



SAVE THE STORKS

Financial Statements
With Independent Auditors' Report

December 31, 2024 and 2023

SAVE THE STORKS

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Save the Storks
Colorado Springs, Colorado

Opinion

We have audited the accompanying financial statements of Save the Storks, which comprise the statements of financial position as of December 31, 2024 and 2023, 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 Save the Storks as of December 31, 2024 and 2023, 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 *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of Save the Storks 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 Save the Storks' ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Board of Directors
Save the Storks
Colorado Springs, Colorado

Auditors' 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 auditors' 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, including omissions, 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 Save the Storks' 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 Save the Storks' 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.

Capin Crouse LLC

Colorado Springs, Colorado
April 8, 2025

SAVE THE STORKS

Statements of Financial Position

	December 31,	
	2024	2023
ASSETS:		
Cash and cash equivalents	\$ 841,877	\$ 624,755
Prepaid expenses and other assets	76,990	142,460
Board-designated operating reserves—cash and cash equivalents	90,199	437,782
Board-designated operating reserves—investments	2,080,499	1,831,595
Operating lease—right-of-use assets	18,002	50,390
Property and equipment—net	590,805	562,685
Total Assets	<u>\$ 3,698,372</u>	<u>\$ 3,649,667</u>
LIABILITIES AND NET ASSETS:		
Liabilities:		
Accounts payable	\$ 114,105	\$ 76,677
Accrued liabilities	204,526	175,876
Operating lease obligations	29,877	85,065
Total liabilities	<u>348,508</u>	<u>337,618</u>
Net assets:		
Without donor restrictions		
Undesignated	1,086,641	1,016,159
Board-designated	2,170,698	2,269,377
	<u>3,257,339</u>	<u>3,285,536</u>
With donor restrictions	92,525	26,513
Total net assets	<u>3,349,864</u>	<u>3,312,049</u>
Total Liabilities and Net Assets	<u>\$ 3,698,372</u>	<u>\$ 3,649,667</u>

See notes to financial statements

SAVE THE STORKS

Statements of Activities

	Year Ended December 31,					
	2024			2023		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE:						
Contributions	\$ 7,378,844	\$ 413,459	\$ 7,792,303	\$ 7,743,696	\$ 880,349	\$ 8,624,045
Investment income–net	116,167	-	116,167	114,943	-	114,943
Other income (loss)	41,942	-	41,942	(99,762)	-	(99,762)
Total Support and Revenue	7,536,953	413,459	7,950,412	7,758,877	880,349	8,639,226
NET ASSETS RELEASED:						
Purpose restrictions	347,447	(347,447)	-	980,659	(980,659)	-
EXPENSES:						
Program activities	6,078,092	-	6,078,092	6,652,463	-	6,652,463
Supporting activities:						
Fundraising	1,155,463	-	1,155,463	1,511,129	-	1,511,129
General and administrative	679,042	-	679,042	680,114	-	680,114
	1,834,505	-	1,834,505	2,191,243	-	2,191,243
Total Expenses	7,912,597	-	7,912,597	8,843,706	-	8,843,706
Change in Net Assets	(28,197)	66,012	37,815	(104,170)	(100,310)	(204,480)
Net Assets, Beginning of Year	3,285,536	26,513	3,312,049	3,389,706	126,823	3,516,529
Net Assets, End of Year	\$ 3,257,339	\$ 92,525	\$ 3,349,864	\$ 3,285,536	\$ 26,513	\$ 3,312,049

See notes to financial statements

SAVE THE STORKS

Statement of Functional Expenses

Year Ended December 31, 2024

	Supporting Activities:			Total
	Program Services	Fundraising	General and Administrative	
Salaries and benefits	\$ 2,650,798	\$ 290,939	\$ 292,160	\$ 3,233,897
Professional services	1,222,858	63,229	127,567	1,413,654
Contributions to others	1,005,475	-	-	1,005,475
Marketing and communication	233,768	366,602	2,389	602,759
Office and other expenses	219,557	119,946	164,963	504,466
Conferences and events	225,064	251,848	2,591	479,503
Depreciation expense	259,554	5,946	39,927	305,427
Travel	153,366	45,138	37,630	236,134
Facilities and maintenance	107,652	11,815	11,815	131,282
Total Expenses	<u>\$ 6,078,092</u>	<u>\$ 1,155,463</u>	<u>\$ 679,042</u>	<u>\$ 7,912,597</u>

