

Donate Life America and Subsidiary
Consolidated Financial Statements
December 31, 2024

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Consolidated Financial Statements

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Independent Auditor's Report

Board of Directors
Donate Life America and Subsidiary
Richmond, Virginia

Opinion

We have audited the accompanying consolidated financial statements of Donate Life America (a nonprofit organization) and Subsidiary, which comprise the consolidated statement of financial position as of December 31, 2024, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Donate Life America and Subsidiary as of December 31, 2024 and the changes in its net assets and its cash flows for the year ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Donate Life America and Subsidiary 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 Consolidated Financial Statements

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

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

Auditor's Responsibility for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists.

The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, 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 consolidated financial statements.

In performing an audit in accordance with GAAS we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 Donate Life America and Subsidiary'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Donate Life America and Subsidiary'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.

Alamo, Jenkins & Cheatham

Richmond, Virginia
March 21, 2025

Consolidated Statement of Financial Position

Donate Life America and Subsidiary

December 31, 2024

Assets

Current Assets

Cash and cash equivalents	\$	1,027,359
Accounts receivable		367,662
Inventory		180,509
Prepaid expenses		48,935
Campaign materials		40,163
Deposits		38,324
Other assets		<u>4,976</u>

Total Current Assets 1,707,928

Investments, available for sale		745,697
Right-of-use asset		114,110
Property and equipment, net		<u>8,832</u>

Total Assets \$ 2,576,567

Liabilities and Net Assets

Current Liabilities

Accounts payable	\$	99,682
Accrued vacation		147,372
Lease liability - current portion		35,127
Other liability		<u>21,325</u>

Total Current Liabilities 303,506

Lease liability - noncurrent portion		<u>82,775</u>
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Total Liabilities 386,281

Net Assets

Without donor restrictions		2,179,851
With donor restrictions		<u>10,435</u>

Total Net Assets 2,190,286

Total Liabilities and Net Assets \$ 2,576,567

See Independent Auditor's Report and Notes to Consolidated Financial Statements

Consolidated Statement of Activities

Donate Life America and Subsidiary

Year Ended December 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Operating Activities			
Contributions	\$ 1,859,095	\$	\$ 1,859,095
Sales	3,874,129		3,874,129
Fees and other revenue	147,715		147,715
Interest and dividends	38,384		38,384
Campaign materials and brochures	2,325		2,325
	<u>5,921,648</u>		<u>5,921,648</u>
Less: Cost of goods sold	<u>2,225,214</u>		<u>2,225,214</u>
Gross Support and Revenue	3,696,434		3,696,434
Expenses			
Program activities	2,042,488		2,042,488
Management and general	1,563,027		1,563,027
Fundraising	102,103		102,103
Total Expenses	<u>3,707,618</u>		<u>3,707,618</u>
Change in Net Assets from Operating Activities	(11,184)		(11,184)
Non-Operating Activities			
Interest income	24		24
Interest expense	(638)		(638)
Investment return, net	26,388		26,388
Total Non-Operating Income	<u>25,774</u>		<u>25,774</u>
Change in Net Assets, Before Income Tax Expense	14,590		14,590
Income Tax Expense	<u>65,000</u>		<u>65,000</u>
Change in Net Assets, After Income Tax Expense	(50,410)		(50,410)
Net Assets at Beginning of Period	<u>2,230,261</u>	<u>10,435</u>	<u>2,240,696</u>
Net Assets at End of Period	<u>\$ 2,179,851</u>	<u>\$ 10,435</u>	<u>\$ 2,190,286</u>

