FINANCIAL STATEMENTS

DECEMBER 31, 2020



# FINANCIAL STATEMENTS

# Years Ended December 31,2020 and 2019

# Contents

	PAGE
Report of Independent Auditors	1
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	6
Statements of Cash Flows	8
Notes to Financial Statements	9



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# REPORT OF INDEPENDENT AUDITORS

Board of Directors Ecoagriculture International, Inc.

We have audited the accompanying financial statements of Ecoagriculture International, Inc. (the Organization), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

# Management's Responsibility for the Financial Statements

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

# **Auditor's Responsibility**

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

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ecoagriculture International, Inc. as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Calibre CPAGroup, PLLC

Bethesda, MD September 13, 2021

# STATEMENTS OF FINANCIAL POSITION

December 31, 2020 and 2019

Assets	2020	(R	Restated) 2019
Current assets			
Cash and cash equivalents	\$ 44,813	\$	291,882
Grants, contracts and contributions receivable	41,746		105,161
Total current assets	86,559		397,043
Furniture and equipment			
Net of accumulated depreciation of \$22,770 and \$22,163, respectively	 595		1,202
Total assets	\$ 87,154	\$	398,245
Liabilities and Net Assets (Deficit)			
CURRENT LIABILITIES			
Accounts payable and accrued expenses	\$ 26,667	\$	165,863
Refundable advances	 54,730		18,654
Total liabilities	81,397		184,517
NET ASSETS (DEFICIT)			
Without donor restrictions	(99,055)		(150,888)
With donor restrictions	 104,812		364,616
Total net assets	 5,757		213,728
Total liabilities and net assets	\$ 87,154	\$	398,245

# STATEMENT OF ACTIVITIES

# YEAR ENDED DECEMBER 31, 2020

		Without Donor estrictions	R	With Donor estrictions	Total
SUPPORT AND REVENUE					
Grants and contributions	\$	264,348	\$	314,003	\$ 578,351
Contract and service fee revenue		62,996		-	62,996
Other income		22,192		-	22,192
Net assets released from restrictions		573,807		(573,807)	 
Total support and revenue	_	923,343		(259,804)	 663,539
Expenses					
Program					
1000 Landscapes for 1 Billion People		545,798		-	545,798
Landscapes and Leaders		64,004		-	64,004
Outreach		18,832		-	18,832
Policy		23,770		-	23,770
Research and Synthesis		5,808			 5,808
Total program		658,212		-	658,212
Management and general		175,048		-	175,048
Fund raising		38,250			 38,250
Total expenses		871,510			 871,510
Change in net assets		51,833		(259,804)	(207,971)
Net assets (deficit)					
Beginning of year		(150,888)		364,616	 213,728
End of year	\$	(99,055)	\$	104,812	\$ 5,757

# STATEMENT OF ACTIVITIES

# YEAR ENDED DECEMBER 31, 2019

	Without Donor Restrictions	(Restated) With Donor Restrictions	Total
SUPPORT AND REVENUE			
Grants and contributions	\$ 278,960	\$ 914,826	\$ 1,193,786
Contract and service fee revenue	203,919	-	203,919
Conference revenue	16,984	-	16,984
Other income	9,137	-	9,137
Net assets released from restrictions	574,950	(574,950)	
Total support and revenue	1,083,950	339,876	1,423,826
Expenses			
Program			
1000 Landscapes for 1 Billion People	291,497	-	291,497
Landscapes and Leaders	85,555	-	85,555
Outreach	32,334	-	32,334
Policy	379,765	-	379,765
Research and Synthesis	46,279		46,279
Total program	835,430	_	835,430
Management and general	147,379	-	147,379
Fund raising	39,762		39,762
Total expenses	1,022,571		1,022,571
Change in net assets	61,379	339,876	401,255
Net assets (deficit)			
Beginning of year	(212,267)	24,740	(187,527)
End of year	\$ (150,888)	\$ 364,616	\$ 213,728

# STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2020

Program Services

	1000 Landscapes for 1 Billion	Landscapes	)		Research	Total	Management and	Fiind	
	People	Leaders	Outreach	Policy	Synthesis	Services	General	Raising	Total
Personnel Salaries	\$ 252,258	\$ 3,747	\$ 5,868	\$ 11,904	\$ 1,888	\$ 275,665	\$ 124,774	\$ 25,617	\$ 426,056
Payroll taxes and fringe benefits  Total personnel	354,500	5,133	3,042 8,910	0,56/	2,344	389,358	164,827	31,327	585,512
Consulting, contractual and subawards	130,524	48,188	7,049	2,311	2,578	190,650	28,558	6,923	226,131
Professional administrative services	1	1	1	1		1	33,461	1	33,461
Publication costs	1	1	1	1		1	3,251		3,251
Office expense									
Bank and other fees			1	1		1	2,982	1	2,982
Supplies	•	1	•		•		(569)	•	(695)
Rent/occupancy	•	1	•	1		1	3,556	•	3,556
Insurance							3,966		3,966
Telephone			1		1	1	2,250	1	2,250
Postage and delivery			•	1		1	•	•	
Small equipment and depreciation	•	,	•	1	1	1	209	1	209
Interest		,		1	,	,	432	,	432
Other	1	1	1	1	1	1	(313)	1	(313)
Total office expense	1	1	1	1	1	1	12,911	1	12,911
Travel	1,921	4,865	•	1	-	6,786	1,649		8,435
Meetings/conferences	(009)	1	1	1	1	(009)	2,409	1	1,809
Subtotal	486,345	58,186	15,959	20,782	4,922	586,194	247,066	38,250	871,510
Allocation of indirect costs	59,453	5,818	2,873	2,988	886	72,018	(72,018)		
Total expenses	\$ 545,798	\$ 64,004	\$ 18,832	\$ 23,770	\$ 5,808	\$ 658,212	\$ 175,048	\$ 38,250	\$ 871,510

See accompanying notes to financial statements.

# STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2019

Program Services

	1000 Landscapes	Landscapes	)		Research	Total	Management	,	
	for 1 Billion	and			and	Program	and	Fund	
	People	Leaders	Outreach	Policy	Synthesis	Services	General	Raising	Total
Personnel									
Salaries	\$ 33,693	\$ 21,510	\$ 15,743	\$ 125,033	\$ 24,310	\$ 220,289	61,740	\$ 26,328	\$ 308,357
Payroll taxes and fringe benefits	16,132	11,625	6,434	54,122	9,634	97,947	20,150	11,236	129,333
Total personnel	49,825	33,135	22,177	179,155	33,944	318,236	81,890	37,564	437,690
Consulting, contractual and subawards	206,043	39,576	1,967	88,470	9,394	345,450	43,957	2,198	391,605
Professional administrative services	1	1	1	1	1	1	26,097	1	26,097
Publication costs	1	•	32	270	•	302	2,126		2,428
Office expense									
Bank and other fees	•	122		,	,	122	2,605	,	2,727
Supplies			•				316		316
Rent/occupancy		1	1	1	1	ı	3,916	1	3,916
Insurance	•	ı	1	1	1	1	3,885	1	3,885
Telephone			1			1	2,272	,	2,272
Postage and delivery			1			1	32	,	32
Small equipment and depreciation		1	1	1	1	1	632	,	632
Interest		ı	1	1	1	1	12,898	1	12,898
Other					1		5,269	1	5,269
Total office expense	1	122	1	1	1	122	31,825	1	31,947
Travel	4,568	5,228	173	66,873	2,043	78,885	30,115	1	109,000
Meetings/conferences	4,839	'	5,280	4,600	'	14,719	9,085		23,804
Subtotal	265,275	78,061	29,629	339,368	45,381	757,714	225,095	39,762	1,022,571
Allocation of indirect costs	26,222	7,494	2,705	40,397	868	77,716	(77,716)	1	1
Total expenses	\$ 291,497	\$ 85,555	\$ 32,334	\$ 379,765	\$ 46,279	\$ 835,430	\$ 147,379	\$ 39,762	\$ 1,022,571

See accompanying notes to financial statements.