See notes to financial statements

SAVE THE STORKS

Statement of Functional Expenses

Year Ended December 31, 2023

	Supporting Activities:			Total
	Program Services	Fundraising	General and Administrative	
Salaries and benefits	\$ 2,427,162	\$ 462,180	\$ 240,857	\$ 3,130,199
Professional services	1,180,614	398,577	131,661	1,710,852
Contributions to others	1,566,267	-	-	1,566,267
Marketing and communication	263,429	396,363	-	659,792
Office and other expenses	287,479	103,409	172,820	563,708
Conferences and events	292,058	54,886	40,647	387,591
Depreciation expense	181,769	16,509	53,975	252,253
Travel	315,548	53,561	26,820	395,929
Facilities and maintenance	138,137	25,644	13,334	177,115
Total Expenses	<u>\$ 6,652,463</u>	<u>\$ 1,511,129</u>	<u>\$ 680,114</u>	<u>\$ 8,843,706</u>

See notes to financial statements

SAVE THE STORKS

Statements of Cash Flows

	Year Ended December 31,	
	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 37,815	\$ (204,480)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	305,427	252,253
Loss on disposal of property and equipment	-	255,054
Gain on lease modification and non-cash lease expense	(22,800)	(97,799)
Unrealized and realized gain on investments	(105,642)	(114,943)
Change in operating assets and liabilities:		
Prepaid expenses and other assets	65,470	36,434
Accounts payable	37,428	(66,535)
Accrued liabilities	28,650	16,398
Grants payable	-	(130,000)
Net Cash Provided (Used) by Operating Activities	<u>346,348</u>	<u>(53,618)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(333,547)	(330,734)
Purchases of investments	(143,262)	(256,000)
Proceeds from sale of property and equipment	-	302,738
Proceeds from sale of investments	-	248,360
Net Cash Used by Investing Activities	<u>(476,809)</u>	<u>(35,636)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Payments on note payable	-	(252,875)
Net Cash Used by Investing Activities	<u>-</u>	<u>(252,875)</u>
Change in Cash, Cash Equivalents, and Board-Designated Operating Reserves	(130,461)	(342,129)
Cash, Cash Equivalents, and Board-Designated Operating Reserves, Beginning of Year	<u>1,062,537</u>	<u>1,404,666</u>
Cash, Cash Equivalents, and Board-Designated Operating Reserves, End of Year	<u>\$ 932,076</u>	<u>\$ 1,062,537</u>

(continued)

See notes to financial statements

SAVE THE STORKS

Statements of Cash Flows (continued)

	Year Ended December 31,	
	<u>2024</u>	<u>2023</u>
SUMMARY OF CASH, CASH EQUIVALENTS, AND BOARD-DESIGNATED OPERATING RESERVES:		
Cash and cash equivalents	\$ 841,877	\$ 624,755
Board-designated operating reserves—cash and cash equivalents	<u>90,199</u>	<u>437,782</u>
	<u>\$ 932,076</u>	<u>\$ 1,062,537</u>

See notes to financial statements

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

1. NATURE OF ORGANIZATION:

Officially founded in 2012, Save the Storks (STS) is a nonprofit corporation that is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and comparable state laws. Save The Storks is not a private foundation under Section 509(a) of the Internal Revenue Code.

The initial program of Save the Storks was developing partnerships with pregnancy resource centers across the nation and helping them launch Mobile Medical Units (MMU). As the organization grew, the goal of serving abortion-vulnerable moms and saving babies continued to expand. There was an increased need to equip pregnancy resource centers with more than just mobile ministry. Save the Storks has since developed and implemented training curriculum and services to help the centers more efficiently and effectively serve their communities.

The stated mission of Save the Storks is to revolutionize the meaning of pro-life. This is accomplished by: 1) changing the language and conversation around pro-life, 2) creating innovative ways to engage and serve abortion-vulnerable women and save babies, 3) equipping grassroots leaders with strategies and tools to provide love, compassion and action to women in crisis pregnancies, and 4) mobilizing cultural influences to create catalytic change.

2. SIGNIFICANT ACCOUNTING POLICIES:

STS maintains its accounts and prepares its financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. 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 and disclosures at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of cash held in checking and savings accounts, cash on hand, and money market funds. As of December 31, 2024 and 2023, cash on deposit with financial institutions exceeded federally insured limits by approximately \$162,000 and \$78,000, respectively.

INVESTMENTS

Investments are stated at fair value. Fair values are determined by quoted market prices. Donated securities are recorded at fair value on the date of the gift and sold as soon as possible thereafter. Gains and losses are recorded when incurred and are included as investment income on the statements of activities.