See Independent Auditor's Report and Notes to Consolidated Financial Statements

Consolidated Statement of Functional Expenses

Donate Life America and Subsidiary

Year Ended December 31, 2024

	Program Activities	Supporting Activities			Total
		Management and General	Fundraising	Supporting Subtotal	
Wages and benefits	\$ 1,210,752	\$ 869,168	\$ 99,709	\$ 968,877	\$ 2,179,629
Meetings and travel	340,553	55,536		55,536	396,089
Campaign production expense	203,367				203,367
Postage and printing	19,152	189,465	2,394	191,859	211,011
Website maintenance	138,178	14,415		14,415	152,593
Contract services	18,922	121,297		121,297	140,219
Web fulfillment		78,140		78,140	78,140
Advertising and marketing		56,481		56,481	56,481
Office supplies	38,806	17,602		17,602	56,408
Technology		49,580		49,580	49,580
Rent	40,423	2,127		2,127	42,550
Reimbursements		40,340		40,340	40,340
Service fees and memberships		38,944		38,944	38,944
Other	21,434	9,160		9,160	30,594
Taxes		13,684		13,684	13,684
Telephone	9,248	487		487	9,735
Professional fees		3,735		3,735	3,735
Depreciation		2,866		2,866	2,866
Exhibiting	1,653				1,653
Total Expenses	\$ 2,042,488	\$ 1,563,027	\$ 102,103	\$ 1,665,130	\$ 3,707,618

See Independent Auditor's Report and Notes to Consolidated Financial Statements

Consolidated Statement of Cash Flows

Donate Life America and Subsidiary

Year Ended December 31, 2024

Cash Flows from Operating Activities

Decrease in net assets	\$	(50,410)
Adjustments to reconcile decrease in net assets with cash used by operating activities:		
Depreciation		2,866
Unrealized gain on investments		(41,625)
Realized loss on investments		7,463
Operating lease, right-of-use asset amortization		32,675
(Increase) decrease in:		
Accounts receivable		8,855
Inventory		(35,483)
Prepaid expenses		(24,559)
Campaign materials		(17,465)
Deposits		(26,672)
Other asset		(4,976)
Increase (decrease) in:		
Accounts payable		(92,562)
Income tax payable		(56,623)
Accrued vacation		10,250
Lease liability		(31,401)
Other liability		14,706

Net Cash Used by Operating Activities (304,961)

Cash Flows from Investing Activities

Purchase of investments	(188,686)
Sale of investments, net of fees	<u>660,778</u>

Net Cash Provided by Investing Activities 472,092

Net Increase in Cash and Cash Equivalents 167,131

Cash and Cash Equivalents at Beginning of Period 860,228

Cash and Cash Equivalents at End of Period \$ 1,027,359

Supplemental Disclosure

The Organization paid \$121,623 in income taxes in the year ended December 31, 2024. The Organization paid no income taxes in the year ended December 31, 2023.

The Organization paid no interest expense during the years ended December 31, 2024 and 2023.

See Independent Auditor's Report and Notes to Consolidated Financial Statements

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note A - Nature of Organization

Nature of Organization

Donate Life America (the “Organization”), a Virginia nonstock, not-for-profit corporation, is made up of national partnering organizations and state teams throughout the United States whose principal purpose is to increase organ, eye, and tissue donation. To achieve this mission, the Organization’s program service has various educational campaigns that use national print, broadcast media, social media, internet, and community-based programs to educate the public about the virtues and benefits to society of registering to be an organ, eye, and tissue donor.

Donate Life Promotions, Inc. (DLA Promotions), is a wholly owned subsidiary of the Organization. DLA Promotions operates as a promotional products company, providing branded apparel, logoed merchandise, corporate webstores and other supporting services.

Note B - Summary of Significant Accounting Policies

Basis of Presentation

The consolidated financial statements have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America (GAAP) for not-for-profit organizations. Under the provisions of this guidance, the Organization reports information regarding its financial position and activities according to two classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors; net assets without donor restrictions and net assets with donor restrictions. Accordingly, the net assets of the Organization and changes therein are classified as follows:

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. The Organization’s board may designate assets without restrictions for specific operational purposes from time to time.

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 Non-Profit Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

As of December 31, 2024, the Organization had net assets with donor restrictions totaling \$10,435.

Estimates

The preparation of consolidated financial statements in conformity with GAAP 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note B - Summary of Significant Accounting Policies - Continued

Cash and Cash Equivalents

For the purposes of the consolidated statement of cash flows, the Organization and Subsidiary consider all highly liquid investments with a maturity of three months or less when purchased to be cash or cash equivalents.

Campaign Materials

Campaign materials for the Organization, which includes various educational materials related to organ, eye and tissue donations, are sold to Organization members for use in local campaigns. Campaign materials are valued at the lower cost or market using a method that approximates the first-in, first-out (FIFO) method.

Tax Status

The Organization is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code and will be taxed only to the extent it has taxable trade or business income unrelated to its exempt purpose. Management annually reviews its tax positions and has determined that there are no material uncertain tax positions that require recognition in the consolidated financial statements.

