

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Washington, D.C.

CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2023

C O N T E N T S

	Page
INDEPENDENT AUDITOR'S REPORT	1 and 2
CONSOLIDATED FINANCIAL STATEMENTS	
Consolidated Statement of Financial Position	3
Consolidated Statement of Activities	4
Consolidated Statement of Functional Expenses	5
Consolidated Statement of Cash Flows	6
Notes to Consolidated Financial Statements	7-13



800.464.1976

YHBcpa.com

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Imago Global Grassroots
Washington, D.C.

Opinion

We have audited the accompanying consolidated financial statements of Imago Global Grassroots and Subsidiary ("IMAGO"), which comprise the consolidated statement of financial position as of December 31, 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the consolidated financial position of IMAGO as of December 31, 2023, and the changes in its net assets, functional expenses, 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 IMAGO 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.

Other Matter

As part of our audit of the 2023 financial statements, we audited the adjustments described in Note 8 that were applied to restate beginning net assets. We were not engaged to audit, review or apply any procedures to the 2022 financial statements of IMAGO and accordingly, we do not express an opinion or any form of assurance on the 2022 financial statements as a whole.

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the 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 for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated 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 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 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 IMAGO'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 financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about IMAGO'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, among 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.

Grant, Hyde & Barbour, P.C.

Winchester, Virginia
December 16, 2024

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Consolidated Statement of Financial Position

December 31, 2023

Assets

Current Assets

Cash and cash equivalents	\$ 2,289,704
Investments	428,672
Grants receivable	1,436,568
Prepaid expenses	11,171
Due from management	112
Total current assets	<u>4,166,227</u>

Property and Equipment

Computer and equipment	8,808
Website	3,250
Accumulated depreciation	<u>(11,931)</u>
Property and equipment, net	<u>127</u>

Total assets \$ 4,166,354

Liabilities and Net Assets

Liabilities

Accounts payable	\$ 87,502
Accrued expenses	5,864
Accrued payroll	<u>27,074</u>
Total liabilities	<u>120,440</u>

Net Assets

Without donor restrictions	1,297,739
With donor restrictions	<u>2,748,175</u>
Total net assets	<u>4,045,914</u>

Total liabilities and net assets \$ 4,166,354

See Notes to Consolidated Financial Statements.

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Consolidated Statement of Activities

For the Year Ended December 31, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
Public Support and Revenue			
Program income	\$ 1,249,873	\$ --	\$ 1,249,873
Contribution income	183,176	--	183,176
Grants income	370,461	--	370,461
Investment income, net	13,724	--	13,724
Net assets released from restriction	<u>946,384</u>	<u>(946,384)</u>	<u>--</u>
Total support and revenue	<u>2,763,618</u>	<u>(946,384)</u>	<u>1,817,234</u>
Expenses			
Program services	2,149,723	--	2,149,723
Management and general	185,237	--	185,237
Fundraising	<u>47,109</u>	<u>--</u>	<u>47,109</u>
Total expenses	<u>2,382,069</u>	<u>--</u>	<u>2,382,069</u>
Change in net assets	<u>381,549</u>	<u>(946,384)</u>	<u>(564,835)</u>
Net Assets , beginning of year, prior to restatement	451,418	1,200,000	1,651,418
Prior period adjustments	<u>464,652</u>	<u>2,494,559</u>	<u>2,959,211</u>
Net Assets , beginning of year, restated	<u>916,070</u>	<u>3,694,559</u>	<u>4,610,629</u>
Capital Contributions , minority shareholder	<u>120</u>	<u>--</u>	<u>120</u>
Net Assets , end of year	<u>\$ 1,297,739</u>	<u>\$ 2,748,175</u>	<u>\$ 4,045,914</u>

See Notes to Consolidated Financial Statements.

