions are met in the same reporting period as unrestricted support. There are no conditional promises to give for the year ended December 31, 2021.

Contributions of assets other than cash are recorded at their estimated fair value upon receipt. Contributed services are recorded as revenue and expenses at fair value when they create or enhance nonfinancial assets, or they require specialized skills and are provided by individuals possessing those skills.

No amounts have been reflected in the accompanying consolidated financial statements for donated services provided by members of the Board of Directors as these did not meet the criteria for recognition in accordance with U.S. GAAP.

#### **GPC Membership Dues**

GPC membership dues are recognized as revenue in the period in which the dues relate, which may not be when billed.

#### **Government Grants**

Funds obligated under government grant and sub-grant agreements are recorded by the Organization when eligible expenditures are incurred and billable to the government or sub-grantor.

#### Program Fees

Program fees are related to special trips or projects that GPC members can attend. Program fees are recognized as revenue when trips or projects take place.

#### Special Event Revenue

Special event revenue is recognized when the event occurs. This revenue is shown net of the direct benefit to donor costs, as disclosed in Note 12.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### Leases

The Organization recognizes rent expense on a straight-line basis over the term of the lease. The cumulative excess of rent expense recognized over the amounts due pursuant to the terms of the lease agreement is reported as deferred lease obligations in the accompanying consolidated statements of financial position.

### Prior-Year Summarized Information

The consolidated financial statements include certain prior-year summarized comparative information in total but not by net asset or by functional expense classifications. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, all 2020 information should be read in conjunction with the Organization's consolidated financial statements for the year ended December 31, 2020, from which this summarized information was derived.

### Use of Estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## Credit Risk

The Organization maintains cash and short-term investments in bank deposit accounts which, at times, may exceed federally insured limits. At December 31, 2021 and 2020, approximately 90% and 67% of the Organization's cash is maintained with one financial institution, respectively. The Organization has not experienced any losses on these accounts and believes it is not exposed to any significant credit risk on cash and short-term investments.

The Organization invests in a professionally managed portfolio that contains common shares of publicly traded companies, mutual funds, money market funds and other investment funds. Such investments are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with such investments and the uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near-term would materially affect investment balances and the amounts reported in the consolidated financial statements.

## **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### Income Taxes

Management has evaluated the Organization's income tax positions for the year ended December 31, 2021, and concluded that The Synergos Institute, Inc., The Synergos Institute (South Africa), and The Synergos Namibia Trust had taken no uncertain income tax positions that require adjustments or disclosures to the accompanying consolidated financial statements. The Synergos Institute (South Africa) continued to undertake public benefit activities in compliance with the requirements of public benefit organizations under the laws of South Africa. The activities of the Synergos Namibia Trust are in compliance with the requirements of a Public Trust under the laws of Namibia.

U.S. GAAP requires management to evaluate uncertain tax positions taken by the Organization. The financial statement effects of a tax position are recognized when the position is more-likely-than-not, based on the technical merits, to be sustained upon examination by the IRS. Management has analyzed the tax positions taken by the Organization and has concluded that as of December 31, 2021, there are no uncertain tax positions taken or expected to be taken. The Organization has recognized no interest or penalties related to uncertain tax positions. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. Management believes it is no longer subject to income tax examinations for years prior to 2017.

### **Functional Allocation of Expenses**

The cost of programs and supporting services has been summarized on a functional basis in the consolidated statement of functional expenses. The functional classification of expenses presents the natural classification detail of expenses by function. Expenses directly attributable to a specific functional area of the Organization are reported as expenses to those functional areas, while indirect costs that benefit multiple functional areas have been listed under Management and General.

### COVID-19 Impact

On March 11, 2020, the World Health Organization declared the outbreak of a coronavirus (COVID-19) a pandemic. As a result, economic uncertainties have arisen which impacted the activities of the Organization, though not significantly, specifically with the loss of potential donations. Other financial impacts could occur in 2022 though such potential impact is unknown at this time. No adjustments or provisions were made in these consolidated financial statements related to COVID-19.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## **NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (continued)

#### **Recently Accounting Pronouncements**

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract *(i.e.,* lessees and lessors). The new standard requires lessees to apply a dual approach, classifying leases as either finance or operating leases based on the principle of whether or not the lease is effectively a financed purchase by the lessee. This classification will determine whether lease expense is recognized based on an effective interest method or on a straight-line basis over the term of the lease.