DLA Promotions computes income taxes according to Accounting Standards Codification (ASC) Topic 740 *Income Taxes*. Deferred tax assets and liabilities are recognized, when applicable, for the expected tax consequences of temporary differences arising between the tax basis of assets and liabilities and their reported amounts. For 2024, there were no significant temporary differences. In accordance with ASC Topic 740 as it relates to uncertain tax positions, DLA Promotions has determined through evaluations that it is more likely than not that all its tax positions would be sustained by the Internal Revenue Service.

Property and Equipment

Property and equipment are stated at cost. The Organization and Subsidiary follow the practice of capitalizing all material expenditures for property and equipment. Expenditures for repairs, maintenance, and minor renewals are expensed in the period incurred. Depreciation is provided on a straight-line basis over estimated useful lives of five to ten years.

Inventory

Inventory is stated at the lower of cost (first-in, first-out) or market value and consists of promotional merchandise.

Advertising Costs

The Organization and Subsidiary expense advertising costs as incurred. For the year ended December 31, 2024, the Organization had no material advertising expense. DLA Promotions had advertising expense of \$56,481 for the year ended December 31, 2024.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note B - Summary of Significant Accounting Policies - Continued

Revenue Recognition

Revenue for the Organization is reported as an increase in net assets without donor restrictions unless use of the related asset is limited by donor-imposed time or purpose restrictions. Expirations of donor-imposed restrictions on net assets that are subject to the passage of time (that is, the stipulated time period has elapsed, or the cash has been collected) are reported as net assets released from restrictions.

Unconditional contributions are recognized when pledged in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers* (Topic 606) and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met in accordance with ASU Topic 606. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets.

Grants and program service fees are recognized as costs are incurred in accordance with ASU Topic 606 on the basis of direct costs plus allowable indirect expenses.

The Organization bills its members a voluntary assessment for the support of Organization activities. These billings are considered by management of the Organization to be voluntary assessments. Since the assessments are voluntary in nature, revenue is not recognized until funds are received by the Organization. Campaign materials revenue is recognized at a point in time when the items are shipped to the various local coalitions. Other revenues are recognized at a point in time when earned.

DLA Promotions sales are recognized as revenue at the time they occur, in accordance with the provisions of FASB ASC Topic 606, *Revenue from Contracts with Customers* (ASC 606).

Accounts Receivable

The Organization and Subsidiary provide credit, in the normal course of operations, to its coalition members and customers. Accounts receivable are recorded at the invoiced amount and do not bear interest. The Organization and Subsidiary do not have any off-balance-sheet credit exposure related to its members or customers. The Organization and Subsidiary provide an allowance for expected credit losses that is based upon a review of outstanding receivables, historical collection information, future expected collectability, and existing economic conditions. Delinquent receivables are written off by management based on an individual customer account analysis considering the unique circumstances of each customer. No allowance for expected credit losses is considered necessary as of December 31, 2024. The difference between the allowance not recorded and that which would be acceptable under GAAP was immaterial.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note B - Summary of Significant Accounting Policies - Continued

Measure of Operations

The Consolidated Statement of Activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to the Organization's ongoing activities. Non-operating activities are limited to resources that generate return from investments, endowment contributions, financing costs, and other activities considered to be of a more unusual or nonrecurring nature.

Contributed Materials and Services

The value of contributed materials and the value of contributed services that either (a) created or enhanced a nonfinancial asset or (b) required specialized skills, was provided by individuals possessing those skills, and would have been purchased if not contributed, are recorded at their fair values in the period received.

During the year ended December 31, 2024, the Organization received no material non-cash contributions or donations of materials or tangible assets which would be reflected in the consolidated financial statements.

The Organization also receives a significant amount of contributed services from unpaid volunteers who assist the Organization with many projects. No amounts have been recognized in the consolidated statement of activities for these services because the criteria for recognition under GAAP have not been satisfied.

Investments

Investments are stated at fair value. Net appreciation (depreciation) in the fair value of investments, which consists of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, is presented in the consolidated statement of activities in accordance with donor restrictions as investment return. Investment return is presented net of investment fees. The specific identification method is used to determine the basis for computing realized gains or losses.

