

IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

OUTRIGHT ACTION INTERNATIONAL, CORP.

Audited Financial Statements

June 30, 2019

307 Fifth Avenue, 15th Floor New York, New York 10016 Tel: (212) 268-2800 Fax: (212) 268-2805 www.schallandashenfarb.com



IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Outright Action International, Corp.

Report on the Financial Statements

We have audited the accompanying financial statements of Outright Action International, Corp.("OAI"), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

307 Fifth Avenue, 15th Floor New York, New York 10016 Tel: (212) 268-2800 Fax: (212) 268-2805 www.schallandashenfarb.com 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 Outright Action International, Corp. as of June 30, 2019, 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.

Emphasis of Matter

As discussed in Note 2 to the financial statements, OAI adopted Accounting Standards Update No. 2016-14, *"Presentation of Financial Statements of Not-for-Profit Entities" Topic (958)*. Our opinion is not modified with respect to this matter.

Report on Summarized Comparative Information

We have previously audited the OAI's 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 14, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Schall + Ashenfarb

Schall & Ashenfarb Certified Public Accountants, LLC

January 31, 2020

OUTRIGHT ACTION INTERNATIONAL, CORP. STATEMENT OF FINANCIAL POSITION AT JUNE 30, 2019

(With comparative totals at June 30, 2018)

	6/30/19	6/30/18		
Assets				
Cash and cash equivalents	\$1,109,639	\$323,633		
Investments (Note 3)	653,334	529,356		
Other receivables	154,794	221,147		
Contributions receivable, net (Note 4)	700,000	1,014,770		
Government grants and contracts receivable	137,762	60,658		
Prepaid sub-grant expenses	143,612	0		
Prepaid expenses	14,599	31,060		
Property and equipment, net (Note 5)	11,414	8,901		
Security deposits	30,544	31,311		
Cash restricted for endowment fund (Note 7)	18,354	18,354		
Total assets	\$2,974,052	\$2,239,190		
Liabilities and Net Assets				

Liabilities: Accounts payable and accrued expenses Deferred revenue Total liabilities	\$171,427 299,020 470,447	\$170,004 63,155 233,159
Net assets:		
Without donor restrictions:		
Board designated	640,000	516,000
Undesignated	912,527	732,500
Total without donor restrictions	1,552,527	1,248,500
With donor restrictions	951,078	757,531
Total net assets	2,503,605	2,006,031
Total liabilities and net assets	\$2,974,052	\$2,239,190

OUTRIGHT ACTION INTERNATIONAL, CORP. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2019

(With comparative totals for the year ended June 30, 2018)

	Without Donor Restrictions	With Donor Restrictions	Total 6/30/19	Total 6/30/18
Public support and revenue:				
Contributions	\$1,398,372	\$1,711,136	\$3,109,508	\$1,775,035
Government grants and contracts	408,564		408,564	318,870
Special events (net of expenses with			,	,
a direct benefit to donors) (Note 10)	213,702		213,702	254,284
Net investment income/(loss) (Note 3)	3,015		3,015	(1,398)
Other income	25,580		25,580	68,770
Net assets released from restrictions	1,517,589	(1,517,589)	0	0
Total public support and revenue	3,566,822	193,547	3,760,369	2,415,561
Expenses:				
Program services:				
Africa	76,802		76,802	126,352
Asia	883,951		883,951	1,263,228
Latin America	454,690		454,690	120,956
Middle East	161,805		161,805	194,180
Research	227,671		227,671	217,530
UN General	585,029		585,029	473,319
Total program services	2,389,948	0	2,389,948	2,395,565
Supporting services:				
Management and general	405,707		405,707	388,745
Fundraising	467,140		467,140	466,402
Total expenses	3,262,795	0	3,262,795	3,250,712
Change in net assets	304,027	193,547	497,574	(835,151)
Net assets - beginning of year	1,248,500	757,531	2,006,031	2,841,182
Net assets - end of year	\$1,552,527	\$951,078	\$2,503,605	\$2,006,031

OUTRIGHT ACTION INTERNATIONAL, CORP. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2019

(With comparative totals for the year ended June 30, 2018)