A lessee is also required to record a right-of-use asset and a lease liability for all leases with a term of greater than 12 months regardless of their classification. Leases with a term of 12 months or less will be accounted for similar to existing guidance for operating leases today.

The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales-type leases, direct financing leases and operating leases. The standard is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years.

In April 2020, FASB extended the effective date to annual reporting periods beginning after December 15, 2021, and to interim periods within fiscal years beginning after December 15, 2022. For public NFP entities that have not yet issued financial statements, the amended effective date will be for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years with early adoption permitted. The Organization is in the process of evaluating the impact of adopting this new accounting standard on its consolidated financial statements.

## NOTE 3 PLEDGES AND OTHER RECEIVABLES, NET

Pledges and other receivables, net, are as follows at December 31, 2021 an 2020:

	 2021	 2020
Amounts due in		
Less than one year	\$ 2,802,357	\$ 2,258,388
One to five years	 1,338,083	 687,349
Less : Allowance for uncollectible accounts	4,140,440	2,945,737 (25,000)
Fair value adjustment	 (814)	 (10,534)
Pledges and other receivables, net	\$ 4,139,626	\$ 2,910,203

Notes to Consolidated Financial Statements Year Ended December 31, 2021

### **NOTE 3 PLEDGES AND OTHER RECEIVABLES, NET** (continued)

Amounts receivable in less than one year include receivables for annual membership dues in the GPC program.

Pledges and unconditional promises to give that are due in more than one year have been discounted to present value, using credit-adjusted interest rates ranging from .07% to .07%. Management believes that all pledges and other receivables will be collected when due.

### NOTE 4 CONCENTRATIONS

The pledged amounts due from one donor represented approximately 52% and 54% of the gross pledges and other receivables at December 31, 2021 and 2020, respectively. The contributions received from this donor accounted for approximately 51% and 0% of total contributions revenue recognized during 2021 and 2020, respectively.

### NOTE 5 INVESTMENTS AND FAIR VALUE MEASUREMENTS

The composition of investments at December 31, 2021 and 2020, was as follows:

	2021			2020
Operations Board-restricted fund	\$	1,692,928 21,632,844	\$	(301,115) 20,230,015
Total investments	\$	23,325,772	\$	19,928,900

	2021	2020				
Short-term investments	\$ 3,404,613 19,921,159	\$	1,180,525 18,748,375			
Total investments	\$ 23,325,772	\$	19,928,900			

Notes to Consolidated Financial Statements Year Ended December 31, 2021

### **NOTE 5 INVESTMENTS AND FAIR VALUE MEASUREMENTS** (continued)

The following table presents the Organization's investments measured at fair value on a recurring basis as of December 31, 2021 and 2020:

	2021 	Using Quoted Prices C in Active Markets for Identical Assets 2020 (Level 1) Total		Quoted PricesQuoted Pricesin ActiveiMarkets forMarkets forIdenticalIAssets2020		Using Quoted Prices in Active Markets for Identical Assets (Level 1)
Short-term investments Interest-bearing cash and money						
market funds	\$ 3,404,613	\$ 3,404,613	\$ 1,180,525	\$ 1,180,525		
Investments						
Interest-bearing cash and money						
market funds	1,250,386	1,250,386	237,061	237,061		
Equities - large-cap	6,227,265	6,227,265	2,141,668	2,141,668		
Fixed Income	2,149,745	2,149,745				
Mutual funds						
Large-cap	775,749	775,749	3,505,632	3,505,632		
Mid-cap/small-cap	2,018,117	2,018,117	919,320	919,320		
International equities	1,851,557	1,851,557	4,174,863	4,174,863		
Bond funds	2,188,733	2,188,733	5,950,458	5,950,458		
Real estate fund	5,965	5,965	578,869	578,869		
Exchange-traded funds - Gold shares			254,092	254,092		
	16,467,517	16,467,517	17,761,964	17,761,964		
Total investments in fair value hierarchy Hedge funds measured at NAV, as a	19,872,130	19,872,130	18,942,489	18,942,489		
practical expedient (1)	3,453,641	3,453,641	986,411			
	\$ 23,325,772	\$ 23,325,772	\$ 19,928,900	\$ 18,942,489		

(1) In accordance with the guidance provided by FASB ASU 2015-07, Subtopic 820-10, Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent), investments that are measured at fair value using the net asset value (NAV) (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated statements of financial position.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, an investment's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement.

The Organization's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the investment. Below are the valuation techniques used by the Organization to measure different financial instruments at fair value and the level within the fair value hierarchy in which the financial instrument is categorized.