Investment income classified as operating revenue consists of interest and dividend income on investments and spending approved for use in operations. All other realized and unrealized gains or losses are classified as non-operating activities and are available to support operations in future years to offset potential market declines.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note B - Summary of Significant Accounting Policies - Continued

Principles of Consolidation

The consolidated financial statements include the accounts of the Organization and its wholly-owned subsidiary, DLA Promotions. All significant intercompany accounts and transactions have been eliminated.

Functional Expenses

The costs of providing program and other activities have been summarized on a functional basis in the consolidated statement of activities. Accordingly, certain costs have been allocated among program activities and supporting activities benefited. Such allocations are determined by management on an equitable basis.

The expenses that are allocated include the following:

<u>Expense</u>	<u>Method of Allocation</u>
Wages and benefits	Time and effort
Meetings and travel	Full time equivalent
Rent	Square footage
Postage and printing	Full time equivalent
Office supplies	Full time equivalent
Contract services	Full time equivalent
Telephone	Full time equivalent

Note C - Employee Benefits

The Organization adopted a 401(k) profit-sharing retirement plan effective January 1, 2013. Eligible participants are full-time employees, age 21 or older, who have worked a minimum of 1,000 hours of services within a consecutive 12-month period. Salary deferrals are limited to specific dollar amounts determined by the Internal Revenue Service. The Organization will contribute up to 10% of the employee eligible compensation. The Organization contributed \$43,174 to the plan for the year ended December 31, 2024.

Note D - Concentrations of Credit Risk

The Organization and Subsidiary maintain cash and cash equivalents within a single banking institution. Balances at banks are insured by the Federal Deposit Insurance Corporation up to \$250,000 for each financial institution. Cash balances for the Organization exceeded the insured amount by approximately \$654,000 at December 31, 2024.

Note E - Subsequent Events

Management has evaluated subsequent events through March 21, 2025, the date which the consolidated financial statements were available to be issued.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note F - Lease Commitment

The Organization has an operating lease for office space through December 31, 2027. Total rent expense for the year ended December 31, 2024 was \$42,550. The operating lease asset had a balance of \$114,110; the current operating lease liability of \$35,127 and the long-term liability of \$82,775. The lease asset and liability were calculated utilizing the prime rate 7.50% as their discount.

Lease costs	\$	42,550
Weighted average remaining lease term (months)		36.00
Weighted average discount rate		7.50%

Maturities of operating lease liabilities as of December 31, 2024:

<u>Year Ending December 31,</u>		
2025		42,513
2026		43,788
2027		<u>45,102</u>
		131,403
Less imputed interest		<u>(13,501)</u>
		<u>\$ 117,902</u>

Note G - Property and Equipment

Property and equipment by class of property as of December 31, 2024 was:

Furniture and equipment	\$	75,304
Accumulated depreciation		<u>(66,472)</u>
	\$	<u>8,832</u>

Depreciation expense for the year ended December 31, 2024 was \$2,866.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note H - Accrued Vacation

Full-time employees of the Organization are eligible for paid annual leave based on years of experience. The amount of annual leave is prorated during the first year of employment. New employees may begin using and accruing annual leave after three consecutive months of employment. In years one through three of employment, the employee is granted 14 vacation days. In years four through ten of employment, the employee is granted 17 vacation days. In years eleven through fourteen of employment, the employee is granted 24 vacation days. Beginning the fifteenth year of employment, the employee gains 1 additional vacation day per year of service up to the twentieth year, for a maximum of 30 days.

Annual leave is not paid in lieu of taking actual time off. Unused annual leave may be carried over from one year to the next, but the maximum amount of time that may carry over is the equivalent of what the employee accrued for two years. Earned but unused annual leave will be paid out upon separation from the Organization, to a maximum of two years' accrual; any time the employees may have earned exceeding this amount will be forfeited. As of December 31, 2024, the Organization's accrued compensated vacation balance for all employees is \$147,372. This obligation is accrued in net assets without donor restrictions and is not charged to any program until the expense is incurred.