				Program Servi	ices			Supportin	g Services		
							Total	Management		Total	Total
			Latin	Middle		UN	Program	and		Expenses	Expenses
	Africa	Asia	America	East	Research	General	Services	General	Fundraising	6/30/19	6/30/18
Salaries	\$41,796	\$371,686	\$139,001	\$58,143	\$100,649	\$223,594	\$934,869	\$136,530	\$305,571	\$1,376,970	\$1,347,762
Fringe benefits	4,034	68,122	25,513	8,431	20,479	62,440	189,019	26,476	62,785	278,280	265,506
Total salaries and fringes	45,830	439,808	164,514	66,574	121,128	286,034	1,123,888	163,006	368,356	1,655,250	1,613,268
Travel	10,839	182,367	94,836	33,128	30,183	146,337	497,690		1,570	499,260	478,043
Consultants	10,507	51,893	35,907	36,185	46,740	38,155	219,387	30,743	15,457	265,587	294,346
Accounting							0	180,080		180,080	175,556
Occupancy	2,851	34,482	16,746	5,959	8,385	21,571	89,994	13,143	29,415	132,552	129,708
Direct aid	333	91,427	91,957	6,446	980	22,018	213,161			213,161	237,001
Printing	277	3,169	1,636	580	930	2,581	9,173	1,340	2,999	13,512	26,499
Meetings	1,881	28,702	21,556	3,929	5,542	31,368	92,978	1,937	1,937	96,852	114,227
Telecommunications	531	7,145	3,124	1,112	1,894	4,699	18,505	2,703	6,049	27,257	37,234
Office and mailing	128	1,479	761	271	381	1,105	4,125	603	1,349	6,077	7,265
Dues, subscriptions, licenses and permits	1,245	15,713	7,547	2,635	3,660	12,066	42,866	1,674	3,747	48,287	31,213
Supplies	428	4,889	2,945	895	1,652	3,695	14,504	2,118	4,741	21,363	11,362
Equipment rental and purchase	279	3,178	1,861	582	818	2,103	8,821	849	1,487	11,157	14,631
Banking charges and processing fee	535	6,559	4,132	1,126	1,576	4,149	18,077	2,640	5,908	26,625	24,691
Advertising and promotion	88	1,008	519	185	260	667	2,727	682		3,409	3,419
Insurance	197	2,245	1,155	411	578	1,486	6,072	887	1,985	8,944	9,196
Cleaning and maintenance		,	,			ŗ	0		,	0	1,937
Event expenses									72,786	72,786	79,271
Miscellaneous	690	8,020	4,534	1,445	2,483	5,760	22,932	3,302	11,075	37,309	12,724
Total other expenses	30,809	442,276	289,216	94,889	106,062	297,760	1,261,012	242,701	160,505	1,664,218	1,688,323
Total expenses before depreciation	76,639	882,084	453,730	161,463	227,190	583,794	2,384,900	405,707	528,861	3,319,468	3,301,591
Depreciation	163	1,867	960	342	481	1,235	5,048			5,048	5,540
Total expenses	76,802	883,951	454,690	161,805	227,671	585,029	2,389,948	405,707	528,861	3,324,516	3,307,131
Less: direct special event expenses netted with revenue									(61,721)	(61,721)	(56,419)
Total expenses for statement of activities	\$76,802	\$883,951	\$454,690	\$161,805	\$227,671	\$585,029	\$2,389,948	\$405,707	\$467,140	\$3,262,795	\$3,250,712

OUTRIGHT ACTION INTERNATIONAL, CORP. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2019

(With comparative totals for the year ended June 30, 2018)

	6/30/19	6/30/18
Cash flows from operating activities:		
Change in net assets	\$497,574	(\$835,151)
Adjustments to reconcile changes in net assets to		
net cash provided by/(used for) operating activities:		
Depreciation	5,048	5,540
Realized and unrealized loss on investments	2,158	2,555
Donated securities	(121,920)	(232,375)
Changes in assets and liabilities:		
Other receivables	66,353	16,432
Contributions receivable	314,770	137,850
Government grants and contracts receivable	(77,104)	(2,169)
Prepaid sub-grant expenses	(143,612)	57,926
Prepaid expenses	16,461	9,577
Security deposits	767	0
Accounts payable and accrued expenses	1,423	39,647
Deferred revenue	235,865	(740)
Total adjustments	300,209	34,243
Net cash provided by/(used for) operating activities	797,783	(800,908)
Cash flows from investing activities:		
Purchases of investments	(123,995)	(807,916)
Sales of investments	119,779	1,106,629
Purchase of property and equipment	(7,561)	(5,447)
Net cash (used for)/provided by investing activities	(11,777)	293,266
Net increase/(decrease) in cash and cash equivalents	786,006	(507,642)
Cash and cash equivalents - beginning of year	323,633	831,275
Cash and cash equivalents - end of year	\$1,109,639	\$323,633
Supplemental information: Total interest and income tax paid	\$0	\$0

