

paws4people, Inc.

Financial Statements

Years Ended December 31, 2023 and 2022

CONTENTS

INDEPENDENT AUDITORS' REPORT	1 - 2
FINANCIAL STATEMENTS	
Statements of Financial Position	3 - 6
Statements of Activities	7 - 8
Statements of Functional Expenses	9 - 10
Statements of Cash Flows	11 - 12
NOTES TO FINANCIAL STATEMENTS	13 - 25
SUPPLEMENTARY INFORMATION	
Independent Auditors' Report on Supplementary Information	26
Schedule 1 - Schedule of Cost and Appraised Value	27



INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
paws4people, Inc.
Wilmington, North Carolina

Opinion

We have audited the accompanying financial statements of paws4people, Inc. (a nonstock corporation incorporated in the Commonwealth of Virginia and a 501c3 public charity), which comprise the statements of financial position as of December 31, 2023 and 2022, 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 paws4people, Inc. as of December 31, 2023 and 2022, 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 paws4people, 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 paws4people, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibility 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 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 paws4people, 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 paws4people, 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.

Thomas, Judy & Duck, P.A.

Durham, North Carolina
August 5, 2024

paws4people, Inc.
STATEMENT OF FINANCIAL POSITION
December 31, 2023

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
ASSETS				
Current Assets:				
Cash and Cash Equivalents	\$ 225,558	\$	\$ 226,440	\$ 451,998
Sales Tax Receivable	16,260			16,260
Tractor Supply/4health Gift Card				
Inventory			926	926
Prepaid Expenses	47,389			47,389
Investments	446,083			446,083
Total Current Assets	735,290		227,366	962,656
Canine Assets:				
Canines in Active Service:				
Service Dogs		12,789,221		12,789,221
Facility Dogs		1,580,805		1,580,805
Emotional Support Dogs		1,303,842		1,303,842
Breeding Dogs		398,032		398,032
Less: Accumulated Depreciation		(6,250,240)		(6,250,240)
Total Canines in Active Service, Net		9,821,660		9,821,660
Canines in Training Programs		2,589,765		2,589,765
Total Canine Assets, Net		12,411,425		12,411,425
Property and Equipment:				
Land and Land Improvements	697,109			697,109
Buildings and Improvements	2,136,686			2,136,686
Furniture and Equipment	82,125			82,125
Vehicles	288,625			288,625
Less: Accumulated Depreciation	(496,236)			(496,236)
Property and Equipment, Net	2,708,309			2,708,309
Total Assets	\$ 3,443,599	\$ 12,411,425	\$ 227,366	\$ 16,082,390

paws4people, Inc.
STATEMENT OF FINANCIAL POSITION
December 31, 2023
(Continued)

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
<u>LIABILITIES AND NET ASSETS</u>				
Current Liabilities:				
Accounts Payable	\$ 89,624	\$	\$	\$ 89,624
Accrued Expenses	757			757
Deferred Revenue	14,855			14,855
Notes Payable, Current Portion	82,462			82,462
Total Current Liabilities	187,698			187,698
Notes Payable, Net of Current Portion and Unamortized Debt Issuance Costs	1,690,850			1,690,850
Total Liabilities	1,878,548			1,878,548
Net Assets:				
Without Donor Restriction:				
Undesignated	1,565,051	12,411,425		13,976,476
With Donor Restriction:				
Purpose Restrictions			227,366	227,366
Total Net Assets	1,565,051	12,411,425	227,366	14,203,842
 Total Liabilities and Net Assets	 \$ 3,443,599	 \$ 12,411,425	 \$ 227,366	 \$ 16,082,390

See Accompanying Notes

paws4people, Inc.
STATEMENT OF FINANCIAL POSITION
December 31, 2022

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
ASSETS				
Current Assets:				
Cash and Cash Equivalents	\$ 257,028	\$	\$ 213,564	\$ 470,592
Sales Tax Receivable	15,832			15,832
Tractor Supply/4health Gift Card Inventory			35,661	35,661
Home Depot Gift Card Inventory			8,000	8,000
Prepaid Expenses	37,838			37,838
Investments	153,481			153,481
Total Current Assets	464,179		257,225	721,404
Canine Assets:				
Canines in Active Service:				
Service Dogs		11,751,408		11,751,408
Facility Dogs		1,744,669		1,744,669
Emotional Support Dogs		1,271,211		1,271,211
Breeding Dogs		660,985		660,985
Less: Accumulated Depreciation		(5,363,744)		(5,363,744)
Total Canines in Active Service, Net		10,064,529		10,064,529
Canines in Training Programs		1,918,104		1,918,104
Total Canine Assets, Net		11,982,633		11,982,633
Property and Equipment:				
Land and Land Improvements	695,701			695,701
Buildings and Improvements	2,070,069			2,070,069
Furniture and Equipment	75,304			75,304
Vehicles	243,344			243,344
Less: Accumulated Depreciation	(370,272)			(370,272)
Property and Equipment, Net	2,714,146			2,714,146
Total Assets	\$ 3,178,325	\$ 11,982,633	\$ 257,225	\$ 15,418,183

paws4people, Inc.
STATEMENT OF FINANCIAL POSITION
December 31, 2022
(Continued)

