# FAIR GIRLS, INC.

# FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

# **SEPTEMBER 30, 2022 AND 2021**

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### Independent Auditor's Report

To the Board of Directors FAIR Girls, Inc. Washington, DC

### Opinion

We have audited the accompanying financial statements of FAIR Girls, Inc. (a nonprofit organization), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of FAIR Girls, Inc. as of September 30, 2022 and 2021, 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.

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 FAIR Girls, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

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

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

Independent Auditor's Report FAIR Girls, Inc. Page Two

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

Our objectives are to obtain reasonable assurance about whether the 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 generally accepted auditing standards 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 financial statements.

In performing an audit in accordance with generally accepted auditing standards, 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 FAIR Girls, Inc.'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 FAIR Girls, Inc.'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.

JM & M

Washington, DC February 1, 2023

# FAIR GIRLS, INC. STATEMENTS OF FINANCIAL POSITION SEPTEMBER 30, 2022 AND 2021

ASSETS				
		2022	2021	
CURRENT ASSETS				
Cash	\$	461,984	\$	898,833
Grants receivable		-		125,000
Accounts receivable		328,962		318,483
Prepaid expenses		10,190		3,441
Total Current Assets		801,136		1,345,757
PROPERTY AND EQUIPMENT				
Furniture and equipment		7,205		7,205
Accumulated depreciation		(5,791)		(4,350)
Property and Equipment, Net		1,414		2,855
OTHER ASSETS				
Security deposits		4,500		4,500
TOTAL ASSETS	\$	807,050	\$	1,353,112
LIABILITIES AND NET ASSE	<u>TS</u>			
CURRENT LIABILITIES				
Accounts payable	\$	12,577	\$	17,730
Accrued expenses		40,858		44,517
Deferred revenue		127,335		156,357
Loan payable		-		125,422
Total Current Liabilities		180,770		344,026
NET ASSETS				
Without donor restrictions		584,613		830,419
With donor restrictions		41,667		178,667
Total Net Assets		626,280		1,009,086
TOTAL LIABILITIES AND NET ASSETS	\$	807,050	\$	1,353,112

# FAIR GIRLS, INC. STATEMENT OF ACTIVITIES YEAR ENDED SEPTEMBER 30, 2022

	Without Donor		Wi	th Donor	
	Restrictions		Restrictions		Total
REVENUE AND SUPPORT					
Contributions	\$	209,187	\$	-	\$ 209,187
Government grants		643,982		-	643,982
PPP loan forgiveness revenue		121,852		-	121,852
Miscellaneous revenue		3,166		-	3,166
Net assets released from restrictions		137,000		(137,000)	 -
Total Revenue and Support		1,115,187		(137,000)	 978,187
EXPENSES					
Program Services:					
Case management		331,596		-	331,596
Prevention education		100,817		-	100,817
Vida Home		377,977		-	 377,977
Total Program Services		810,390		-	 810,390
Support Services:					
General and administrative		448,958		-	448,958
Fundraising		101,645		-	 101,645
Total Support Services		550,603		-	550,603
Total Expenses		1,360,993		-	 1,360,993
CHANGE IN NET ASSETS		(245,806)		(137,000)	(382,806)
NET ASSETS, beginning of year		830,419		178,667	 1,009,086
NET ASSETS, end of year	\$	584,613	\$	41,667	\$ 626,280

# FAIR GIRLS, INC. STATEMENT OF ACTIVITIES YEAR ENDED SEPTEMBER 30, 2021

	hout Donor estrictions	With Donor Restrictions		Total
REVENUE AND SUPPORT				
Grants and contributions	\$ 610,565	\$	12,000	\$ 622,565
Government grants	825,884		-	825,884
Event revenue, net of direct expenses of \$5,603	3,280		-	3,280
Net assets released from restrictions	135,000		(135,000)	-
Total Revenue and Support	1,574,729		(123,000)	1,451,729
EXPENSES				
Program Services:				
Case management	346,075		-	346,075
Prevention education	121,993		-	121,993
Vida Home	416,501		-	416,501
Total Program Services	 884,569		-	884,569
Support Services:				
General and administrative	257,396		-	257,396
Fundraising	 84,530		-	 84,530
Total Support Services	341,926		-	 341,926
Total Expenses	 1,226,495		-	 1,226,495
CHANGE IN NET ASSETS	348,234		(123,000)	225,234
NET ASSETS, beginning of year	 482,185		301,667	 783,852
NET ASSETS, end of year	\$ 830,419	\$	178,667	\$ 1,009,086