Short-term investments include cash held in interest-bearing savings and money market accounts that are valued at cost, which approximates fair value.

## NOTE 5 INVESTMENTS AND FAIR VALUE MEASUREMENTS (continued)

Equities traded on a national securities exchange or reported on the NASDAQ global market are stated at the last reported sales price on the day of valuation and are categorized as Level 1 in the fair value hierarchy.

Mutual funds and exchange-traded funds are stated at fair value based on the last quoted evaluation price. To the extent these securities are actively traded and valuation adjustments are not applied, they are categorized in Level 1 in the fair value hierarchy.

Hedge funds at December 31, 2021 and 2020, totaled \$3,453,641 and \$986,411, respectively, of investments in a multi-strategy hedge funds and individual hedge funds. The fair value of these investments is determined using NAV (or equivalent) as of the reporting date. The Organization has the ability to liquidate these investments on a quarterly basis and the Organization has no future funding commitments for these investments.

The components of return (loss) on investments reported in the accompanying consolidated financial statements are as follows:

	 2021	2020		
Investment returns reported as Interest on short-term investments included as other income Return on investments of Board- restricted fund Interest and dividend income and	\$ 9,585	\$	11,822	
capital gain distributions	269,064		315,299	
Net realized and unrealized gains Investment expenses included in investment fees, interest, and bank	1,745,766		1,678,237	
charges	 (85,449)		(90,422)	
Total investment income (loss)	\$ 1,938,966	\$	1,914,935	

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## NOTE 6 PROPERTY AND EQUIPMENT, NET

Property and equipment, net, consist of the following as of December 31, 2021 and 2020:

	 2021	 2020	Estimated Useful Life
Leasehold improvements Office equipment and furniture Computer hardware and software Vehicle and other	\$ 1,386,882 363,315 488,369 169,679	\$ 1,386,882 363,315 488,369 171,281	Term of lease 5 to 7 years 3 to 5 years 3 to 5 years
	2,408,245	2,409,847	
Less: Accumulated depreciation and amortization	 (2,285,140)	 (2,134,367)	
Property and equipment, net	\$ 123,105	\$ 275,480	

Depreciation and amortization expense amounted to \$150,773 and \$185,807 for the years ended December 31, 2021 and 2020, respectively.

## NOTE 7 LINE OF CREDIT

The Organization has a \$1,000,000 line of credit facility (LOC) with a certain financial institution. There are no outstanding balances on the LOC as of December 31, 2021 and 2020. The LOC is terminable by either party at any time, subject to the terms of the LOC agreement. The LOC is considered a variable loan; interest on any outstanding loan balance accrues at a floating rate and a base rate of variable Secured Overnight Financing Rate (SOFR). Interest is payable monthly.

### NOTE 8 403(b) RETIREMENT PLAN

The Organization maintains a defined contribution plan under Section 403(b) of the IRC covering substantially all employees. The Organization contributes an amount equivalent to 5% of an employee's eligible compensation. Contributions to the plan were included in salaries, payroll taxes and employee benefits in the consolidated statements of functional expenses and amounted to approximately \$84,603 and \$90,258 during the years ended December 31, 2021 and 2020, respectively. Additionally, participants may make voluntary contributions, subject to plan limitations.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions as of December 31, 2021 and 2020, are as follows:

	 2021	2020		
Various projects (networks, partnerships, Namibia, South Africa, and communications and outreach) and time restrictions	\$ 1,405,400	\$	2,461,827	
Gates Foundation - Ethiopia Helmsley Foundation - Ethiopia	 1,737,316 4,401,688		- 2,210,768	
	\$ 7,544,404	\$	4,672,595	

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

	2021	2020
Subject to expenditure for specified		
purpose by program services		
Partnerships	\$ 1,055,714	\$ 937,552
Namibia	7,334	269,964
Ethiopia	6,163,880	2,265,824
Nigeria	-	309,915
South Africa	53,188	122,704
Communications and outreach	151,348	465,756
	7,431,464	4,371,715
Subject to the passage of time by		
program services		
Partnerships	60,000	120,000
Communications and outreach	52,940	180,880
	112,940	300,880
Total net assets with donor		
restrictions	\$ 7,544,404	\$ 4,672,595

During the year ended December 31, 2021, net assets were released from donor restrictions by incurring expenses satisfying the following restricted purposes or by occurrence of other events specified by donors:

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## **NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS** (continued)

	 2021
Various projects (networks, partnerships, Nigeria, Namibia, South Africa, and communications and outreach) and time restrictions Ethiopia	\$ 2,121,518 1,134,647
	\$ 3,256,165

### NOTE 10 LIQUIDITY AND AVAILABLE RESOURCES

The Organization receives contributions with donor restrictions to be used in accordance with the associated purpose or time restriction. The Organization considers it appropriate that earnings from contributions with and without donor restrictions are for use in current programs that are ongoing, major, and central to its annual operations and are also available to meet cash needs for general expenditures. General expenditures include administrative support services expected to be paid in the subsequent year. Annual operations are defined as activities occurring during the Organization's fiscal year.