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
<u>LIABILITIES AND NET ASSETS</u>				
Current Liabilities:				
Accounts Payable	\$ 103,584	\$	\$	\$ 103,584
Accrued Expenses	1,000			1,000
Deferred Revenue	673		213,564	214,237
Notes Payable, Current Portion	79,812			79,812
Total Current Liabilities	185,069		213,564	398,633
Notes Payable, Net of Current Portion and Unamortized Debt Issuance Costs	1,787,726			1,787,726
Total Liabilities	1,972,795		213,564	2,186,359
Net Assets:				
Without Donor Restriction:				
Undesignated	1,205,530	11,982,633		13,188,163
With Donor Restriction:				
Purpose Restrictions			43,661	43,661
Total Net Assets	1,205,530	11,982,633	43,661	13,231,824
Total Liabilities and Net Assets	<u>\$ 3,178,325</u>	<u>\$ 11,982,633</u>	<u>\$ 257,225</u>	<u>\$ 15,418,183</u>

See Accompanying Notes

paws4people, Inc.
STATEMENT OF ACTIVITIES
Year Ended December 31, 2023

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
Support and Revenue:				
Public Support	\$ 593,023	\$	\$ 250,000	\$ 843,023
Federal Grant/Wounded Warrior				
Service Dog Program Revenue			612,387	612,387
State Grant			250,350	250,350
Contributions of Nonfinancial Assets:				
Training and Care, Net		3,307,257		3,307,257
Goods and Services, Net	220,179			220,179
Fundraising Revenue	961,081			961,081
Investment Returns	62,570			62,570
Product Sales	17,821			17,821
Loss on Disposal of Fixed Asset	(1,974)			(1,974)
Interest Income	15,713			15,713
Miscellaneous Revenue	16,471			16,471
Total Support and Revenue	1,884,884	3,307,257	1,112,737	6,304,878
Net Assets Released from Restriction	929,032		(929,032)	
Total Support, Revenue and Net				
Assets Released from Restriction	2,813,916	3,307,257	183,705	6,304,878
Operating Expenses:				
Program	2,078,132	2,878,465		4,956,597
General and Administrative	164,790			164,790
Fundraising	211,473			211,473
Total Operating Expenses	2,454,395	2,878,465		5,332,860
Change in Net Assets	359,521	428,792	183,705	972,018
Net Assets, Beginning of Year	1,205,530	11,982,633	43,661	13,231,824
Net Assets, End of Year	\$ 1,565,051	\$ 12,411,425	\$ 227,366	\$ 14,203,842

See Accompanying Notes

paws4people, Inc.
STATEMENT OF ACTIVITIES
Year Ended December 31, 2022

	Without Donor Restrictions		With Donor	
	Operations	Canines	Restrictions	Total
Support and Revenue:				
Public Support	\$ 529,154	\$	\$	\$ 529,154
Federal Grant/Wounded Warrior				
Service Dog Program Revenue			684,191	684,191
State Grant			99,650	99,650
Contributions of Nonfinancial Assets:				
Training and Care, Net		3,020,126		3,020,126
Good and Services, Net	185,094		40,000	225,094
Fundraising Revenue	707,513			707,513
Investment Returns	(39,105)			(39,105)
Product Sales	31,920			31,920
Gain on Disposal of Fixed Asset	12,558			12,558
Interest Income	1,487			1,487
Miscellaneous Revenue	1,111			1,111
Total Support and Revenue	1,429,732	3,020,126	823,841	5,273,699
Net Assets Released from Restriction	832,097		(832,097)	
Total Support, Revenue and Net				
Assets Released from Restriction	2,261,829	3,020,126	(8,256)	5,273,699
Operating Expenses:				
Program	1,868,115	3,281,536		5,149,651
General and Administrative	121,442			121,442
Fundraising	136,536			136,536
Total Operating Expenses	2,126,093	3,281,536		5,407,629
Change in Net Assets	135,736	(261,410)	(8,256)	(133,930)
Net Assets, Beginning of Year	1,069,794	12,244,043	51,917	13,365,754
Net Assets, End of Year	\$ 1,205,530	\$ 11,982,633	\$ 43,661	\$ 13,231,824

See Accompanying Notes

paws4people, Inc.
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2023

	Operations	Program Canines	Total	General and Administrative	Fundraising	Total
Salaries and Wages	\$ 826,272	\$	\$ 826,272	\$ 51,704	\$ 35,539	\$ 913,515
Payroll Taxes and Fees	66,872		66,872	2,157	2,876	71,905
Employee Benefits	65,606		65,606	2,116	2,822	70,544
Advertising	33,278		33,278	35,611	12,948	81,837
Printing and Postage	4,412		4,412			4,412
Special Events					140,382	140,382
Office	94,548		94,548	2,890	2,892	100,330
Information Technology	102,642		102,642	3,275	3,276	109,193
Canine Operations and Care	257,474		257,474			257,474
Travel and Transportation	94,203		94,203			94,203
Membership, Conferences and Certifications	14,153		14,153			14,153
Insurance	61,198		61,198	1,309	1,442	63,949
Professional Fees	29,486		29,486	18,100		47,586
Taxes, License, and Registration	13,106		13,106	38,331		51,437
Repairs and Maintenance	101,884		101,884	3,252	3,251	108,387
In-Kind, Goods and Services	114,185		114,185			114,185
Interest	65,424		65,424	2,088	2,088	69,600
Miscellaneous	9,389		9,389			9,389
In-Kind Canine Training and Care		7,399,382	7,399,382			7,399,382
Loss on Retirement of Dogs		957,508	957,508			957,508
Depreciation	124,000	1,920,957	2,044,957	3,957	3,957	2,052,871
Total Expense by Function	2,078,132	10,277,847	12,355,979	164,790	211,473	12,732,242
Less: Expenses Included with Revenue:						
In-Kind Training Expense		(7,399,382)	(7,399,382)			(7,399,382)
Total Operating Expense	<u>\$ 2,078,132</u>	<u>\$ 2,878,465</u>	<u>\$ 4,956,597</u>	<u>\$ 164,790</u>	<u>\$ 211,473</u>	<u>\$ 5,332,860</u>