#### FAIR GIRLS, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2022

		Program	Services					
	Case Management	Prevention Education	Vida Home	Total Programs Services	General and Administrative	Fundraising	Total Support Services	Total Expenses
Personnel costs:						<b>0</b>		
Salaries	\$ 219,013	\$ 79,092	\$ 180,154	\$ 478,259	\$ 163,337	\$ 80,444	\$ 243,781	\$ 722,040
Payroll taxes	18,916	6,936	15,763	41,615	14,502	6,936	21,438	63,053
Employee benefits	21,898	8,029	18,248	48,175	16,788	8,029	24,817	72,992
Subtotal Personnel Costs	259,827	94,057	214,165	568,049	194,627	95,409	290,036	858,085
Accounting	-	-	-	-	132,539	-	132,539	132,539
Bank charges	-	-	-	-	1,389	-	1,389	1,389
Client assistance	5,339	524	17,388	23,251	-	-	-	23,251
Consultants	-	-	97,394	97,394	82,327	-	82,327	179,721
Depreciation	432	159	360	951	331	159	490	1,441
Dues, subscriptions and license fee	2,391	877	1,993	5,261	1,832	877	2,709	7,970
Insurance	3,041	1,115	2,534	6,690	2,331	1,115	3,446	10,136
Internal staff event	-	-	-	-	823	-	823	823
Legal expenses	-	-	-	-	24,222	-	24,222	24,222
Office expenses	1,951	715	1,626	4,292	1,495	715	2,210	6,502
Postage and delivery	273	100	227	600	209	100	309	909
Printing and copying	605	222	504	1,331	463	222	685	2,016
Rent	49,426	-	34,859	84,285	-	-	-	84,285
Repairs and maintenance	2,560	939	2,134	5,633	1,962	939	2,901	8,534
Telephone and internet	5,155	1,890	4,296	11,341	3,952	1,890	5,842	17,183
Travel	596	219	497	1,312	456	219	675	1,987
Total Expenses	\$ 331,596	\$ 100,817	\$ 377,977	\$ 810,390	\$ 448,958	\$ 101,645	\$ 550,603	\$ 1,360,993

#### FAIR GIRLS, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED SEPTEMBER 30, 2021

	Program Services								Support Services												
		Case	Pr	evention		Vida	р	Total rograms	General and	General and				ad		General and		9	Total Support		Total
	Ma	inagement		ducation		Home		bervices		ninistrative	Fur	draising	Services		Expenses						
Personnel costs:																<u> </u>					
Salaries	\$	265,241	\$	90,584	\$	212,949	\$	568,774	\$	123,374	\$	64,972	\$	188,346	\$	757,120					
Payroll taxes		22,652		7,767		18,122		48,541		10,355		5,825		16,180		64,721					
Employee benefits		22,125		7,586		17,700		47,411		10,113		5,689		15,802		63,213					
Subtotal Personnel Costs		310,018		105,937		248,771		664,726		143,842		76,486		220,328		885,054					
Accounting		-		-		-		-		81,012		-		81,012		81,012					
Bank charges		-		-		-		-		3,886		-		3,886		3,886					
Client assistance		4,574		5,330		32,806		42,710		-		-		-		42,710					
Consultants		200		-		75,140		75,340		7,501		-		7,501		82,841					
Depreciation		504		173		403		1,080		231		130		361		1,441					
Dues, subscriptions and license fee		3,360		1,152		2,688		7,200		1,537		864		2,401		9,601					
Insurance		5,030		1,725		4,024		10,779		2,300		1,293		3,593		14,372					
Interest		-		-		-		-		1,940		-		1,940		3,880					
Office expenses		2,746		941		2,197		5,884		1,255		706		1,961		7,845					
Postage and delivery		368		126		294		788		167		95		262		1,050					
Printing and copying		801		275		641		1,717		365		206		571		2,288					
Rent		10,752		3,686		43,359		57,797		9,831		2,765		12,596		70,393					
Repairs and maintenance		865		297		692		1,854		395		222		617		2,471					
Telephone and internet		6,627		2,272		5,302		14,201		3,029		1,704		4,733		18,934					
Travel		230		79		184		493		105		59		164		657					
Total Expenses	\$	346,075	\$	121,993	\$	416,501	\$	884,569	\$	257,396	\$	84,530	\$	341,926	\$	1,228,435					

