Financial Statements

for the years ended

December 31, 2020 and 2019

Table of Contents

	Page
Independent Auditors' Report	2 - 3
Financial Statements	
Statements of Financial Position	4
Statements of Activities	5
Statements of Functional Expenses	6
Statements of Cash Flows	7 - 8
Notes to Financial Statements	9 - 17

Sabel & Oplinger, CPA, PC

ACCOUNTANTS AND CONSULTANTS 106 PROSPECT STREET, P.O. BOX 1307 SOUTHAMPTON, NY 11969

TELEPHONE (631) 283-2370 FAX (631) 287-4347

e-mail: socpapc@socpapc.com web page: www.socpapc.com

INDEPENDENT AUDITORS' REPORT

To the Board of Directors Group for the East End, Inc. Southold, New York 11971

We have audited the accompanying financial statements of Group for the East End, Inc. (a nonprofit 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 of 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 Group for the East End, 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.

Sabel and Oplinger

Sabel & Oplinger, CPA, PC Southampton, New York

August 6, 2021

Statements of Financial Position

	December 31				
	2020	2019			
Assets					
Current Assets					
Cash in bank:					
Without donor restrictions	\$ 996,276	\$ 337,352			
With donor restrictions	32,531	316,624			
Prepaid expenses	4,837	1,493			
Total Current Assets	1,033,644	655,469			
Property and equipment, net (Note 7)	1,201,506	1,226,625			
Other Asset					
Security deposit	100	100			
Total Assets	\$ 2,235,250	<u>\$ 1,882,194</u>			
Liabilities and Net Assets					
Current Liabilities					
Accounts payable	\$ 3,194	\$ 23,188			
Accrued expenses	7,875	11,742			
Payroll taxes payable	407	376			
Current portion of mortgage payable (Note 8)	38,400	36,815			
Total Current Liabilities	49,876	72,121			
Long Term Liability					
EIDL Loan payable	499,900	-			
Mortgage payable, net, less current portion (Note 8) Total Long Term Liabilities	<u>272,383</u> 772,283	310,696 310,696			
Net Assets					
Without donor restrictions	1,380,560	1,340,608			
With donor restrictions (Note 9)	32,531	158,769			
Total Net Assets	1,413,091	1,499,377			
Total Liabilities and Net Assets	\$ 2,235,250	<u>\$ 1,882,194</u>			

See Independent Auditors' Report and Notes to Financial Statements

Statements of Activities

for the years ended

			Decer	nber 31
	Without Donor Restriction	With Donor Restriction	2020	2019
Revenues and Support				
Contributions	\$ 337,119	\$ -	\$ 337,119	\$ 285,325
Public educational programs	65,275	-	65,275	106,418
Grants	35,000	218,739	253,739	159,013
Special events, net (Note 10)	212,642	-	212,642	442,490
Rental income	3,000	-	3,000	8,970
Other Income – Government				
grant	145,015	-	145,015	-
Net assets released from				
restrictions	344,977	(344,977)	<u>-</u>	<u>-</u>
Total Revenues and Support	1,143,028	(126,238)	1,016,790	1,002,216
Expenses				
Conservation advocacy,				
environmental education				
and community planning	905,762	-	905,762	961,098
Supporting Services:				
Administrative and general	139,742	-	139,742	142,319
Fundraising	57,572	<u>-</u> _	57,572	102,228
Total Expenses	1,103,076		1,103,076	1,205,645
Change in Net Assets	39,952	(126,238)	(86,286)	(203,429)
Net Assets, beginning of year	1,340,608	158,769	1,499,377	1,702,806
Net Assets, end of year	<u>\$ 1,380,560</u>	<u>\$ 32,531</u>	<u>\$ 1,413,091</u>	\$ 1,499,377