The Organization manages its cash available to meet general expenditures with the following guiding principles:

- Operating within a prudent range of financial soundness and stability
- Maintaining adequate liquid assets

Financial assets available for general expenditure, that is without donor or other restrictions limiting their use, within one year of the consolidated statement of financial position date, are comprised of the following:

	 2021
Cash Short-term investments Pledges and other receivables, net	\$ 1,554,309 3,404,613 4,139,626
Total financial assets available within one year Less: Amounts unavailable for general expenditures within one year, due to Restriction by donor with purpose and/or time restrictions	9,098,549 (7,544,404)
Total financial assets available to management for general expenditures within one year	\$ 1,554,145

# NOTE 11 BOARD-RESTRICTED FUND

The Organization's Board of Directors originally designated \$10,500,000 of the unrestricted net assets for long-term investments. In 2017, the Organization received a contribution of \$9,000,000 from its Board Chair to be added to the Board-restricted Fund (BRF). Annually, the Board may approve additional funds to be appropriated to meet certain operational goals. A total of \$1,224,000 was appropriated for operations in 2020 and 2021. These funds were withdrawn during 2021 from the Organization's BRF.

The BRF as of December 31, 2021 and 2020, consisted of the following net asset balances:

	2021	2020
Without donor restrictions BRF for long-term		
investments	\$ 21,632,844	\$ 20,230,015
Total Board-restricted Fund	\$ 21,632,844	\$ 20,230,015

The following table summarizes the changes in the BRF:

	2021	2020
Balance, beginning of year	\$ 20,230,015	\$ 18,850,906
<i>Return on investment</i> Investment income (net) Net realized and unrealized gains	269,064 1,745,765	313,463 1,677,646
Total investment return Amount appropriated and withdrawn	2,014,829	1,991,109
for operations	(612,000)	(612,000)
Change in BRF	1,402,829	1,379,109
Balance end of year	\$ 21,632,844	\$ 20,230,015

### **Return Objectives and Risk Parameters**

The Organization has adopted investment and spending policies for assets that attempt to provide a predictable stream of funding to programs while seeking to maintain the purchasing power of these assets. Under this policy, as approved by the Board, the BRF assets are invested in a manner intended to maintain the level of programs and services currently provided while assuming a moderate level of investment risk. The Organization expects its BRF, over time, to provide a rate of return of 4.0% after current inflation and investment management expenses. Actual returns in any given year may vary from this percentage.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## NOTE 11 BOARD-RESTRICTED FUND (continued)

#### Strategies Employed for Achieving Objectives

To satisfy the long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation to achieve its long-term return objectives within prudent risk constraints.

#### Spending Policy and How the Investment Objectives Relate to Spending Policy

The BRF is considered a permanent fund; therefore, the investment objectives require disciplined and consistent management philosophies to accommodate all relevant, reasonable, and probable events. Thus, total rate-of return and spending rate objectives are reviewed periodically, consistent with the Organization's objective to maintain the purchasing power of the current assets and all future contributions. Four percent annually is the spending rate established by the Organization.

#### Net-Zero Objective

Synergos' Board of Directors approved and adopted a new investment policy on May 31, 2022, which included a particular focus on aligning the investment portfolio with science-based targets for climate change mitigation. The objective is to take meaningful steps to move the investment portfolio towards net zero to maximize its contribution to the decarbonization of the real economy. In 2020, the Synergos joined the UN-convened Net-Zero Owners Alliance (AOA), committing to achieving net-zero by 2050 and subsequent climate-related investment target to be achieved by 2025. Synergos' key commitments focus on carbon emissions reduction, engagement, and financing the transition.