# FAIR GIRLS, INC. STATEMENTS OF CASH FLOWS YEAR ENDED SEPTEMBER 30, 2022 AND 2021

	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (382,806)	\$ 225,234
Adjustments to reconcile change in net assets to net cash		
provided by operating activities:		
Depreciation and amortization	1,441	1,441
PPP loan forgiveness	(125,422)	-
Decrease (increase) in assets:		
Grants receivable	125,000	121,359
Promises to give	(10,479)	(102,242)
Prepaid expenses	(6,749)	2,368
(Decrease) increase in liabilities:		
Accounts payable	(5,153)	11,746
Accrued expenses	(3,659)	(2,069)
Deferred revenue	(29,022)	68,992
Net Cash (Used for) Provided by Operating Activities	 (436,849)	 326,829
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payment on loan	-	(15,678)
Net Cash Used for Financing Activities	-	 (15,678)
NET CHANGE IN CASH	(436,849)	311,151
CASH, beginning of year	 898,833	 587,682
CASH, end of year	\$ 461,984	\$ 898,833

# NOTE A - ORGANIZATION AND NATURE OF ACTIVITIES

# **Organization**

FAIR Girls, Inc. (formerly, FAIR Fund, Inc.) is a 501(c)(3) nonprofit organization that was incorporated on June 10, 2002, in the Commonwealth of Massachusetts. The mission of FAIR Girls, Inc. is to provide intervention and holistic care to survivors of human trafficking who identify as girls or young women. Through prevention education and policy advocacy, FAIR Girls, Inc. also works to eradicate human trafficking and create brighter outcomes for survivors in the District of Columbia, Maryland and Virginia.

### Program Service

FAIR Girls, Inc.'s programs consist of the following:

*Case Management* - Upon receiving a tip or call, a FAIR Girls, Inc. representative provides an immediate comprehensive trafficking assessment and initial trauma response. FAIR Girls, Inc.'s clients receive personalized long-term assistance including counseling, education/career guidance, medical and mental health referrals, and legal support. Survivors are assigned to a case manager who helps the survivors work on developing comprehensive goal plans for themselves. The case managers understand that each survivor has her own unique history, so they work hard to meet the girls' individual needs. With the help of the team, each girl works to rebuild her life and become fully free, aware, inspired, and restored ("FAIR").

*Prevention Education* - Through educating high-risk girls and boys about their rights and resources in the classroom, FAIR Girls, Inc.'s curriculum both empowers and motivates students with the knowledge, communication skills, and community resources to keep themselves safe from exploitation and trafficking and to become peer educators who will "tell their friends," families, and communities how to do the same.

*Vida Home* - Vida Home is a 180-day transitional housing program/safe home that exclusively serves young women and female-identified survivors of sex trafficking and labor trafficking aged eighteen to twenty-six in the metro Washington, DC area. Up to 50 survivors walk through Vida Home's doors each year.

# **NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

# Basis of Accounting

FAIR Girls, Inc. prepares its financial statements on the accrual basis of accounting. Therefore, revenue and related assets are recognized when earned and expenses and related liabilities are recognized as the obligation is incurred.