Statements of Functional Expenses

for the years ended Decemebr 31,

<u>2020</u> <u>2019</u>

	env edu co	onservation dvocacy, vironmental cation, and ommunity planning	 ninistrative d General	Fu	ndraising	Total	env educ co	nservation dvocacy, ironmental cation, and ommunity blanning	ninistrative 1 General	Fu	ndraising	Total
Salaries	\$	512,719	\$ 79,485	\$	34,394	\$ 626,598	\$	514,542	\$ 78,778	\$	35,187	\$ 628,507
Payroll taxes		36,771	5,700		2,467	44,938		36,444	5,580		2,492	44,516
Employee benefits		80,288	21,124		5,602	107,014		89,108	22,708		6,136	117,952
Accounting		-	18,150		-	18,150		-	20,780		-	20,780
Advertising		5,375	625		250	6,250		-	-		-	-
Bank and credit card fees		-	-		8,251	8,251		-	-		16,941	16,941
Consultants		38,746	4,505		1,802	45,053		33,024	3,840		1,536	38,400
Dues and subscriptions		614	-		-	614		1,176	-		-	1,176
Education		121,240	-		-	121,240		140,120	-		-	140,120
Insurance		13,569	1,578		631	15,778		13,330	1,550		620	15,500
Interest expense		12,165	1,415		565	14,145		13,405	1,559		623	15,587
Legal		20,675	-		-	20,675		45,482	-		-	45,482
Office expenses		11,062	1,286		515	12,863		11,997	1,395		558	13,950
Payroll processing fees		346	40		16	402		247	29		11	287
Postage and shipping		3,959	461		930	5,350		463	54		18,478	18,995
Printing and publications		3,258	378		152	3,788		730	85		17,261	18,076
Public outreach programs		2,027	-		-	2,027		9,758	-		-	9,758
Reference materials		88	10		4	102		59	7		3	69
Repairs and maintenance		7,452	867		347	8,666		9,314	1,083		433	10,830
Telephone		5,748	669		267	6,684		5,512	641		256	6,409
Travel and conferences		2,734	318		127	3,179		12,482	1,451		581	14,514
Utilities		5,324	 619		248	 6,191		4,943	 575		230	 5,748
Total Expenses												
before Depreciation	-	884,160	 137,230		56,568	 1,077,958		942,136	 140,115		101,346	 1,183,597
Depreciation		21,602	 2,512		1,004	 25,118		18,962	 2,204		882	 22,048
Total Expenses	\$	905,762	\$ 139,742	\$	57,572	\$ 1,103,076	\$	961,098	\$ 142,319	\$	102,228	\$ 1,205,645

Statements of Cash Flows

for the years ended

for the years	ended	December 31				
		2020		2019		
Cash Flows from Operating Activities:						
Changes in Net Assets	\$	(86,286)	\$	(203,429)		
Adjustments to reconcile the changes in net assets to net cash (used) by operating activities:						
Depreciation Stock donations		25,119 (13,510)		22,048		
(Increase) Decrease in: Prepaid expenses		(3,344)		49,639		
Increase (Decrease) in: Accounts payable Accrued expenses Payroll tax payable		(19,994) (3,868) 32		651 (18,794) 77		
Net Cash (Used) by Operating Activities		(101,851)		(149,808)		
Cash Flows from Investing Activities:						
Investment proceeds Expenditures for property and equipment, net		13,510		(98,611)		
Net Cash Provided (Used) by Investing Activities		13,510		(98,611)		
Cash Flows from Financing Activities:						
Debt repayment Loan Proceeds		(36,728) 499,900		(35,286)		
Net Cash Provided (Used) by Financing Activities		463,172		(35,286)		
Net Increase (Decrease) in Cash		374,831		(283,705)		
Cash, beginning of year		653,976		937,681		
Cash, end of year	<u>\$</u>	1,028,807	<u>\$</u>	653,976		

Continued

See Independent Auditors' Report and Notes to Financial Statements

Statements of Cash Flows

for the years ended

		December 31					
		2020		2019			
Cash, end of year consists of:							
Without donor restrictions	\$	996,276	\$	337,352			
With donor restrictions	<u> </u>	32,531		316,624			
Total Cash, end of year	<u>\$</u>	1,028,807	<u>\$</u>	653,976			
Supplemental Disclosure:							
Interest expense	\$	14,145	\$	15,587			
In-kind donations	\$	13,510	\$	21,797			

Notes to Financial Statements

December 31, 2020

Note 1 - Nature of the Organization

The Group for the East End, Inc. (the Organization) protects and restores the environment of eastern Long Island through education, citizen action, and professional advocacy. The not-for-profit organization was incorporated in 1972 as the Group for America's South Fork, Inc. The certificate of incorporation was amended in 2007 and the name changed to the Group for the East End, Inc.

Note 2 - Date of Management's Review

In preparing the financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through August 6, 2021 the date that the financial statements were available to be issued.

Note 3 - Summary of Significant Accounting Policies

The summary of significant accounting policies of the Group for the East End is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of the Organization's management, who are responsible for their integrity and objectivity.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting and accordingly, reflect all significant receivables, payables, and other liabilities.

Basis of Presentation

The financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the board of directors.

Notes to Financial Statements

December 31, 2020

Note 3 - Continued

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statements of activities.

Summarized Financial Information for 2019

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

Cash in Bank

For purposes of the statements of cash flows, the Organization considers all highly liquid investments with original maturity of three months or less to be cash equivalents.

Concentration of Credit Risk

The Organization's financial instruments that are potentially exposed to concentrations of credit risk consist primarily of cash. The Organization deposits its cash and cash equivalents with what it believes to be a quality financial institution. The Organization believes no significant concentration of credit risk exists with respect to its cash and cash equivalents.