# STATEMENTS OF CASH FLOWS

# Years Ended December 31,2020 and 2019

		2020		2019
Cash flows from operating activities				
Change in net assets	\$	(207,971)	\$	401,255
Adjustments to reconcile change in net assets to net cash				
provided by (used for) operating activities				
Depreciation expense		607		632
Change in operating assets				
Grants, contracts and contributions receivable		63,415		(70,122)
Prepaid expenses		-		2,189
Deposits		-		2,500
Change in operating liabilities				
Accounts payable and accrued expenses		(139,196)		98,483
Refundable advances		36,076		18,654
Net cash provided by (used for) operating activities		(247,069)		453,591
Cash flows from investing activities				
Purchase of property and equipment				(1,007)
Net cash used for investing activities		-		(1,007)
Cash flows from financing activities				
Change in bank overdraft		-		(1,225)
Line of credit repayments		-		(100,000)
Note payable repayments				(60,000)
Net cash used for financing activities	_		_	(161,225)
NET CHANGE IN CASH AND CASH EQUIVALENTS		(247,069)		291,359
Cash and cash equivalents				
Beginning of year		291,882		523
End of year	\$	44,813	\$	291,882
Supplemental disclosure: interest paid during the year	\$	432	\$	12,898

# Notes to Financial Statements

YEARS ENDED DECEMBER 31, 2020 AND 2019

### NOTE 1. ORGANIZATION AND NATURE OF ACTIVITIES

Ecoagriculture International, Inc. (the Organization), a nonprofit organization, was incorporated effective January 25, 2005. Its mission is to enable landscape partnerships to engage in long-term collaboration, access finance, and influence local, national, and global policy to advance integrated landscape management. The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and treated as a publicly supported organization.

The 1000 Landscapes for 1 Billion People initiative accounts for about 80% of EcoAgriculture Partners program expenses and 75% of total expenses. This is a collaborative initiative begun by EcoAgriculture in 2019 with six other international organizations, working with dozens of other technical and landscape partner organizations. EcoAgriculture serves as convener and program coordinator, as well as contributing technical landscape management, finance and communications expertise.

## NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Basis of Accounting** - The Organization's financial statements have been prepared on the accrual basis of accounting. Under this basis, revenue is recognized when earned and expenses are recognized when incurred.

**Financial Statement Presentation** - Financial statement presentation follows the recommendations of U.S. generally accepted accounting principles in accordance with Financial Accounting Standards Board Accounting Standards Codification, *Not-for-Profit Entities - Presentation of Financial Statements*. Under those principles, the Organization is required to report information regarding its financial position and activities according to two classes of net assets - net assets without donor restrictions and net assets with donor restrictions.

*Net assets without donor restrictions* - These net assets are available to finance the general operations of the Organization. The only limits on the use of net assets without donor restrictions are the broad limits resulting from the nature of the Organization, the environment in which it operates, and the purposes specified in its organizing documents.

*Net assets with donor restrictions* - These net assets result from contributions and other inflows of assets, the use of which by the Organization is limited by donor-imposed time or purpose restrictions that may be either temporary or perpetual. At December 31, 2020 and 2019, the Organization had no net assets subject to perpetual donor restrictions.

# NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

**Use of Estimates** - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from the estimates.

**Cash and Cash Equivalents** - The Organization considers cash in checking accounts and short-term investments with original maturities of 90 days or less to be cash and cash equivalents.

Unconditional Promises to Give - Unconditional promises to give that are expected to be collected within one year are reported at their net realizable value. Unconditional promises to give that are expected to be collected in future years are reported at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. Management is of the opinion that all promises to give are fully collectible.

**Revenue Recognition** - Revenue is derived primarily from contribution transactions. Unconditional contributions are recognized upon receipt of cash or other assets, or when a donor promises to transfer cash or other assets in the future. Conditional promises to give, that is, those with a measurable performance or other barrier and a right of return or release, are not recognized until the conditions on which they depend have been substantially met.

Contributions - Contributions received are reported as increases in net assets without donor restrictions unless received with donor stipulations that require the assets be used for specific purposes or in specific time periods. All donor-restricted contributions are reported as an increase in net assets with donor restrictions. 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 and reported in the statements of activities as net assets released from restrictions.