See Accompanying Notes

paws4people, Inc.
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended December 31, 2022

	Operations	Program Canines	Total	General and Administrative	Fundraising	Total
Salaries and Wages	\$ 726,947	\$	\$ 726,947	\$ 52,606	\$ 31,606	\$ 811,159
Payroll Taxes and Fees	57,312		57,312	2,492	2,492	62,296
Employee Benefits	35,227		35,227	1,532	1,532	38,291
Advertising	26,458		26,458	600	10,723	37,781
Printing and Postage	6,401		6,401			6,401
Special Events					75,106	75,106
Office	62,366		62,366	1,832	1,882	66,080
Information Technology	81,870		81,870	2,615	2,612	87,097
Canine Operations and Care	262,174		262,174			262,174
Travel and Transportation	83,946		83,946			83,946
Membership, Conferences and Certifications	9,379		9,379			9,379
Insurance	56,897		56,897	1,388	1,385	59,670
Professional Fees	45,763		45,763	18,100		63,863
Taxes, License, and Registration	22,795		22,795	31,077		53,872
Repairs and Maintenance	105,962		105,962	3,383	3,381	112,726
In-Kind, Goods and Services	88,214		88,214			88,214
Interest	69,134		69,134	2,207	2,206	73,547
Miscellaneous	14,118		14,118			14,118
In-Kind Canine Training and Care		1,998,831	1,998,831			1,998,831
Loss on Retirement of Dogs		1,495,910	1,495,910			1,495,910
Depreciation	113,152	1,785,626	1,898,778	3,610	3,611	1,905,999
Total Expense by Function	1,868,115	5,280,367	7,148,482	121,442	136,536	7,406,460
Less: Expenses Included with Revenue:						
In-Kind Training Expense		(1,998,831)	(1,998,831)			(1,998,831)
Total Operating Expense	\$ 1,868,115	\$ 3,281,536	\$ 5,149,651	\$ 121,442	\$ 136,536	\$ 5,407,629

See Accompanying Notes

paws4people, Inc.
STATEMENTS OF CASH FLOWS
Years Ended December 31, 2023 and 2022

	<u>2023</u>	<u>2022</u>
Cash Flows from Operating Activities:		
Change in Net Assets	\$ 972,018	\$ (133,930)
Adjustments to Reconcile Change in Net		
Assets to Net Cash Provided by Operating Activities:		
Depreciation	2,052,871	1,905,999
Amortization of Debt Issuance Costs	1,377	1,377
In-Kind Canine Training and Care, Net	(3,307,257)	(3,020,126)
Loss on Retirement of Dogs	957,508	1,495,910
Stock Contribution	(105,993)	(102,645)
Unrealized Loss (Gain) on Investments	(61,021)	39,319
(Gain) Loss on Disposal of Fixed Assets	1,974	(12,558)
Contributions Restricted for Long-Term Purposes	(250,000)	
Changes in Assets and Liabilities that		
Provided (Used) Cash:		
Sales Tax Receivable	(428)	(10,565)
Tractor Supply/4health Gift Card Inventory	34,735	16,256
Home Depot Gift Card Inventory	8,000	(8,000)
Prepaid Expenses	(9,551)	(20,431)
Accounts Payable	(13,960)	64,676
Accrued Expenses	(243)	800
Deferred Revenue	(199,382)	(41,343)
Net Cash Provided by Operating Activities	<u>80,648</u>	<u>174,739</u>
Cash Flows from Investing Activities:		
Purchase of Investments	(125,588)	(214)
Purchase of Property and Equipment	(146,251)	(213,095)
Proceeds from Disposal of Fixed Assets	18,200	27,517
Net Cash Used by Investing Activities	<u>(253,639)</u>	<u>(185,792)</u>
Cash Flows from Financing Activities:		
Contributions Restricted for Long-Term Purposes	250,000	
Payments on Notes Payable	(95,603)	(78,341)
Net Cash Provided (Used) by Financing Activities	<u>154,397</u>	<u>(78,341)</u>
Net Decrease in Cash and Cash Equivalents	(18,594)	(89,394)
Cash and Cash Equivalents, Beginning of Year	<u>470,592</u>	<u>559,986</u>
Cash and Cash Equivalents, End of Year	<u><u>\$ 451,998</u></u>	<u><u>\$ 470,592</u></u>