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Consolidated Statement of Functional Expenses

For the Year Ended December 31, 2023

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Accounting and legal	\$ --	\$ 23,403	\$ --	\$ 23,403
Advertising and promotion	174	--	--	174
Bank charges	--	8,473	--	8,473
Board expenses	--	347	--	347
Depreciation	410	433	--	843
Dues and subscriptions	9,652	386	--	10,038
Insurance	3,775	937	--	4,712
License and fees	6,900	2,963	--	9,863
Office expenses	5,580	754	--	6,334
Payroll benefits	9,565	11	--	9,576
Payroll service fees	--	16,152	--	16,152
Payroll tax	32,220	3,682	--	35,902
Professional development	2,300	--	205	2,505
Rent	19,042	--	--	19,042
Salary	398,421	53,105	28,372	479,898
Sub contractors	1,415,568	56,531	13,621	1,485,720
Supplies and materials	7,424	313	--	7,737
Telephone	78	--	--	78
Travel and meeting expense	234,449	12,887	4,911	252,247
Web and IT services	4,165	4,860	--	9,025
	<u>\$ 2,149,723</u>	<u>\$ 185,237</u>	<u>\$ 47,109</u>	<u>\$ 2,382,069</u>

See Notes to Consolidated Financial Statements.

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Consolidated Statement of Cash Flows

For the Year Ended December 31, 2023

Cash Flows from Operating Activities	
Change in net assets	\$ (564,835)
Adjustments to reconcile increase in net assets to net cash (used in) operating activities:	
Depreciation	843
Unrealized gain	13,278
(Increase) decrease in operating assets:	
Grants receivable	346,371
Prepaid expenses	(4,091)
Due from management	(112)
Increase (decrease) in operating liabilities:	
Accounts payable	(43,377)
Accrued expenses	3,708
Accrued payroll	27,074
Deferred revenue	<u>(227,358)</u>
Net cash (used in) operating activities	<u>(448,499)</u>
 Cash Flows from Investing Activities,	
purchases of investments	<u>(416,265)</u>
 Cash Flows from Financing Activities,	
capital contributions, minority shareholder	<u>120</u>
 Net change in cash and cash equivalents	<u>(864,644)</u>
 Cash Balance, beginning of year	<u>3,154,348</u>
 Cash Balance, end of year	<u><u>\$ 2,289,704</u></u>

See Notes to Consolidated Financial Statements.

IMAGO GLOBAL GRASSROOTS AND SUBSIDIARY

Notes to Consolidated Financial Statements

Note 1. Organization and Nature of Activities

IMAGO Global Grassroots (IMAGO US) is a non-profit organization, incorporated in the District of Columbia and located in Washington, D.C. IMAGO is committed to working with grassroots organizations and their members to transform poverty into dignity and material well-being. IMAGO works around the world with existing organizations to enhance their strengths, build their capacity, and scale up their impact in a way that respects their unique context, attributes and evolution.

In 2022, IMAGO formed IMAGO GG India Private Limited (IMAGO India), a private limited company in India. This company is 90% owned by IMAGO US while 10% is owned by the Founder and Executive Director of IMAGO US. IMAGO India was organized to assist with the administration of various projects of IMAGO US which take place within India.

During the year ended December 31, 2023, IMAGO US contributed \$1,116 to IMAGO India to establish the company. This contribution included the Executive Director's 10% capital requirement while the remaining 90% of the contribution was eliminated during consolidation. At December 31, 2023, there is a receivable on the Consolidated Statement of Financial Position for \$112 as reimbursement for the capital contribution paid by IMAGO US on behalf of the Executive Director.

Under accounting principles generally accepted in the United States of America, IMAGO US and IMAGO India are required to issue consolidated financial statements due to common ownership. The consolidated financial statements include the accounts of IMAGO US and IMAGO India. All material intercompany accounts and transactions were eliminated in consolidation. Unless otherwise noted, the entities will be collectively referred to as "IMAGO" throughout the consolidated financial statements.

Note 2. Summary of Significant Accounting Policies

Basis of Accounting

The consolidated financial statements of IMAGO are prepared using the accrual method of accounting, in conformity with accounting principles generally accepted in the United States of America (GAAP).

Classification of Net Assets

The accompanying consolidated financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, Presentation of Financial Statements of Not-for-Profit Entities. As such, net assets are reported within two net asset classifications: without donor restrictions and with donor restrictions. Descriptions of the two net asset categories are as follows:

- Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor restrictions are recorded as net assets without donor restrictions. Assets restricted solely through the actions of the Board are referred to as Board Designated and are also reported as net assets without donor restrictions.