Notes to Financial Statements

December 31, 2020

Note 3 - Continued

Use of Estimates

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

Property, Equipment and Depreciation

Expenditures for property and equipment are capitalized at cost. Donated assets are capitalized at their fair market value on the date of the gift. Depreciation is computed on the straight-line method over the estimated useful lives of the assets.

Revenue and Revenue Recognition

The organization recognizes revenue in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers, as amended. ASU 2014-09 applies to exchange transactions with customers that ae bound by contracts or similar arrangements and establishes a performance obligation approach to revenue recognition. Analysis of various provisions of this standard resulted in no significant changes in the way the Organization recognizes revenue, and therefore no changes to the previously issued audited financial statements were required on a retrospective basis. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

The Organization has the following exchange transaction revenue included in its Statement of Activities for the year ending December 31, 2020:

• Special events, net – The Organization conducts special and fundraising events in which a portion of the proceeds paid by the participant represent payment for the direct cost benefits received by the participant at the event – the exchange component, and a portion represents a contribution to the Organization. The fair value of meals and entertainment provided at these events are measured at actual cost to the Organization and is recognized when the event takes place. The contribution portion is the excess of the gross revenue over the fair value of the direct donor benefit and is recognized immediately, unless there is a right of return if the event does not take place.

Notes to Financial Statements

December 31, 2020

Note 3 - Continued

Contributions

Contributions received are recorded as net assets without donor restrictions or not assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized. All other donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of 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 and reported in the statements of activities as net assets released from restrictions.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions.

In-kind Donations and Services

In-kind donations are recorded at their estimated fair value determined on the date of contribution and are reported as contributions in-kind and supporting services on the accompanying statements of activities and statements of functional expenses. In-kind donations are located as follows:

Stock Donations - general

\$13,510

A substantial number of volunteers have made significant contributions of their time in furtherance of the Organization's mission. These services were not reflected in the accompanying statements of activities because they do not meet the necessary criteria for recognitions under US GAAP.

Notes to Financial Statements

December 31, 2020

Note 4 - Availability and Liquidity

The following represents the Organization's financial assets:

	December 31					
		2020		2019		
Financial assets at year-end: Cash and cash equivalents	\$	1,028,807	\$	653,976		
Less financial assets not available to be used within one year: Net assets with donor restrictions		(32,531)		(158,769)		
Financial assets available to meet the cash needs for general expenditures within one year of the date of the statements of financial position.	\$	996,276	\$	495,207		

The Organization maintains financial assets to meet operating expenses. As part of its liquidity plan, excess cash, if any, is reserved in its checking account.

Note 5 - Tax Exempt Status

The Organization has been classified by the Internal Revenue Service as a publicly supported tax-exempt charity pursuant to IRC Section 501 (c) (3) and as a not-for-profit corporation under the laws of New York State. Accordingly, no provision for Federal or State income taxes is required. As of December 31, 2020, no amounts have been recognized for uncertain income tax positions. The Organization's tax returns for the year 2017 and forward are subject to the usual review by the appropriate taxing authorities.

Notes to Financial Statements

December 31, 2020

Note 6 - <u>Functional Allocation of Expenses</u>

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

Expenses that are allocated include the following:

Expense	Method of Allocation
Advertising	Percentage of time spent
Salaries and benefits	Percentage of time spent
Insurance	Percentage of square footage
Interest Expenses	Percentage of square footage
Payroll Taxes	Percentage of time spent
Repairs and maintenance	Percentage of time spent
Telephone	Percentage of square footage
Employee benefits	Percentage of square footage
Consultants	Percentage of time spent
Office and related	Percentage of square footage
Travel and conferences	Percentage of time spent
Depreciation	Percentage of square footage
Utilities	Percentage of square footage

Note 7 - Property, Equipment and Depreciation

The expenditures for property and equipment are capitalized at cost. The following is a summary as of:

		Decen	Depreciable Life-		
	2020		2019		Straight Line
Land	\$	652,242	\$	652,242	No depreciation
Building and improvements		761,956		761,956	39 Years
Office equipment		74,012		74,012	5 years
Office furniture		40,257		40,257	7 years
Website development		20,100		20,100	3 years
Closing costs		3,233		3,233	15 years
Less: accumulated depreciation		(350,294)		(325,175)	
	\$	1,201,506	\$	1,226,625	

Notes to Financial Statements

December 31, 2020

Note 8 - Mortgage

The Organization's principal offices are located in Southold, New York in a commercial building secured by a mortgage with People's United Bank. The principal and interest payments are based upon a twenty-year amortization with a maturity date of January 4, 2028. A new interest rate of 4.25% was negotiated effective November 4, 2016 until January 4, 2028. The mortgage note requires monthly principal and interest payments of \$4,239.40.