See Accompanying Notes

paws4people, Inc.
STATEMENTS OF CASH FLOWS
Years Ended December 31, 2023 and 2022
(Continued)

	<u>2023</u>	<u>2022</u>
Supplemental Disclosure of Cash Flow Information:		
Cash Paid During the Year for Interest	<u>\$ 68,223</u>	<u>\$ 72,170</u>
Supplemental Schedule of Noncash Investing and Financing Activities:		
Purchase of Property and Equipment	\$ (146,251)	\$ (239,081)
Less: Amount Financed with Note Payable	<u> </u>	<u>25,986</u>
Cash Paid for Purchase of Property and Equipment	<u>\$ (146,251)</u>	<u>\$ (213,095)</u>

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies

Operations

paws4people, Inc. (the "Organization") is a nonstock-corporation incorporated in the Commonwealth of Virginia on July 6, 1999 with its principal office in Wilmington, North Carolina. The Organization is registered as a foreign corporation in the states of North Carolina, West Virginia, California, Georgia, Illinois, and Texas and in the District of Columbia. The Organization does business as paws4people, paws4people foundation, paws4prisons®, and paws4vets. The Organization fulfills its mission by focusing its efforts in these primary service areas:

Operations: The Organization's operations are designed to provide overall support and assistance to the Organization's Canines program.

Canines: The Organization's mission is educating and empowering people to utilize Assistance Dogs to transform their lives. The Organization provides certification, insurance, and support for each Client-Service Dog Team and Handler-Facility Dog Team for the duration of the teams' career.

The Organization specializes in raising, training, placing and certifying customized Service Dogs for two general groups: children and adolescents with physical, neurological, psychiatric, or emotional disabilities; and Veterans and Service Members with Post-Traumatic Stress Disorder (PTSD), Chronic/Complex Post-Traumatic Stress Disorder (C-PTSD), Traumatic Brain Injuries (TBI), Military Sexual Trauma (MST)/Sexual Trauma (ST), and Moral Injury.

The Organization also specializes in raising, training, placing and certifying Facility Dogs with professionals and volunteers who use the Facility Dog in workplace or volunteer settings to provide animal assisted interventions, which are designed to promote improvement in physical, social, emotional, and/or cognitive functioning of the individual(s) involved and in which the Handler-Facility Dog Team is an integral part.

The Organization raises, trains, and places Emotional Support Dogs with Handlers. Emotional Support Dogs provide emotional support to Handlers within their own homes and other dog-friendly environments. They are trained with basic obedience, advanced obedience and, in some instances, disability skills, commands and behaviors.

The Organization also raises, trains, and places Breeding Dogs with Custodians. The paws4people Breeding Dog Program is a custom bloodline specifically developed to produce Breeding Dogs with the quality, health, personality, temperament, and disposition suitable for careers as Service Dogs and Facility Dogs. All prospective Breeding Dogs have many health certifications and clearances completed prior to being bred.

Dogs determined by the Organization not to have the personality, temperament, and disposition suitable for careers as Service Dogs, Facility Dogs, or Emotional Support Dogs are placed by the Organization as pets with Custodians.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies (Continued)

Operations (Continued)

Canines: (Continued)

The Organization works to exceed industry training and utilization standards for all of its Service Dogs and Facility Dogs, and to increase the public's knowledge about the important roles these dogs serve within society.

Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 958-205, *Not-for-Profit Entities – Presentation of Financial Statements*. ASC 958-205 requires that not-for-profit organizations provide a statement of financial position, a statement of activities, a statement of functional expenses, and a statement of cash flows. Also, ASC 958-205 requires classification of an organization's net assets, revenues and expenses 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 Trustees.

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 the passage of time. Other donor restrictions are perpetual in nature, whereby 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 statement of activities.

Basis of Accounting and Use of Estimates

The financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP"). Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results may differ from those estimates.

Risks and Uncertainties

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the statements of financial position.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies (Continued)

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers cash on hand, cash in demand deposit accounts, and all short-term debt securities with a maturity of three months or less to be cash equivalents. The Organization had \$375,392 and \$318,454 of cash equivalents at December 31, 2023 and 2022, respectively.

Investments

Investments in marketable securities with readily determinable fair values and all investments in precious metals are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statements of activities. Investment income and gains restricted by a donor are reported as increases in net assets without donor restrictions if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized. Donated securities are recorded at their fair market values on the dates of the gifts. The Organization determines whether and when to sell or to hold the donated securities.

Gift Card Inventory

Gift card inventories are stated at cost determined by the first-in, first-out method.

Property and Equipment

It is the Organization's policy to capitalize property and equipment with an original cost or donated value of \$2,500 or more and an estimated useful life of more than one year. Purchased property and equipment are carried at cost. Donations of equipment are recorded as contributions at their estimated fair value at the date of the donation. Assets donated are considered unrestricted, unless a specific restriction for the asset donated is included in a Charitable Gift Agreement signed by the donor and the Executive Director of the Organization. Assets donated with explicit restrictions regarding their use are reported as contributions with donor restrictions. In the absence of such stipulations, contributions of equipment are recorded as assets without donor restrictions. Depreciation and amortization are computed using the straight-line method over the estimated useful lives as follows:

Buildings and Improvements and Land Improvements	39	years
Furniture and Equipment	5 - 7	years
Vehicles	5 - 7	years

Depreciation expense associated with property and equipment totaled \$131,914 and \$120,373 for the years ended December 31, 2023 and 2022, respectively.