OUTRIGHT ACTION INTERNATIONAL, CORP. NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019

Note 1 - Nature of Entity

Outright Action International, Corp. ("OAI"), formerly The International Gay and Lesbian Human Rights Commission, Inc., was incorporated in 1991 as a U.S. based not-for-profit organization headquartered in New York City.

OAI works at the international, regional and national levels to research, defend, and advance human rights for LGBTIQ people around the world.

OAI partners directly with thousands of activists throughout the Global South to produce reliable data on the experiences of LGBTIQ people around the world and to develop effective advocacy and capacity building for LGBTIQ rights.

OAI provides training to partners and activists to develop their skills and expertise, for example, to combat homophobia and transphobia or to respond to violence based on sexual orientation, gender identity or gender expression.

OAI vigilantly monitors and documents the discriminatory and life-threatening conditions LGBTIQ people face to spur action to stop human rights violations when they occur.

OAI has been notified by the Internal Revenue Service that it is a 501(c)(3) organization that it is tax exempt under Section 509(a)(1) of the Internal Revenue Code and a similar provision of the New York State income tax laws.

Note 2 - Summary of Significant Accounting Policies

a. <u>Basis of Accounting</u>

The financial statements of OAI have been prepared using the accrual basis of accounting which is the process of recognizing revenue and expenses when earned or incurred rather than received or paid.

Effective July 1, 2018, OAI adopted the requirements of the Financial Accounting Standards Board's Accounting Standards Update No. 2016-14 – Not-for-Profit Entities (Topic 958): *Presentation of Financial Statements of Not-for-Profit Entities* (ASU 2016-14). This standard addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return between not-for-profit entities. A key change required by ASU 2016-14 is the net asset classes used in these financial statements. Amounts previously reported as unrestricted net assets are now reported as net

assets without donor restrictions and amounts previously reported as temporarily restricted net assets and permanently restricted net assets are now combined and reported as net assets with donor restrictions. A footnote on liquidity has also been added (Note 11).

Implementation of ASU 2016-14 did not require any reclassification or restatement of any opening balances related to the periods presented.

b. Basis of Presentation

As a not-for-profit organization, OAI is required to report information regarding its financial position and activities according to the following classes of net assets:

Net Assets Without Donor Restrictions – represent those resources for which there are no restrictions by donors as to their use. They are reflected on the financial statement as without donor restrictions.

The board-designated net assets include resources that have been designated by the Board of Directors to function as a reserve for operating contingences. Any portion of these funds may be expended upon approval of the Board of Directors. Investment income supports the current operations of OAI.

The following summarizes activity of the board designated net assets:

Balance as of 7/1/18	\$516,000
Additions	124,000
Balance as of 6/30/19	<u>\$640,000</u>

- Net Assets With Donor Restrictions represent those resources, the uses of which have been restricted by donors to specific purposes or the passage of time and/or must remain intact, in perpetuity. The release from restrictions results from the satisfaction of the restricted purposes specified by the donor.
- c. <u>Cash and Cash Equivalents</u>

All liquid investments that are not restricted or held by the investment custodian and have an initial maturity of three months or less are considered cash and cash equivalents.

d. <u>Concentration of Credit Risk</u>

Financial instruments, which potentially subject OAI to concentration of credit risk, consist of cash, money market accounts and investment securities which have been placed with financial institutions that management deems to be creditworthy. The market value of investments is subject to fluctuation; however, management believes that the investment policy is prudent for the long-term welfare of OAI. At year end and at certain times throughout the year, OAI had uninsured balances; however, no losses have been suffered due to the failure of any of these institutions.

e. <u>Concentration of Grants and Contributions Receivables</u> Approximately 82% and 73% of grants and contribution receivables were from three private foundations and one government agency at June 30, 2019 and 2018,

f. In<u>vestments</u>

respectively.