Future maturities of the long-term debt are as follows:

Years ending December 31

2021	\$ 38,400
2022	40,075
2023	41,812
2024	43,624
2025	45,515
Thereafter	 101,357
Total	 310,783
Less: Current portion	 (38,400)
Total Long-Term Portion	\$ 272,383

Note 9 - Net Assets

Net assets with donor restrictions are as follows:

	December 31				
	·	2020		2019	
Specific Purpose:					
Goldsmiths inlet	\$	1,829	\$	1,829	
Coastal clean-up		1,003		1,002	
Orient watershed		5,000		-	
LICF cleanwater		12,500		-	
NFWF Hallock		12,199		-	
East end clean water campaign		-		44,973	
Hook & town pond, EH		-		79,200	
LI community		-		20,000	
Sierra club – passthrough grant		-		11,000	
Save Cutchogue		<u>-</u>		765	
Total	\$	32,531	\$	158,769	

Notes to Financial Statements

December 31, 2020

Note 9 - Continued

Net assets without donor restrictions are as follows at December 31,:

Undesignated \$\frac{2020}{\\$1,380,560}\$ \frac{2019}{1,340,608}\$

Net assets released from net assets with donor restrictions are as follows:

	December 31				
		2020	2019		
Specific Purpose:					
Clean water	\$	44,975	\$	110,000	
Save Cutchogue		765		-	
Unified osprey conservation		43,600		6,925	
Hook & Town Pond East Hampton		79,200		-	
LI community		20,000		-	
Sierra club – passthrough grant		11,000		11,000	
Cleanwater – SCW grant		12,209		-	
LICF cleanwater		12,500		-	
Be a good egg		10,000		-	
Peconic estuary		1,000		-	
NFWF hallock		9,395		-	
Unified water study		7,500		11,800	
NYS great pond		92,833		-	
Communication costs		-		27,616	
Education		<u>-</u>		2,000	
Total	\$	344,977	<u>\$</u>	169,341	

Note 10 - Special Events, Net

Revenue attributable to special events represent total proceeds less expenses and are summarized as follows:

	December 31			
		2020		2019
Proceeds	\$	217,642	\$	576,491
Expenses		(5,000)		(134,001)
Revenues, net	<u>\$</u>	212,642	\$	442,490

Note 11 - Principal Source of Support

The Board contributed \$107,470 or 16% of gross revenue in 2020 and \$180,069 or 16% of gross revenue in 2019.

See Independent Auditors' Report

Notes to Financial Statements

December 31, 2020

Note 12 - SBA Loans Payable and Grants

The Organization received a \$137,015 refundable PPP grant under the Cares Act during the year ended December 31, 2020. As a result, the Organization has recorded the amount received as a refundable advance in accordance with FASB ASC 958-605. The full amount has been expended as of December 31, 2020 and the entire amount is included in *Other Income – Government grant – PPP* on the Statement of Activities.

The Organization received a \$8,000 Economic Injury Disaster grant from the SBA in May 2020 and has been fully expended.

The Organization received a \$500,000 loan, less \$100 administrative fee withheld, from the SBA in May 2020. The loan is a thirty-year loan with a one-year deferral period and an interest rate of 2.75 percent with monthly payments of \$2,136. Future principal payments are as follows:

<u>Year</u>	Amount		
2021	\$	7,437	
2022		11,423	
2023		11,754	
2024		12,094	
2025		12,444	
Thereafter		444,748	
Total	\$	499,900	

Note 13 - Subsequent Events

As a result of the current COVID-19 pandemic, economic uncertainties have arisen which are likely to negatively impact operating revenue, fundraising, and contributions. Other financial impacts could occur though such potential impacts are unknown at this time. These potential losses have not been recognized and are not required to be recognized in these financial statements.

The Organization has obtained government stimulus funds (see Note 12 for recognition details) and believes it has adequate funds to cover any potential future losses due to the pandemic.

In February 2021, the Organization received a second round of PPP funds in the amount of \$131,770.

Sabel & Oplinger, CPA, PC

ACCOUNTANTS AND CONSULTANTS 106 PROSPECT STREET, P.O. BOX 1307 SOUTHAMPTON, NY 11969

TELEPHONE (631) 283-2370 FAX (631) 287-4347

e mail: socpapc@socpapc.com web page: www.socpapc.com

To the Board of Directors Group for the East End, Inc. Southold, New York 11971

In planning and performing our audit of the financial statements of Group for the East End, Inc. as of and for the year ended December 31, 2020, in accordance with auditing standards generally accepted in the United States of America, we considered the Organization's internal control over financial reporting (internal control) as a basis for designing our auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency or a combination of deficiencies in the internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected, and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

This communication is intended solely for the information and use by management of the Group for the East End, Inc. and others within the organization, and is not intended to be and should not be used by anyone other than these specified parties.

Sabel and Oplinger

Sabel & Oplinger, CPA, PC Southampton, New York

August 6, 2021