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

2. SIGNIFICANT ACCOUNTING POLICIES, continued:

BOARD-DESIGNATED OPERATING RESERVES

STS has board-designated net assets that were established with surplus operating funds. These designations were established during 2022 and are set aside as operating reserves. The board of STS designates how these funds are spent. As of December 31, 2024 and 2023, cash held for operating reserves was \$90,199 and \$437,782, respectively. As of December 31, 2024 and 2023, investments held for operating reserves were \$2,080,499 and \$1,831,595, respectively.

OPERATING LEASE–RIGHT-OF-USE ASSETS AND OBLIGATIONS

Some of STS's contracts contain the right to control the use of property or assets and are therefore considered leases. STS records right-of-use assets and lease obligations on the statements of financial position for the rights and obligations created by leases with initial terms of more than twelve months. STS has elected to not separate lease and non-lease components. The additional lease disclosures can be found in Note 6.

PROPERTY AND EQUIPMENT–NET:

Property and equipment are recorded at cost or, if donated, at fair market value at the date of donation. Assets costing greater than \$2,500 are capitalized. Depreciation is recorded over the estimated useful lives of the assets on a straight-line basis, which range from three to thirty years. Leasehold improvements are depreciated or amortized over the lesser of the useful life or lease term.

NET ASSETS

The financial statements report amounts separately by class of net assets as follows:

Net assets without donor restrictions are those resources currently available at the discretion of the board of directors for use in STS's operations and for board-designated purposes.

Net assets with donor restrictions are those contributions restricted by donors for various ministry projects and programs.

SUPPORT, REVENUE, AND EXPENSES

Contributions are recorded when made, which may be when cash and other assets are received or unconditionally promised. Gifts of cash and other assets are reported as support with donor restrictions if they are received with donor stipulations that limit the use of the donated amounts. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is satisfied, 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. All contributions are considered available for use without donor restrictions unless specifically restricted by the donor.

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

2. SIGNIFICANT ACCOUNTING POLICIES, continued:

SUPPORT, REVENUE, AND EXPENSES, continued

Other income consists primarily of gains and losses on sales of property and equipment and ticket sales from fundraising events. Other income is recognized when earned, which is upon the sale of the property and equipment or when the fundraising event occurs.

Expenses are recorded when incurred.

During the years ended December 31, 2024 and 2023, advertising expenses totaled approximately \$465,000 and \$480,000, respectively. Advertising is used to promote STS's programs and services.

ALLOCATION OF EXPENSES

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of STS. These expenses include salaries and benefits, facilities, travel, depreciation, and other. Depreciation and facilities are allocated based on square footage. Costs of other categories are allocated on estimates of time and effort. Total expenses include all operating expenses.

JOINT COSTS

STS uses digital communication methods throughout the year that result in joint costs. Joint costs are incurred when requests for contributions and program service activities are conducted simultaneously. Joint costs are allocated based on time and effort or space used on marketing materials. Total joint costs consist of the following:

	December 31,	
	<u>2024</u>	<u>2023</u>
Program services	\$ 185,637	\$ 57,420
Fundraising	<u>338,280</u>	<u>57,420</u>
	<u>\$ 523,917</u>	<u>\$ 114,840</u>

RECLASSIFICATION

For the year ended December 31, 2023, there was a reclassification of expenses reported in the three functional categories. The reclassification resulted in an increase (decrease) in expenses allocated to program, fundraising, and general and administrative in the amounts of (\$195,568), \$468,565, and (\$272,996), respectively. The reclassification reflected an increase (decrease) in the percentage of total expenses for program, fundraising, and general and administrative of (2.21%), 5.30%, and (3.09%), respectively.

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

3. LIQUIDITY AND FUNDS AVAILABLE:

The following reflects STS's financial assets as of the statements of financial position, reduced by amounts not available for general use within one year of December 31, 2024 and 2023. STS has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Amounts not available include amounts set aside for cash and investment operating reserves designated by the board that could be drawn upon if the governing board approves that action.

	December 31,	
	2024	2023
Financial assets:		
Cash and cash equivalents	\$ 841,877	\$ 624,755
Board-designated operating reserves—cash and cash equivalents	90,199	437,782
Board-designated operating reserves—investments	2,080,499	1,831,595
	<u>3,012,575</u>	<u>2,894,132</u>
Less those unavailable for general expenditure within one year:		
Board-designated operating reserves—cash and cash equivalents	(90,199)	(437,782)
Board-designated operating reserves—investments	(2,080,499)	(1,831,595)
	<u>(2,170,698)</u>	<u>(2,269,377)</u>
Financial assets available to meet cash needs for general expenditure within one year	<u>\$ 841,877</u>	<u>\$ 624,755</u>

4. INVESTMENTS AND FAIR VALUE MEASUREMENTS:

STS uses appropriate valuation techniques to determine fair value based on inputs available. When available, STS measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. Level 3 inputs are only used when Level 1 or Level 2 inputs are not available. At December 31, 2024 and 2023, STS did not have any Level 3 investments.