Notes to Consolidated Financial Statements

- Net Assets with Donor Restrictions - Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in "net assets with donor restrictions", depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Consolidated Statement of Activities as net assets released from donor restrictions. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue without donor restrictions when the assets are placed in service.

Cash and Cash Equivalents

IMAGO considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents. IMAGO maintains its cash balances in various financial institutions which, at times, may exceed federally insured limits. IMAGO has not experienced and losses on such accounts.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the consolidated statement of financial position. Unrealized gains and losses are included in the change in net assets.

Grants Receivable

Grants receivable are recorded at their net realizable value, which approximates fair value. Management considers all amounts to be fully collectible within one year.

Property and Equipment

Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three years. The cost of maintenance and repairs is recorded as expenses are incurred. Website development costs are amortized over three years once placed in service. Depreciation and amortization expense for the year ended December 31, 2023 totaled \$843.

Income Taxes

IMAGO US is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation.

IMAGO India is subject to income tax in accordance tax regulations within India. No accrual for taxes has been made for the year ending December 31, 2023, as the entity did not have any income during the period.

Management has evaluated the effect of guidance surrounding uncertain income tax positions and concluded that IMAGO has no significant financial statement exposure to uncertain income tax positions at December 31, 2023.

Notes to Consolidated Financial Statements

Revenue Recognition

Revenue Recognition Methodology for Exchange Transactions

For exchange transactions, IMAGO recognizes revenue in accordance with Topic 606, Revenue from Contracts with Customers, which provides a five-step model for recognizing revenue from contracts with customers, as follows:

- Identify the contract with a customer
- Identify the performance obligations in the contract
- Determine the transaction price
- Allocate the transaction price to the performance obligations in the contract
- Recognize revenue when or as performance obligations are satisfied

Program income revenue is recognized when the related costs are incurred. For any amounts received in advance and for which performance obligations have not been satisfied, a contract liability (deferred revenue) is recorded.

Revenue Recognition Methodology for Grants and Contributions

Grants and contributions are recognized as revenue when they are received or unconditionally promised. IMAGO reports gifts of cash and other assets as net assets with donor restrictions if they are received with donor stipulations that limited the use of the donated assets. When a donor 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 Consolidated Statement of Activities as net assets released from restrictions.

Contributions of assets other than cash are recorded at their estimated fair value. Contributions of donated services that require specialized skills and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

IMAGO would recognize donated services as contributions if the services a) create or enhance nonfinancial assets or b) require specialized skills, are performed by people with those specialized skills, and would otherwise be purchased by IMAGO. IMAGO receives services that do not require specialized skills and do not meet the criteria for recognition; accordingly, these amounts are not recorded in the financial statements. For the year ended December 31, 2023, management estimates that services valued at \$66,796 were performed for IMAGO but did not meet the criteria for inclusion as revenue.

Donor-restricted contributions whose restrictions are met in the same year as received are classified as contributions without donor restrictions in the accompanying financial statements.

Advertising Costs

Costs of promotion and advertising are expensed as incurred and amounted to \$174 during the year end December 31, 2023.

Notes to Consolidated Financial Statements

Use of Estimates

The preparation of the 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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the Consolidated Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses directly attributed to a specific functional area of IMAGO are reported as direct expenses to the programmatic area and those expenses that benefit more than one function are allocated on a reasonable basis that is consistently applied. Payroll and related expenses are allocated based on time spent on the applicable function. Travel and meeting costs are recorded based its usage. For professional fees and subcontractors, the expenses have been allocated based on the yearly estimate of time allocation for each function. All other expenses have been allocated using the same share of time allocation of subcontractors and employees.