Canine Assets

Canine assets are recorded in the statement of financial position at the estimated cost of training from birth, donation, or acquisition through conditional custody placement under contract by the Organization with a Client or Handler.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies (Continued)

Canine Assets (Continued)

The Organization spends approximately two years to raise, train, place, and certify a canine with a Client or Handler. Beginning at conditional custody placement by the Organization with a Client or Handler, a canine is depreciated over an eight-year timeframe.

The Organization spends between one and two years raising, training, and placing an Emotional Support Dog with Handler and a Breeding Dog with a Custodian. Beginning at conditional custody placement by the Organization with a Client, Handler, or Custodian, a Service Dog, Facility Dog, Emotional Support Dog, or Breeding Dog is depreciated over an eight-year timeframe.

The Organization spends four months to a year to train dogs placed as pets with Custodians. Beginning at contractual custody placement by the Organization with a Custodian, a canine is depreciated over a three-year timeframe.

Depreciation expense associated with canine assets totaled \$1,920,957 and \$1,785,626 for the years ended December 31, 2023 and 2022, respectively.

The Organization incurred the following activity on canines in active service and canines in training programs during the year ended December 31, 2023:

	<u>December 31, 2022</u>	<u>Additions</u>	<u>Retirements and Reclasses</u>	<u>December 31, 2023</u>
Canines in Active Service:				
Service Dogs	\$ 11,751,408	\$ 1,789,646	\$ (751,833)	\$ 12,789,221
Facility Dogs	1,744,669	172,140	(336,004)	1,580,805
Emotional Support Dogs	1,271,211	164,984	(132,353)	1,303,842
Breeding Dogs	660,985	66,435	(329,388)	398,032
Accumulated Depreciation	<u>(5,363,744)</u>	<u>(1,920,957)</u>	<u>1,034,461</u>	<u>(6,250,240)</u>
Total Canines in Active Service	10,064,529	272,248	(515,117)	9,821,660
Inactive Dogs				
Canines in Training Programs	<u>1,918,104</u>	<u>3,271,063</u>	<u>(2,599,402)</u>	<u>2,589,765</u>
Total Canine Assets, Net	<u>\$ 11,982,633</u>	<u>\$ 3,543,311</u>	<u>\$ (3,114,519)</u>	<u>\$ 12,411,425</u>

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies (Continued)

Canine Assets (Continued)

The Organization incurred the following activity on canines in active service and canines in training programs during the year ended December 31, 2022:

	<u>December 31, 2021</u>	<u>Additions</u>	<u>Retirements and Reclasses</u>	<u>December 31, 2022</u>
Canines in Active Service:				
Service Dogs	\$ 10,406,257	\$ 2,111,627	\$ (766,476)	\$ 11,751,408
Facility Dogs	1,595,170	344,280	(194,781)	1,744,669
Emotional Support Dogs	1,405,857	82,492	(217,138)	1,271,211
Breeding Dogs	913,793		(252,808)	660,985
Accumulated Depreciation	<u>(4,291,860)</u>	<u>(1,785,626)</u>	<u>713,742</u>	<u>(5,363,744)</u>
Total Canines in Active Service	10,029,217	752,773	(717,461)	10,064,529
Inactive Dogs				
Canines in Training Programs	<u>2,214,826</u>	<u>2,927,353</u>	<u>(3,224,075)</u>	<u>1,918,104</u>
Total Canine Assets, Net	<u>\$ 12,244,043</u>	<u>\$ 3,680,126</u>	<u>\$ (3,941,536)</u>	<u>\$ 11,982,633</u>

Functional Allocations of Expenses

The statement of functional expenses reports certain categories of expenses that are attributable to one or more programs or supporting functions of the Organization. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. All other expenses are directly identified with either programs or in general and administrative and fundraising.

The expenses that are allocated include the following:

<u>Expense</u>	<u>Method of Allocation</u>
Salaries and Wages	Time and Effort
Payroll Taxes and Fees	Time and Effort
Employee Benefits	Time and Effort
Office	Square Footage
Information Technology	Square Footage
Insurance	Square Footage
Repairs and Maintenance	Square Footage
Depreciation	Square Footage
Interest	Square Footage

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

1. Summary of Significant Accounting Policies (Continued)

Contributions

All charitable gifts to the Organization or any of its programs or legal entities are considered without donor restriction, unless a specific restriction for the charitable gift is included in a Charitable Gift Agreement signed by the donor and the Executive Director of the Organization. All charitable gifts without donor restriction are used to fund the entirety of the Organization, its operations, programs, services, and future growth.

The Organization's Charitable Gift Solicitation, Acceptance, and Administration Policy is applicable to and governs all charitable gifts to the Organization and all of the Organization's gift agents. Contributions that are restricted by the donor are reported as increased in net assets without donor restriction if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions depending upon 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 statements of activities as net assets released from restrictions.

Advertising

The Organization expenses advertising costs when incurred. Advertising expense totaled \$81,837 and \$37,781 for the years ended December 31, 2023 and 2022, respectively.