Grants and Similar Agreements - Most grant agreements are accounted for as contribution transactions. When an agreement includes both a barrier and either a right of return of assets to the resource provider or a right of release from obligation by the resource provider, the contribution is considered to be conditional. Amounts received under conditional transfers are reported as a liability (refundable advance) and recognized as contribution revenue only when the conditions are met. We also derive revenue from cost-reimbursable federal grants and contracts, which are conditioned upon certain performance requirements, compliance with federal statutes, and the incurrence of allowable qualifying expenses. Those conditions are considered to have been met and revenue is recognized when we have incurred expenditures in compliance with specific grant or contract provisions.

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses - The costs of providing the various programs and supporting services have been summarized on a functional basis in the statements of activities and functional expenses. Salaries, fringe benefits and common costs such as occupancy, depreciation and the like are allocated based on staff time and effort studies. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The following program services are included in the accompanying financial statements:

1000 Landscapes for
1 Billion People -

1000 Landscapes for 1 Billion People was begun in 2019 as a long-term collaborative effort to drive systemic changes that will make local partnerships for landscape sustainability much more effective, through: a digital platform to facilitate landscape management and link actors with data, tools; institutionalizing capacity-building for integrated landscape management; establishing a network to connect landscapes with expertise, finance and one another; and promoting financial system innovations to enable landscape investments at scale.

Landscapes and Leaders -Demonstrating and supporting the on-the-ground practice of

ecoagriculture.

Outreach -Is a collaborative initiative to foster cross-sectoral dialogue,

> learning and action. The partners involved aim to understand and support integrated agricultural landscape approaches to simultaneously meet goals for food production, ecosystem

health and human wellbeing.

Seeking to advance ecoagriculture by influencing the macro-Policy -

> scale institutional structures that affect management of and investment in agriculture, conservation, and rural landscapes.

Research and Synthesis -Focusing on improving the evidence base about

ecoagriculture to identify and support wide adoption of the

most effective practices and approaches.

**Restatement** - Net assets with donor restrictions previously reported at the end of 2019 in the amount of \$18,654 were restated during 2020 and reported as refundable advances instead, consistent with reporting for the underlying awards during the current year.

## NOTE 3. LIQUIDITY AND AVAILABILITY OF RESOURCES

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization has access to a line of credit in the total amount of \$200,000.

The following table represents the Organization's financial assets available to meet cash needs for general expenditures within one year as of December 31, 2020 and 2019.

	2020		2019
Total assets at end of year	\$ 87,154	\$	398,245
Less non-financial assets			
Net property and equipment	 (595)		(1,202)
Total financial assets at end of year	86,559		397,043
Less amounts unavailable for general expenditures within one year			
Assets the use of which is restricted by donors	 (86,559)	_	(364,616)
Financial assets available for general expenditures within one year	\$ -	\$	32,427

## NOTE 4. CONCENTRATION OF CREDIT RISK

Financial instruments which potentially subject the Organization to concentration of credit risk consist principally of cash and temporary cash investments. The Organization maintains its cash accounts at a single financial institution. Although amounts on deposit may at times exceed the Federal Deposit Insurance Corporation (FDIC) insurance limit, management does not believe the Organization is at significant risk with respect to cash balances as of year-end.

### NOTE 5. NOTE PAYABLE

During 2018, the Organization borrowed \$60,000 from a member of the immediate family of the Organization's President, bearing interest at an annual rate of 2.8%, in order to reduce the cost of borrowing against the line of credit described in Note 6. The entire principal plus accrued interest in the amount of \$1,080 due at December 31, 2018 were paid in full during 2019.

### NOTE 6. LINE OF CREDIT

The Organization has a bank line of credit in the total amount of \$200,000, of which the Organization has no outstanding balance at December 31, 2020 and 2019, respectively. Advances on the line of credit bear interest at the bank's prime rate plus 3.50%, for a total of 6.75% as of December 31, 2020. Interest expense on the line of credit for the years ended December 31, 2020 and 2019 was \$432 and \$11,152, respectively.

### NOTE 7. DEFICIT IN NET ASSETS WITHOUT DONOR RESTRICTIONS

Ecoagriculture International, Inc. had a deficit in net assets without donor restrictions of approximately \$99,000 as of December 31, 2020. This represents a 34% reduction in the net asset deficit from about \$151,000 at December 31, 2019. The Organization was able to reduce the deficit in unrestricted net assets during 2020 by reducing fundraising and board travel and workshops, staff retreats, staff and operating expenses.