Investments are recorded at fair value, which refers to the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Unrealized gains and losses are recognized in the statement of activities.

g. <u>Pledges Receivable</u>

Pledges expected to be received within one year are recorded at net realizable value. Long-term pledges are recorded at fair value using risk-adjusted present value techniques. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

h. Property and Equipment

OAI capitalizes property and equipment with a cost or fair value exceeding \$2,000 and a useful life of more than one year. Depreciation of property and equipment is charged on the straight-line method over the estimated useful lives of the respective assets, as follows:

Computers and equipment - 5 years Furniture and fixtures – 7 years In-kind equipment – 3 years Leasehold improvements – for the life of the lease

i. <u>Contract Revenue/Deferred Revenue</u>

Revenue from government and other contracts is recognized when reimbursable expenses are incurred under the terms of the respective contracts. Contract payments in excess of qualified expenses are accounted for as deferred revenue.

j. <u>Contributions</u>

Contributions are recognized at the earlier of when cash is received or at the time a pledge becomes unconditional in nature. Contributions are recorded in the net asset classes referred to above depending on the existence and/or nature of any donor-imposed restriction. When a restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions.

k. Donated Services

Contributions of services that create or enhance non-financial assets, or require specialized skills, are performed by those who possess those skills and would typically have been purchased if they had not been donated, are recognized at fair value. Most services requiring specific expertise are paid for; however, many individuals volunteer their time and perform a variety of tasks to assist with specific assistance programs, campaign solicitation, and various committee assignments. No amounts have been reflected in the financial statements for these types of donated services because they do not meet the criteria for recognition as outlined above.

l. <u>Management Estimates</u>

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

m. Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Such allocations are determined by management on an equitable basis.

The following costs are allocated by time and effort:

- Salaries
- Fringe benefits
- Printing
- Occupancy
- Telephone
- Insurance

n. <u>Accounting for Uncertainty of Income Taxes</u>

OAI does not believe its financial statements include any uncertain tax positions. Tax filing for the period ending June 30, 2016 and later are subject to examination by applicable taxing authorities.

o. <u>Subsequent Events</u>

Management has evaluated for potential recognition and disclosure events subsequent to the date of the statement of financial position through January 31, 2020 the date the financial statements were available to be issued. No events have occurred subsequent to the statement of financial position date, through our evaluation date that would require adjustment to or disclosure in the financial statements.

p. <u>Prior-Year Comparative Financial Information</u>

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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the OIA's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

q. <u>New Accounting Pronouncement</u>

The Financial Accounting Standard Board (FASB) issued ASU No. 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made.* The ASU which becomes effective for the June 30, 2020 year, with early implementation permitted, provides guidance on whether a receipt from a third-party resource provider should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions.

In addition, FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers*. The ASU, which becomes effective for the June 30, 2020 year, focuses on a principlebased model. It highlights the identification of performance obligations of the contract, determining the price and allocating that price to the performance obligation so that revenue is recognized as each performance obligation is satisfied.

Lastly, FASB issued ASU No. 2016-02, *Leases*. The ASU which becomes effective for the June 30, 2022 year, requires the full obligation of long-term leases to be recorded as a liability with a corresponding "right to use asset" on the statement of financial position.

OAI is in the process of evaluating the impact these standards will have on future financial statements.

Note 3 - Investments

Accounting standards have established a fair value hierarchy giving the highest priority to quoted market prices in active markets and the lowest priority to unobservable data. The fair value hierarchy is categorized into three levels based on the inputs as follows:

- Level 1 Valuations based on unadjusted quoted prices in active markets for identical assets or liabilities that OAI has the ability to access.
- Level 2 Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
- Level 3 Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

All investments were considered to be level 1 securities and consisted of the following:

	<u>6/30/19</u>	<u>6/30/18</u>
Cash and money balances	\$651,202	\$527,209
Equities	2,132	2,147
Total	<u>\$653,334</u>	<u>\$529,356</u>

Level 1 securities are valued at the closing price reported on the active market they are traded on.