Income Taxes

The Organization is exempt from income taxes as a not-for-profit organization under IRS code section 501(c)(3). In addition, the Organization has been approved under Internal Revenue Code for recognition as a public charity and not as a private foundation.

The Organization adopted the provisions of FASB ASC 740, *Accounting for Uncertainty in Income Taxes*. Under this provision, an organization must recognize the tax benefit associated with tax taken for tax return purposes when it is more likely than not the position will be sustained. The implementation had no impact on the Organization's financial statements. As of December 31, 2023, the Organization has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

Concentrations of Credit Risk

The Organization occasionally maintains deposits in excess of federally insured limits. These are identified as a concentration of credit risk requiring disclosure, regardless of the degree of risk. The risk is managed by maintaining all deposits in high quality financial institutions. The Federal Deposit Insurance Corporation ("FDIC") insures up to \$250,000 for all accounts held at a single institution. As of December 31, 2023, the Organization maintained deposits of \$200,520 in excess of FDIC insured limits.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

2. Availability and Liquidity

The following represents the Organization's financial assets at December 31, 2023:

Cash and Cash Equivalents	\$ 451,998
Sales Tax Receivable	16,260
Tractor Supply/4health Gift Card Inventory	926
Investments	<u>446,083</u>
 Total Financial Assets	 915,267
 Less Amounts not Available to Meet General Expenditures over the Next Twelve Months:	
Net Assets with Donor Restrictions	<u>(227,366)</u>
 Financial Assets Available to Meet General Expenditures over the Next Twelve Months	 <u>\$ 687,901</u>

The Organization's formal liquidity policy requires approximately three months of operating expenses in its reserves.

3. Investments

The Organization's investments consist of stocks and precious metals recorded at market value as of December 31:

	<u>2023</u>		<u>2022</u>	
	<u>Market Value</u>	<u>Cost</u>	<u>Market Value</u>	<u>Cost</u>
Precious Metals	\$ 28,720	\$ 18,741	\$ 27,145	\$ 18,741
U.S. Treasury Bills	125,588	125,233		
Common Stock	<u>291,775</u>	<u>263,229</u>	<u>126,336</u>	<u>155,299</u>
 Total	 <u>\$ 446,083</u>	 <u>\$ 407,203</u>	 <u>\$ 153,481</u>	 <u>\$ 174,040</u>

The following schedule summarizes the investment returns on investment accounts for the year ended December 31:

	<u>2023</u>	<u>2022</u>
Interest and Dividends	\$ 1,549	\$ 214
Unrealized (Loss) Gain on Investments	<u>61,021</u>	<u>(39,319)</u>
 Total	 <u>\$ 62,570</u>	 <u>\$ (39,105)</u>

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

4. Fair Value Measurements

FASB ASC 820, *Fair Value Measurements and Disclosures*, establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, Level 2 inputs are based on significant other observable inputs, and Level 3 inputs have the lowest priority.

The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Organization measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. The Organization uses Level 2 inputs when market prices are not attainable but other observable inputs are available to arrive at a fair value, and Level 3 inputs were only used when Level 1 or Level 2 inputs were not available. All of the Organization's investments are considered Level 1 investments.

Level 1 Fair Value Measurements

The fair value of precious metals and common stock are based on quoted net asset values of the shares held by the Organization at year end.

5. Notes Payable

In May 2018, the Organization entered into a note payable with a financial institution. The note payable required monthly principal and interest payments of \$8,136 and bore interest at a fixed rate of 5.25%. All unpaid interest and principal was due upon maturity in May 2023. The note was secured by the real property and all improvements.

In July 2020, the Organization refinanced the note payable. The refinanced note payable bears interest at 3.74% and matures on July 17, 2031. Interest only payments are due through August 2021, at which time monthly principal and interest payments of \$10,957 are due. Additionally, under the terms of the agreement, the Organization may draw on additional funds with a maximum borrowing of \$1,841,169.

In July 2021, the Organization drew an additional \$503,358. The outstanding balance at December 31, 2023 and 2022 was \$1,696,013 and \$1,761,991, respectively.

In July 2021, the Organization entered into a note payable with a financial institution. The note payable bears interest at 3.74% and matures on November 26, 2031 and allows the Organization to draw up to \$80,000. Interest only payments are due through October 2021, at which time monthly principal and interest payments of \$476 are due and is secured by a deed of trust on land and buildings. The outstanding balance at December 31, 2023 and 2022 was \$57,195 and \$76,663, respectively.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

5. Notes Payable (Continued)

In May 2019, the Organization entered into a financing agreement for the purchase of equipment with Kubota Corporation. The agreement required monthly principal payments of \$360 and bore no interest. All unpaid principal was due upon maturity in May 2023. The note payable was paid off during 2022. The outstanding balance at December 31, 2022 was \$0.

In May 2020, the Organization entered into a financing agreement for the purchase of equipment with a financial institution. The agreement requires monthly principal payments of \$413 and bears no interest. All unpaid principal is due upon maturity in May 2025. The outstanding balance at December 31, 2023 and 2022 was \$7,026 and \$11,986, respectively.