<u>Expense</u>	<u>Allocation Methodology</u>
Accounting and legal	Direct Allocation
Advertising and promotion	Direct Allocation
Bank charges	Direct Allocation
Board expenses	Direct Allocation
Depreciation	Direct Allocation
Dues and subscriptions	Direct Allocation
Insurance	Direct Allocation
License and fees	Direct Allocation
Office expenses	Direct Allocation
Payroll benefits	Time and effort
Payroll service fees	Direct Allocation
Payroll tax	Time and effort
Professional development	Direct Allocation
Rent	Direct Allocation
Salary	Time and effort
Sub contractors	Estimate of Time
Supplies and materials	Direct Allocation
Telephone	Direct Allocation
Travel and meeting expense	Direct Allocation
Web and IT services	Direct Allocation

Notes to Consolidated Financial Statements

Note 3. Liquidity and Availability

Financial assets available for use for general expenditures within one year of the Consolidated Statement of Financial Position date comprise the following:

Cash and cash equivalents	\$ 2,289,704
Investments	428,672
Grants receivable	<u>1,436,568</u>
	<u>4,154,944</u>
 Less those unavailable for general expenditure within one year, due to donor-imposed restrictions	 <u>(2,748,175)</u>
 Financial assets available to meet cash needs for general expenditures within one year	 <u>\$ 1,406,769</u>

Note 4. Occupancy

During the year ended December 31, 2023, IMAGO had a leased office space in Washington, D.C. The lease agreement is renewed on March 1st on an annual basis. Base rent is \$669 per dedicated desk per month; however, it varies depending on the number of additional offices and desks rented. Occupancy expense for the year ended December 31, 2023 totaled \$19,042.

Note 5. Investments

A summary of the investments held by IMAGO at December 31, 2023 is as follows:

	Cost	Unrealized Gain	Fair Value
Cash	\$ 999	\$ - -	\$ 999
Equity securities	8,968	26,385	35,353
Treasury bills	<u>389,343</u>	<u>2,977</u>	<u>392,320</u>
	<u>\$ 399,310</u>	<u>\$ 29,362</u>	<u>\$ 428,672</u>

Notes to Consolidated Financial Statements

Fair Value Measurements

IMAGO reports certain assets and liabilities at fair value in the financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs used to determine fair value refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available. A three-tier hierarchy categorizes the inputs as follows:

Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities IMAGO can access at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset or liability. In these situations, IMAGO develops inputs using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to entire measurement requires judgment, taking into account factors specific to the asset. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to our assessment of the quality, risk, or liquidity profile of the asset.

At December 31, 2023, all of IMAGO's investments are classified as Level 1.

Notes to Consolidated Financial Statements

Note 6. Net Assets with Donor Restrictions

For the year ended December 31, 2023, IMAGO's net assets with donor restrictions consisted of the following:

	Balance at December 31, 2022	Contributions	Released from Restriction	Balance at December 31, 2023
Gates - Women Agribusiness Enterprises	\$ 1,998,178	\$ --	\$ (216,039)	\$ 1,782,139
Gates - Project MOVE	961,488	--	(421,211)	540,277
Gates - Convergence Project	734,893	--	(309,134)	425,759
Total	\$ 3,694,559	\$ --	\$ (946,384)	\$ 2,748,175

Note 7. Concentrations

During the year ended December 31, 2023, one contributor and one program service customer accounted for 34% and 36% of total revenue, respectively.

Note 8. Prior Period Adjustments

During the year ended December 31, 2023, IMAGO recorded several prior period adjustments to properly account for restricted grants which had previously been recorded as deferred revenue and to correct the timing of recognition for particular revenue and expense transactions. The cumulative effect of the prior period adjustments was an increase to net assets as of December 31, 2022 of \$2,959,211, of which \$464,652 was without donor restrictions and \$2,494,559 was with donor restrictions.

Note 9. New Accounting Pronouncements

Effective January 1, 2023, IMAGO adopted Accounting Standards Update (ASU) No. 2016-13, Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. The ASU replaces the incurred loss impairment methodology with a current expected credit losses model for all financial assets measured at amortized cost. Financial assets held by IMAGO that are subject to the ASU include grants receivable. IMAGO adopted the standard using a modified retrospective approach as of the effective date. No cumulative-effect adjustment to net assets was required. The adoption of the standard did not have a material impact on the financial statements and did not result in the establishment of an allowance for bad debt.

Note 10. Subsequent Events

IMAGO has evaluated subsequent events through December 16, 2024, the date which the financial statements were available to be issued. Management has determined that there are no subsequent events that require recognition or disclosure.