

TREE CARE INDUSTRY ASSOCIATION, INC. AND SUBSIDIARY

Consolidated Statements of Financial Position

August 31, 2022 and 2021

ASSETS

	<u>2022</u>	<u>2021</u>
Current assets		
Cash and cash equivalents, without donor restrictions	\$ 2,620,001	\$ 2,646,185
Cash and cash equivalents, with donor restrictions temporary in nature	<u>486,932</u>	<u>336,192</u>
Total cash and cash equivalents	3,106,933	2,982,377
Accounts receivable, net of allowance for uncollectible accounts of \$12,501 and \$22,734 in 2022 and 2021, respectively	225,501	147,578
Contributions receivable, current portion	5,000	5,500
Deposits, prepaid expenses and inventory	<u>631,040</u>	<u>760,846</u>
Total current assets	<u>3,968,474</u>	<u>3,896,301</u>
Property and equipment		
Computer and software	1,456,698	1,396,014
Office furniture and equipment	<u>670,980</u>	<u>670,979</u>
	2,127,678	2,066,993
Accumulated depreciation	<u>1,717,556</u>	<u>1,603,289</u>
Net property and equipment	<u>410,122</u>	<u>463,704</u>
Other assets		
Investments	9,425,456	10,581,612
Donor restricted cash maintained in perpetuity	468,659	468,659
Contributions receivable, net of current portion	850	5,350
Program development costs, net	<u>66,312</u>	<u>86,603</u>
Total other assets	<u>9,961,277</u>	<u>11,142,224</u>
Total assets	<u>\$ 14,339,873</u>	<u>\$ 15,502,229</u>

The accompanying notes are an integral part of these consolidated financial statements.

LIABILITIES AND NET ASSETS

	<u>2022</u>	<u>2021</u>
Current liabilities		
Accounts payable and accrued expenses	\$ 431,269	\$ 467,260
Deferred revenue	<u>4,028,973</u>	<u>3,649,636</u>
Total current liabilities	4,460,242	4,116,896
Operating lease payable	<u>43,657</u>	<u>35,149</u>
Total liabilities	<u>4,503,899</u>	<u>4,152,045</u>
Net assets		
Without donor restrictions		
Undesignated	7,228,074	8,538,607
Board designated	<u>524,929</u>	<u>616,692</u>
Total without donor restrictions	7,753,003	9,155,299
With donor restrictions	<u>2,082,971</u>	<u>2,194,885</u>
Total net assets	<u>9,835,974</u>	<u>11,350,184</u>
Total liabilities and net assets	<u>\$ 14,339,873</u>	<u>\$ 15,502,229</u>

TREE CARE INDUSTRY ASSOCIATION, INC. AND SUBSIDIARY

Consolidated Statement of Activities and Changes in Net Assets

**Year Ended August 31, 2022
(With Comparative Totals for the Year Ended August 31, 2021)**

	2022			2021
	Without Donor Restrictions	With Donor Restrictions	Total	Total
Revenues				
Accreditation and related products	\$ 1,151,169	\$ -	\$ 1,151,169	\$ 1,123,559
ArborMAX program	172,718	172,718	345,436	362,994
Grants	168,036	-	168,036	84,065
Winter management conference	473,012	-	473,012	50,155
Safety certification and related products	622,928	-	622,928	609,010
Contributions	-	205,165	205,165	-
Membership dues and related products	2,111,457	-	2,111,457	2,015,843
Advertising	1,307,409	-	1,307,409	1,258,179
Sponsorships	190,658	-	190,658	209,100
Trade shows	2,820,693	-	2,820,693	180,048
Golf tournament	35,075	-	35,075	-
Paycheck Protection Program (PPP) funding	-	-	-	1,069,972
Foundation revenue	36,705	-	36,705	25,671
Other revenue	196,255	-	196,255	192,374
Net assets released from restriction	<u>255,508</u>	<u>(255,508)</u>	<u>-</u>	<u>-</u>
Total revenues	<u>9,541,623</u>	<u>122,375</u>	<u>9,663,998</u>	<u>7,180,970</u>
Expenses				
Membership services	8,041,816	-	8,041,816	4,978,177
Management and general	<u>1,980,529</u>	<u>-</u>	<u>1,980,529</u>	<u>2,220,084</u>
Total expenses	<u>10,022,345</u>	<u>-</u>	<u>10,022,345</u>	<u>7,198,261</u>
(Deficiency) excess of revenues over expenses	(480,722)	122,375	(358,347)	(17,291)
Nonoperating activities				
Contributions and gifts for long-term purposes, net of write offs	-	-	-	(54,785)
Investment income	215,147	250	215,397	141,154
Net unrealized and realized (loss) gain on investments	<u>(1,136,721)</u>	<u>(234,539)</u>	<u>(1,371,260)</u>	<u>1,463,101</u>
Change in net assets	(1,402,296)	(111,914)	(1,514,210)	1,532,179
Net assets, beginning of the year	<u>9,155,299</u>	<u>2,194,885</u>	<u>11,350,184</u>	<u>9,818,005</u>
Net assets, end of the year	<u>\$ 7,753,003</u>	<u>\$ 2,082,971</u>	<u>\$ 9,835,974</u>	<u>\$11,350,184</u>

The accompanying notes are an integral part of these consolidated financial statements.