In June 2022, the Organization entered into a financing agreement for the purchase of equipment with Kubota Corporation. The agreement requires monthly principal payments of \$433 and bears no interest. All unpaid principal is due upon maturity in June 2027. The outstanding balance at December 31, 2023 and 2022 was \$18,190 and \$23,387, respectively.

Maturities of the notes payable for the years ending December 31 are as follows:

2024	\$	82,462
2025		82,319
2026		83,109
2027		83,475
2028		83,953
Thereafter		1,363,106
Unamortized Debt Issuance Costs		<u>(5,112)</u>
Total	\$	<u>1,773,312</u>

The carrying value of assets securing the note are \$2,706,190 at December 31, 2023.

6. Contributed Nonfinancial Assets

Goods and Services

The Organization is dependent upon contributions of nonfinancial assets in the form of donated goods and personal services. Donated goods are recorded as contributions at the date of the donation and are expensed when the donated goods are placed into service or distributed.

In valuing goods and services, the Organization estimated fair value at the date of donation. In valuing stock donations, quoted prices as of the date of donation were used. In valuing gift cards, the amount of face value of the cards was used. In valuing services, fundraising expenses and advertising expenses, estimated values of similar services provided were used.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

6. Contributed Nonfinancial Assets (Continued)

Goods and Services (Continued)

Donated personal services are provided by a substantial number of volunteers, students in the University of North Carolina ("UNC") Wilmington/paws4people Service Dog Training Program (SDTP), and inmate trainers in the paws4prisons® in the course of and support of the Organization's operations and programs. The majority of those contributed services meet the criteria for recognition in the financial statements. GAAP allows recognition of contributed services if (a) the services create or enhance nonfinancial assets or (b) the services would have been purchased if not provided by contribution, require specialized skills, and are provided by individuals possessing those skills. Management has determined that donated services and goods with an estimated fair value of \$10,670,445 and \$4,926,184 for the years ended December 31, 2023 and 2022, respectively, met the criteria and are included in in-kind contributions in the statement of activities. The sources of the donated services and goods for the years ended December 31 are as follows:

	<u>2023</u>	<u>2022</u>
<u>Services</u>		
UNC Wilmington/paws4people SDTP	\$ 5,982,082	\$ 2,122,240
Non-UNC Wilmington paws4people SDTP	152,640	
paws4prisons®	<u>4,535,723</u>	<u>2,803,944</u>
	10,670,445	4,926,184
<u>Goods</u>		
Stock Donations	105,993	103,680
Fundraising Expenses	60,865	53,106
Advertising Expenses	10,586	30,308
Gift Cards	42,735	40,000
Dog Supplies	<u>36,194</u>	<u>90,773</u>
	<u>256,373</u>	<u>317,867</u>
Total	<u>\$ 10,926,818</u>	<u>\$ 5,244,051</u>

Canines

The Organization spends approximately two years to raise, train, place, and certify a Service Dog or Facility Dog with a Client or Handler.

The Organization spends between one and two years raising, training, and placing an Emotional Support Dog with Handler and a Breeding Dog with a Custodian.

The Organization spends four months to a year to train dogs placed as pets with Custodians.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

6. Contributed Nonfinancial Assets (Continued)

Canines (Continued)

The cost to raise, train, and place Service Dogs, Facility Dogs, Emotional Support Dogs, and Breeding Dogs is capitalized and depreciated over the eight-year service life of each Dog beginning at conditional custody placement of that Dog. The cost of food, housing, veterinary services, medication, grooming, training aids such as collars and leashes, and annual re-certifications (Service Dogs and Facility Dogs only) are considered incidental to the cost of training and are expensed as incurred.

The cost to raise, train, and place a dog placed as a pet is capitalized and depreciated over a three-year contractual term. Ownership is transferred to the Custodian at the end of the three-year placement term. The cost of food, housing, veterinary services, medication, grooming, and training aids such as collars and leashes are considered incidental to the cost of training and are expensed as incurred.

Acquisition, whelping, and Puppy Development training costs (first five months of the canine's life) range from \$9,000 to \$14,000 per canine depending upon whether the canine was bred within the Organization's Breeding Program or received through donation or acquisition from a specially chosen breeder. For the next 5-15 months, the canines undergo obedience and skills training in paws4prisons®. In months 16-24, the Dogs receive Public Access Training, the majority of which is accomplished through the UNCW/paws4people SDTP.

During months 18-24, Clients and Service Dogs In-Training participate in the Organization's proprietary process known as Intervention Transfer TrainingSM during which the Client learns to utilize his/her Service Dog In-Training to control, regulate, and mitigate, his/her disability symptom set.

Service Dogs are trained to provide highly specialized and customized service to mitigate the effects of an individual's physical, neurological, psychological, or other medical related disability or disabilities. The Service Dog provides help in conducting everyday life skills, thus enabling the Client to perform more independently than they otherwise would without a Service Dog.

Facility Dogs are trained for placement with professionals and volunteers who use the Facility Dog in workplace or volunteer settings to provide animal assisted interventions, which are designed to promote improvement in physical, social, emotional, and/or cognitive functioning of the individual(s) involved and in which the Handler-Facility Dog Team is an integral part.

Handler Training is the process whereby each Handler learns to utilize and integrate his/her Facility Dog In-Training into the professional/volunteer services and workplace/volunteer setting(s) to provide animal assisted interventions.