# **NOTE B - 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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these estimates.

#### **Basis of Presentation**

Financial statement presentation follows FASB ASC Topic 958 *Not-for-Profit-Entities*. In accordance with Topic 958, net assets, revenue, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of FAIR Girls, Inc. and changes therein, are classified and reported as follows:

Net Assets without Donor Restrictions - Net assets that are not subject to donor-imposed stipulations.

*Net Assets with Donor Restrictions* - Net assets subject to donor-imposed stipulations that may or will be met either by actions of FAIR Girls, Inc. and/or the passage of time or that must be maintained in perpetuity by FAIR Girls, Inc. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities as net assets released from restrictions.

### <u>Cash</u>

FAIR Girls, Inc. maintains its cash balances in bank deposit accounts, which are insured by the Federal Deposit Insurance Corporation up to \$250,000 per financial institution. At times, the accounts may exceed this limit; however, FAIR Girls, Inc. believes it is not exposed to any significant credit risk on cash or cash equivalents.

### Grants and Accounts Receivable

Grants and accounts receivable are stated at the amount management expects to collect from balances outstanding at year end. Amounts expected to be collected within one year are recorded at net realizable value.

Annually, management determines if an allowance for doubtful accounts is necessary based upon a review of outstanding receivables, historical collection of information and existing economic conditions. Accounts deemed uncollectible are charged off based on specific circumstances of the parties involved. Management believes all receivables are fully collectible and no provision for allowance for doubtful accounts is deemed necessary.

# **NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES -** continued

#### Property and Equipment

Property and equipment are recorded at cost. Major additions, replacements, and betterments with costs of at least \$1,000 and lives greater than one year are capitalized, while repairs and maintenance are expensed. Depreciation expense for property and equipment is provided on a straight-line basis over the estimated useful lives of the assets, which range from three to seven years.

### **Revenue Recognition**

*Contributions*: FAIR Girls, Inc. recognizes contributions when cash, securities or other assets, or an unconditional promise to give is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. Contributions received with donor stipulations are recorded as contributions with donor restrictions based on the donor's intent. Unless otherwise stated by the donor, individual donations are recorded as contributions without donor restrictions. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities as net assets released from restrictions.

*Government Grants*: Revenues are received primarily from state and federal government agencies, including U.S. Department of Justice, Montgomery County Department of Health and Human services, and other agencies. These revenues are considered conditional grants with a measurable performance or other barrier and a right of return, and are not recognized until the conditions on which they depend have been substantially met. These grants are also subject to audit by the grantor agencies, which could result in a request for reimbursement of funds by the agency for expenditures disallowed under the terms and conditions of the appropriate grantor. Amounts received prior to incurring qualifying expenditures are reported as deferred revenue in the statement of financial position. The unearned portion of the conditional promises that has not been recognized as revenue as of September 30, 2022, totals \$330,568.

### In-Kind Contributions

In-kind contributions are recorded at fair value of the services or items received. FAIR Girls, Inc. recognizes in-kind contributions that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. For the year ended September 30, 2022 and 2021, FAIR Girls, Inc. received in-kind contributions of material and other services for the Vida Home, that were not recorded on these financial statements as their fair value could not be determined and were immaterial.

# NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

### Method Used for Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to more than one program or a supporting function such as management and general activities. Expenses of this nature are allocated on a reasonable basis that is consistently applied. Allocated expenses include depreciation, office and occupancy costs, salaries and benefits, and other general organizational costs which are allocated on the basis of time and effort expended.

# **NOTE C - INCOME TAXES**

FAIR Girls, Inc. is a 501(c)(3) entity exempt from federal income tax under Section 501(a) of the Internal Revenue Code. FAIR Girls, Inc. is, however, subject to tax on business income unrelated to its exempt purpose.

FAIR Girls, Inc. believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements or that would have an effect on its tax-exempt status. There are no unrecognized tax benefits or liabilities that need to be recorded.