Net investment income/(loss) consists of the following:

	<u>6/30/19</u>	<u>6/30/18</u>
Interest and dividends	\$5,523	\$1,332
Investment fees	(350)	(175)
Unrealized gain	0	3,941
Realized loss	<u>(2,158</u>)	<u>(6,496</u>)
Total investment income/(loss)	<u>\$3,015</u>	<u>(\$1,398)</u>

Note 4 - Contributions Receivable

Contributions receivable are due in the following years:

	<u>6/30/19</u>	<u>6/30/18</u>
One year or less	\$700,000	\$899,365
Two years or more	0	125,000
	700,000	1,024,365
Less: discount to fair value	<u>(0)</u>	<u>(9,595</u>)
Total	<u>\$700,000</u>	<u>\$1,014,770</u>

The discount rate was computed using an interest rate of 4%, which was the prime rate at the time the contribution was received.

Note 5 - Property and equipment

Property and equipment consists of the following:

	<u>6/30/19</u>	<u>6/30/18</u>
Furniture and equipment	\$127,082	\$119,521
Leasehold improvements	10,918	10,918
	138,000	130,439
Less: accumulated depreciation	<u>(126,586)</u>	<u>(121,538</u>)
Total	<u>\$11,414</u>	<u>\$8,901</u>

Note 6 - Net Assets With Donor Restrictions

During 2019 and 2018, net assets were released from restriction for the following:

	<u>6/30/19</u>	<u>6/30/18</u>
Purpose	\$1,021,000	\$790,182
Time	496,589	570,000
Total	<u>\$1,517,589</u>	<u>\$1,360,182</u>

At June 30, 2019 and 2018, net assets were restricted by donors for the following:

	<u>6/30/19</u>	<u>6/30/18</u>
Purpose	\$512,724	\$419,177
Time	420,000	320,000
Endowment (Note 7)	<u>18,354</u>	18,354
Total	<u>\$951,078</u>	<u>\$757,531</u>

Note 7 - Net Assets With Donor Restrictions – Investments Held for Endowment

The investment held for endowment, in the amount of \$18,354, started in the early years of the organization when a group of concerned individuals raised funds to sustain the future of OAI.

OAI maintains the assets of the investment held for endowment in its operating account and reflects this as restricted cash on the statement of financial position. Due to the small amount, no spending policy has been established, nor are there any funds with deficiencies that are required to be disclosed.

Note 8 - Employee Benefits

OAI sponsors a retirement plan under Section 403(b) of the Internal Revenue Code. All full-time employees are eligible to participate or make voluntary contributions to the plan on the date of hire. OAI may make a discretionary non-elective contribution. OAI made contributions of \$62,569 and \$48,066 to the plan during the years ended June 30, 2019 and 2018, respectively.

Note 9 - Commitments and Contingencies

OAI has a non-cancelable operating lease agreement for its New York City office space which expires in 2020. In addition to the base annual rent, OAI is liable for a prorated portion of the real estate tax. However, OAI doesn't plan to renew the lease. OAI intends to occupy the space on a month-to-month basis thereafter.

The amount of rent expense was \$113,030 and \$111,516 under the current leases for the years ended June 30, 2019 and 2018, respectively.

Note 10 - Special Events

The financial summary of the special events are as follows:

	<u>6/30/19</u>	<u>6/30/18</u>
Net proceeds	\$275,423	\$310,703
Less: expenses with a direct benefit to donors	<u>(61,721</u>)	<u>(56,419</u>)
	213,702	254,284
Less: other event expenses	<u>(11,065</u>)	<u>(22,852</u>)
Total	<u>\$202,637</u>	<u>\$231,432</u>

Note 11 - Availability and Liquidity

Financial assets are available within one year of the date of the statement of financial position for general expenditure are as follows:

Cash and cash equivalents Investments Other receivables Contributions receivable, net	\$1,109,639 653,334 154,794 700,000	
Government grants and contracts receivable	<u> 137,762</u>	
Total financial assets		\$2,755,529
Less amounts not available for general expenditures: Board-designated net assets Net assets with donor restrictions - purpose	(640,000) <u>(512,724</u>)	(1,152,724)
		<u>(1,102,721)</u>
Financial assets available to meet cash needs for for general expenditures within one year		<u>\$1,602,805</u>

As indicated in Note 2, OAI, a board designated reserve which is kept in a separate investment account. While these assets are not considered available for general expenditures by management, it can be made available if the need arises.