Following is a description of the valuation methodologies and assumptions used in the accompanying statements of financial position, as well as the general classification of such instruments pursuant to the valuation hierarchy.

Level 1 Fair Value Measurements

The fair values of fixed income exchange-traded funds are based on quoted market prices in active markets for identical assets and which have the highest priorities are classified as Level 1 investments.

Level 2 Fair Value Measurements

The fair values of treasury bills and bonds and corporate and municipal bonds are based on quoted market prices in markets that are not active or quoted prices for similar assets or liabilities in active markets.

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

4. INVESTMENTS AND FAIR VALUE MEASUREMENTS, continued:

Board-designated operating reserves—investments consist of:

	<u>Fair Value Measurements at December 31, 2024:</u>		
	<u>Total</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>
Money market mutual funds	\$ 131,447	\$ 131,447	\$ -
Equity stock	206,433	206,433	-
Fixed income mutual funds	127,260	127,260	-
Fixed income exchange-traded funds	800,371	800,371	-
Corporate and municipal bonds	651,264	-	651,264
Treasury bills and bonds	163,724	-	163,724
Total	<u>\$ 2,080,499</u>	<u>\$ 1,265,511</u>	<u>\$ 814,988</u>

	<u>Fair Value Measurements at December 31, 2023:</u>		
	<u>Total</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>
Fixed income exchange-traded funds	\$ 871,936	\$ 871,936	\$ -
Corporate and municipal bonds	662,094	-	662,094
Treasury bills and bonds	297,565	-	297,565
Total	<u>\$ 1,831,595</u>	<u>\$ 871,936</u>	<u>\$ 959,659</u>

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

5. PROPERTY AND EQUIPMENT—NET:

Property and equipment—net consist of:

	December 31,	
	2024	2023
Leasehold improvements	\$ 396,407	\$ 396,407
Equipment	48,784	48,784
Software	946,750	586,000
	<u>1,391,941</u>	<u>1,031,191</u>
Less accumulated depreciation and amortization	(856,636)	(551,756)
	<u>535,305</u>	<u>479,435</u>
Software in progress	55,500	83,250
	<u>\$ 590,805</u>	<u>\$ 562,685</u>

6. OPERATING LEASE OBLIGATIONS:

STS leases office space under an operating lease expiring in 2025. The lease is cancellable by STS with 6 months prior written notice to the landlord, but as of December 31, 2024, STS had no such plans to terminate the lease prior to the termination date. During the year ended December 31, 2023, STS entered into a lease modification. The related gain is included in other income on the statements of activities for the year ended December 31, 2023. The discount rate of 8.38% represents the incremental borrowing rate based on what STS estimates the interest rate would have been had the lease been financed. Variable lease payments not based on an index or rate are not included in the operating lease liability as they cannot be reasonably estimated and are recognized in the period in which the obligation for those payments is incurred. Monthly payments under the lease range from \$9,813 to \$4,908.

	December 31,	
	2024	2023
Operating lease—right-of-use assets	\$ 18,002	\$ 50,390
Operating lease liabilities	\$ 29,877	\$ 85,065
Operating lease costs	\$ 37,050	\$ 77,402
Weighted-average discount rate	8.38%	8.38%
Weighted-average remaining lease term	0.50 years	1.50 years

SAVE THE STORKS

Notes to Financial Statements

December 31, 2024 and 2023

6. OPERATING LEASE OBLIGATIONS, continued:

Future minimum lease payments required under operating leases that have an initial or remaining non-cancelable lease term in excess of one year are as follows:

<u>Year Ending December 31,</u>	
2025	\$ 30,400
Less: imputed interest	<u>(523)</u>
	<u>\$ 29,877</u>

7. NET ASSETS WITH DONOR RESTRICTIONS:

Net assets with donor restrictions consist of:

	<u>December 31,</u>	
	<u>2024</u>	<u>2023</u>
Mobile medical units	\$ 86,986	\$ 20,437
Start course and other programs	<u>5,539</u>	<u>6,076</u>
	<u>\$ 92,525</u>	<u>\$ 26,513</u>

8. RELATED PARTIES:

During the years ended December 31, 2024 and 2023, STS paid \$60,000 each year for consulting services provided by board members.

9. SUBSEQUENT EVENTS:

Subsequent events were evaluated through April 8, 2025, which is the date the financial statements were available to be issued.