FAIR Girls, Inc.'s information returns are subject to examination by the Internal Revenue Service for a period of three years from the date they were filed, except under certain circumstances. FAIR Girls, Inc.'s Form 990 information returns for the fiscal years 2019 through 2021, are open for a tax examination by the Internal Revenue Service, although no request has been made as of the date of these financial statements.

# **NOTE D – AVAILABLE RESOURCES AND LIQUIDITY**

FAIR Girls, Inc. regularly monitors liquidity required to meet its operating needs and other commitments, while also striving to prudently invest available funds. FAIR Girls, Inc.'s sources of liquidity at its disposal include cash and receivables.

Although FAIR Girls, Inc. had donor restricted net assets of \$41,667 and \$178,667 as of September 30, 2022 and 2021, respectively, these assets are expected to be available to meet the needs for general expenditure within one year. The following reflects FAIR Girls, Inc.'s financial assets as of September 30:

### **NOTE D – AVAILABLE RESOURCES AND LIQUIDITY – continued**

		2022		2021
Cash	\$	461,984	\$	898,833
Grants receivable	Ŷ	-	Ψ	125,000
Accounts receivable		328,962		318,483
Total Financial Assets Available to Meet Cash Needs				
for General Expenditures within One Year	\$	790,946	\$	1,342,316

#### NOTE E – LEASE COMMITMENT

In August 2020, FAIR Girls, Inc. entered into a lease agreement for its Drop-In-Center in Washington, DC. and occupied the space as of July 1, 2021. The lease will end after 36 months of occupancy with monthly rent of \$4,129 in FY22.

The current lease for the VIDA Home for the clients was extended on March 1, 2022. The lease was renewed for a year, effective March 2022 through February 2023, with a monthly rent of \$2,700. The current lease has provisions that allow FAIR Girls, Inc. to get out of the lease, with a penalty of one month's rent, if the confidentiality of the location becomes compromised and the safety of the clients is endangered.

The future minimum lease payments required under the operating leases are as follows:

2023	\$ 63,309
2024	 38,187
Total	\$ 101,496

Rent expense for the years ended September 30, 2022 and 2021, totaled \$84,285 and \$70,393, respectively.

### NOTE F – PAYCHECK PROTECTION PROGRAM LOAN

On May 7, 2020, FAIR Girls, Inc. secured \$141,100 with PNC Bank, National Association (the "Lender") under the Small Business Administration's Paycheck Protection Program("PPP") that authorized forgivable loans to small businesses. This loan could be used to cover certain expenses during the COVID-19 crisis. The loan amount would be forgiven as long as the loan proceeds were used to cover payroll costs, rent, certain mortgage interest, and utility costs over a period specified in the loan document after the loan was made. If not used for the purpose specified above and if the SBA did not confirm forgiveness of the loan, FAIR Girls, Inc. would be obligated to repay the loan on May 7, 2022, along with interest calculated at the rate of 1% per annum. During the year ended September 30, 2022, FAIR Girls, Inc. made a principal payment of \$15,678 on the PPP loan. As of May 7, 2022, prior to applying for forgiveness, FAIR Girls, Inc. had paid off the loan in full.

### **NOTE F – PAYCHECK PROTECTION PROGRAM LOAN** – continued

On May 11, 2022, FAIR Girls, Inc. received approval forgiving \$124,333 of the loan principal and interest from the Small Business Administration, and this amount is included as PPP loan forgiveness for \$121,852 and miscellaneous revenue for \$2,481 in the statement of activities for the year ended September 30, 2022.

# **NOTE G – NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions for the years ended September 30, 2022 and 2021, were as follows:

2022

0001

	2022		 2021
Human trafficking prevention education	\$	-	\$ 12,000
Time restricted		41,667	 166,667
Total	\$	41,667	\$ 178,667

# **NOTE H - SUBSEQUENT EVENTS**

In preparing these financial statements, FAIR Girls, Inc. has evaluated events and transactions for potential recognition or disclosure through February 1, 2023, the date the financial statements were available to be issued. There were no other events or transactions that were discovered during the evaluation that required further recognition or disclosure.