From January to August 2021, the organization secured an additional funding of \$1.8 million. Revenues for 2021 already nearly meet the Board approved annual budget of \$1.2 million. These 2021 secured resources include approximately \$426,000 in unrestricted funding and indirect resources, an amount in excess of the \$295,000 in projected core expenses through the end of the year (which includes a \$20,000 buffer). The Organization also has an active pipeline of proposals submitted, mostly in support for the 1000 Landscapes program, as well as for work on climate-smart landscapes. Thus, management expects to eliminate the Organization's deficit in net assets without donor restrictions by the end of 2021.

### NOTE 8. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions at year-end and net assets released from donor restrictions during 2020 and 2019 were in support of the following programs.

		202	20	
	Beginning			End
	of Year	Contributions	Released	of Year
1000 Landscapes	\$ 349,244	\$ 250,000	\$(509,804)	\$ 89,440
Landscapes and Leaders	11,927	64,003	(64,003)	11,927
Outreach	338	_	-	338
Policy	13	_	-	13
Research and Synthesis	3,094			3,094
	\$ 364,616	\$ 314,003	\$ (573,807)	\$ 104,812
		201	19	
	Beginning	201	19	End
	Beginning of Year	201 Contributions	Released	End of Year
1000 Landscapes				
1000 Landscapes Landscapes and Leaders	of Year	Contributions	Released	of Year
*	of Year	Contributions \$ 640,740	Released \$(291,496)	of Year \$ 349,244
Landscapes and Leaders	of Year \$ - 21,282	Contributions \$ 640,740	Released \$(291,496) (83,552)	of Year \$ 349,244 11,927
Landscapes and Leaders Outreach	of Year  \$ - 21,282 328	Contributions \$ 640,740 74,197	Released \$(291,496) (83,552) 10	of Year \$ 349,244 11,927 338

### NOTE 9. RETIREMENT PLAN

The Organization has a defined contribution pension plan covering substantially all full-time employees. Contributions are made at 3% of covered compensation and the total expense for 2020 and 2019 was \$14,607 and \$15,427, respectively.

### NOTE 10. PAYCHECK PROTECTION PROGRAM LOAN

In April 2020, the Organization received a loan in the amount of \$76,748 under the Paycheck Protection Program (PPP) established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). PPP loans and accrued interest are forgivable after a covered period (eight or 24 weeks) as long as the borrower maintains its payroll levels and uses the loan proceeds for eligible purposes, primarily payroll, benefits, rent and utilities. Any unforgiven portion of a PPP loan is payable over two to five years at an interest rate of 1%, with a deferral of payments for 10 months after the end of the covered period. Management of the Organization used the loan proceeds for purposes consistent with the PPP requirements and applied for forgiveness within 10 months of the end of the covered period. The Organization initially recorded the note payable as a refundable advance and subsequently recognized contribution income related to the debt forgiveness in accordance with the guidance for recognizing conditional contributions. The amount of contribution income recognized during the year ended December 31, 2020 was \$76,748.

## NOTE 11. SIGNIFICANT UNCERTAINTIES

The COVID-19 pandemic, whose effects first became known in January 2020, is having a broad and negative impact on commerce and financial markets around the world. The extent of the impact of the pandemic on the Organization's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak and its impacts on the Organization's donors, employees, and vendors, all of which, at present, cannot be determined. Accordingly, the extent to which the pandemic may impact the Organization's financial position, changes in net assets, and cash flows is uncertain, and the accompanying financial statements include no adjustments relating to the effects of this pandemic. However, the Organization has a well-established virtual office and processes, dating from before the pandemic, beginning December 2018. The Organization also received a second U.S. Government PPP loan in 2021 of \$96,087 that was forgiven in full in August 2021. Elimination of work travel and slowdown of donor processing slowed fundraising for the Organization and its partners for the 1000 Landscapes project during 2020.

## NOTE 12. SUBSEQUENT EVENTS REVIEW

All subsequent events have been evaluated through September 13, 2021, which is the date the financial statements were available to be issued. This review and evaluation revealed no other new material event or transaction which would require an adjustment to or disclosure in the accompanying financial statements.