### NOTE 12 SPECIAL EVENT, NET

Income from the Organization's annual David Rockefeller Bridging Leadership Award event, net of direct costs, is as follows during the years ended December 31:

	 2021	 2020
Gross receipts Less: Cost of direct benefits to donors,	\$ 597,134	\$ 590,204
including meals and entertainment	 (79,712)	 (208,720)
	\$ 517,422	\$ 381,484

Notes to Consolidated Financial Statements Year Ended December 31, 2021

# NOTE 13 COMMITMENTS AND CONTINGENCIES

#### Leases

The Organization leases its offices at 3 East 54th Street in New York, New York, under an operating lease agreement, expiring in November 2022. The lease requires payment of escalation rentals for certain operating expenses and real estate taxes. The Organization has entered into a standby letter of credit in the amount of \$229,149 with its primary bank in lieu of providing a security deposit on this lease. Under the lease agreement, the Organization received lease incentives of up to \$558,900 from the landlord for leasehold improvements. The balance of the deferred incentive, including the value of certain rent-free periods as of December 31, 2021 and 2020, is included in deferred lease obligations in the consolidated statements of financial position. Rent expense on this lease is recognized using the straight-line method over the term of the lease, and approximated \$361,000 in each year ended December 31, 2021 and 2020.

Minimum future rental payments under the office lease is summarized as follows:

Years Ending December 31	 Amounts		
2022	\$ 417,733		
	\$ 417,733		

### Capital Lease

During August 2019, the Organization entered into a capital lease agreement for copier equipment. The lease is payable in aggregate monthly installments of approximately \$534, including interest imputed at 7.81% per year, maturing in October 2022. The original cost of the copier equipment under capital lease was \$20,826, with accumulated depreciation of \$0.

At December 31, 2021, future minimum lease payments under the capital lease are as follows:

Year Ending December 31		Amounts		
2022 2023	\$	6,408 534		
Less: Interest		6,942 -		
Capital lease obligation	\$	6,942		

Notes to Consolidated Financial Statements Year Ended December 31, 2021

## NOTE 13 COMMITMENTS AND CONTINGENCIES

#### Contingency

Certain grants may be subject to audit by the funding sources. Such audit might result in disallowances of costs submitted for reimbursement. Management is of the opinion that such cost disallowances, if any, will not have a material effect on the accompanying consolidated financial statements. Accordingly, no amounts have been provided in the accompanying consolidated financial statements for such potential claims.

## NOTE 14 RELATED-PARTY TRANSACTIONS

The Organization has an outstanding agency agreement with The Synergos Institute Canada, a separate entity incorporated under the Canada Corporations Act and continued under the Canada Not-for-Profit Corporations Act, to assist in the administration of the charitable activities and programs of The Synergos Institute Canada. Currently, there are no members of the Board of the Organization serving on the Board of The Synergos Institute Canada. In 2020 and through September 2021, a Board member of the Organization also served on the Board of The Synergos Institute Canada.

The accompanying consolidated statement of activities includes contributions of \$0 and \$105,220 received from The Synergos Institute Canada during 2021 and 2020, respectively. There were no amounts receivable as of year end.

### NOTE 15 SUBSEQUENT EVENTS

The Organization entered into an operating lease agreement on May 9, 2022 for its new offices located at One East 53<sup>rd</sup> Street in New York, New York. The Organization will take occupancy at its new offices in May 2023. The lease commences on November 1, 2022 and expires on March 31, 2032. Fixed rent expense will be approximated at \$54,000 each year. Additionally, the Organization shall pay additional rent of its proportionate share (defined as 5.58%, which was computed by dividing the 1,125 rentable square feet of the offices by the 20,159 square feet of the building), of the amount by which the operating expenses (as defined within the agreement) of the building (i) for the 2022 calendar year exceed \$969,787, or (ii) for any subsequent calendar year shall exceed its adjusted base operating expense amount. The building and the land on which it is situated are presently exempt from New York City real estate taxes. Under the lease agreement, the landlord will provide electricity (up to 4 watts per square foot of the offices) at no additional to the Organization.

Additionally, effective September 1, 2022, the Organization shifted from its previous leadership model of having three board appointed Co-Executive Directors to only one interim Executive Director. The board expects that the interim Executive Director will serve in this role for approximately four to six months, until a new Executive Director has been identified and hired.

Notes to Consolidated Financial Statements Year Ended December 31, 2021

The Organization has evaluated events occurring after the date of the consolidated financial statements to consider whether or not the impact of such events needed to be reflected and/or disclosed in the consolidated financial statements. Such evaluation was performed through \_\_\_\_\_\_, 2022, the date the consolidated financial statements were approved and available for issuance.