Service Dogs and Facility Dogs receive at least 2,100 hours of training at hourly rates ranging from \$9.25 for paws4prisons® inmate trainers to \$75 for the Organization's certified staff trainers. The cost to train each Service Dog ranges from \$90,000 to \$102,000 depending on the Service Dog's certification. The cost to train each Facility Dog ranges from \$60,000 to \$86,000, depending on the Facility Dog's certification.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

6. Contributed Nonfinancial Assets (Continued)

Canines (Continued)

Emotional Support Dogs are trained to provide emotional support to Handlers within their own homes and other canine-friendly environments. Emotional Support Dogs receive between 240 and 1,200 hours of training at hourly rates ranging from \$9.25 for paws4prisons® Program inmate trainers to \$75 for the Organization's certified staff trainers. Due to the variation in the number of hours trained, the cost to train each Emotional Support Dog ranges from \$55,000 to \$71,000 per canine.

The Organization also trains Breeding Dogs. Breeding Dogs receive training at hourly rates ranging from \$9.25 for paws4prisons® inmate trainers to \$75 for the Organization's certified staff trainers. Due to the variation in the number of hours trained, the cost to train each Breeding Dog ranges from \$23,000 to \$77,000 per canine.

Due to the variation in the age at placement (puppy or adult) and the number of hours trained before placement, the cost associated with canines placed as pets ranges from \$9,000 to \$26,000 per pet.

The Organization retains sole ownership rights for the lifetime of each Service Dog, Facility Dog, Emotional Support Dog, and Breeding Dog, respectively.

At times, a canine may be returned from its Client or Handler for various reasons. At this time, the canine is considered an Inactive Dog and no additional depreciation is taken. The Organization retrains the canine as considered necessary and places the canine with a new Client or Handler. Upon replacement, depreciation of the canine is resumed.

A Client or Handler may request ownership rights to a Service Dog or Facility Dog after retirement of the canine. The Organization will determine in its sole discretion whether and under what circumstances to transfer ownership rights of the canine after his/her retirement.

A Handler may request ownership rights to an Emotional Support Dog after eight years of conditional custody placement. The Organization will determine in its sole discretion whether and under what circumstances to transfer ownership rights of the canine.

A Custodian may request ownership rights to a Breeding Dog after he/she is neutered/spayed. paws4people will determine in its sole discretion whether and under what circumstances to transfer ownership rights of the Breeding Dog.

At December 31, 2023, the Organization had a total of 59 canines in training and 234 canines under post-placement management. Of the 234 canines under post-placement management: 176 are Assistance Dogs; 26 are Emotional Support Dogs; 22 are Facility Dogs; and 10 are Breeding Dogs.

At December 31, 2022, the Organization had a total of 59 canines in training and 242 canines under post-placement management. Of the 242 canines under post-placement management: 171 are Assistance Dogs; 28 are Emotional Support Dogs; 26 are Facility Dogs; and 17 are Breeding Dogs.

paws4people, Inc.
NOTES TO FINANCIAL STATEMENTS
Years Ended December 31, 2023 and 2022

7. Net Assets with Donor Restrictions

Net assets with donor restrictions are available for the following purposes as of December 31:

	<u>2023</u>	<u>2022</u>
Subject to Expenditure for Specified Purpose:		
GRAHAM Building	\$ 226,440	\$
Tractor Supply – Canine Food	<u>926</u>	<u>43,661</u>
 Total	 <u>\$ 227,366</u>	 <u>\$ 43,661</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by donors as follows for the year ended December 31:

	<u>2023</u>	<u>2022</u>
Satisfaction of Purpose Restrictions:		
GRAHAM Building	\$ 23,560	\$
Federal Grant – Wounded Warrior Service Dog Program (Uniformed Services University of the Health Sciences)	 612,387	 684,191
State Grant	250,350	99,650
Tractor Supply – Canine Food	<u>42,735</u>	<u>48,256</u>
 Total	 <u>\$ 929,032</u>	 <u>\$ 832,097</u>

8. Subsequent Events

The Organization has evaluated events and transactions for potential recognition or disclosure in the financial statements through August 5, 2024, which is the date the financial statements were available to be issued.



INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Trustees
paws4people, Inc.
Wilmington, North Carolina

We have audited the financial statements of paws4people, Inc. as of and for the year ended December 31, 2023, and our report thereon dated August 5, 2024, which expressed an unmodified opinion on those financial statements, appears on pages 1-2. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on Schedule 1 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

The nonaccounting information on page 27, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the financial statements. The nonaccounting information has not been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and, accordingly, we do not express an opinion or provide any assurance on it.

Thomas, Judy & Duck, P.A.

Durham, North Carolina
August 5, 2024

paws4people, Inc.
SCHEDULE OF COST AND APPRAISED VALUE
 December 31, 2023

	<u>Cost Basis</u>	<u>Appraised Value</u>
Property and Equipment:		
Land and Land Improvements	\$ 697,109	\$ 868,115
Buildings and Improvements	2,136,686	1,921,263
Furniture and Equipment	82,125	46,372
Vehicles	<u>288,626</u>	<u>145,260</u>
	<u>\$ 3,204,546</u>	<u>\$ 2,981,010</u>