Note I - Liquidity

The Organization's financial assets available within one year of the consolidated statement of financial position date for general expenditures are as follows:

Cash and cash equivalents	\$ 855,158
Due from related party	296,079
Accounts receivable	<u>29,380</u>
	1,180,617
Less: net assets with donor restrictions	<u>(10,435)</u>
	<u>\$ 1,170,182</u>

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in various investments.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note J - Fair Value

The Organization determines the fair value of its financial instruments based on the fair value hierarchy established in accounting standards which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Accounting standards define fair value as the exchange price that would be received for an asset or liability in the most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Accounting standards define 3 levels of inputs that may be used to measure fair value:

Level 1 - Inputs are based on quoted market prices within active markets. Level 1 assets include debt and equity investments that are traded in an active exchange market.

Level 2 - Inputs are based primarily on quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Unobservable inputs that are supported by little or no market activity that are significant to the fair value of the assets or liabilities.

The Organization's investments are reported at fair value in the accompanying consolidated financial statements as of December 31, 2024:

Investments	Carrying Value	Fair Value Measurements		
		Level 1	Level 2	Level 3
Mutual Funds	\$ 492,977	\$ 492,977		
Equities	252,518	252,518		
Highly Liquid	202	202		
	<u>\$ 745,697</u>	<u>\$ 745,697</u>	<u>\$</u>	<u>\$</u>

During the year ended December 31, 2024, the Organization did not have any significant transfers between Level 1, 2, or 3. The Organization's policy is to recognize all transfers in and out of all levels at the end of the period. The level in the fair value hierarchy within which measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

Notes to Consolidated Financial Statements

Donate Life America and Subsidiary

December 31, 2024

Note K - Investments

As of December 31, 2024, the Organization's investments consisted of the following:

<u>Investments</u>	<u>Cost</u>	<u>Gross Unrealized Gain</u>	<u>Gross Unrealized Loss</u>	<u>Fair Market Value</u>
Mutual Funds	\$ 498,271	\$ 4,193	\$ (9,487)	\$ 492,977
Equities	214,533	42,135	(4,150)	252,518
Highly Liquid	202			202
	<u>\$ 713,006</u>	<u>\$ 46,328</u>	<u>\$ (13,637)</u>	<u>\$ 745,697</u>

A summary of interest and dividends and investment return as shown on the consolidated statement of activities consists of the following for the year ended December 31, 2024:

Interest and Dividends	<u>\$ 39,344</u>
Investment Return	
Net Unrealized Gain	\$ 41,625
Net Realized Loss	(7,463)
Advisory Fees	<u>(7,774)</u>
	<u>\$ 26,388</u>

Net realized loss, captioned above, consists of gross short-term gains and losses of \$8,561 and \$(567), respectively and long-term gains and losses of \$25,445 and \$(40,902), respectively.

Note L - Related Party Transactions

The Organization had a due from DLA Promotions in the amount of \$296,079 as of December 31, 2024. DLA Promotions had a payable due to the Organization in the amount of \$296,079 as of December 31, 2024.

The Organization had purchases from DLA Promotions in the amount of \$26,801 for the year ended December 31, 2024.

All intercompany transactions have been eliminated as a result of consolidation.

Supplementary Information



Independent Auditor's Report on Consolidating Information

The Board of Directors
Donate Life America and Subsidiary
Richmond, Virginia

We have audited the consolidated financial statements of Donate Life America and Subsidiary as of and for the year ended December 31, 2024, and our report thereon dated March 21, 2025, which expressed an unmodified opinion on those consolidated financial statements, appears on pages 1-2. Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on pages 17-18 is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, results of operations, and cash flows of the individual companies, and it is not a required part of the consolidated 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 consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Adams, Jenkins & Cheatham

Richmond, Virginia
March 21, 2025

Consolidating Statement of Financial Position

Donate Life America and Subsidiary

December 31, 2024

	Donate Life America	Donate Life Promotions, Inc.	Eliminations	Total	
Assets					
Current Assets					
Cash and cash equivalents	\$ 855,158	\$ 172,201	\$	\$ 1,027,359	
Due from related party	296,079		(296,079)		
Accounts receivable	29,380	338,282		367,662	
Inventory		180,509		180,509	
Prepaid expenses	46,903	2,032		48,935	
Campaign materials	40,163			40,163	
Deposits	3,489	34,835		38,324	
Other assets		4,976		4,976	
	Total Current Assets	1,271,172	732,835	(296,079)	1,707,928
Investments, available for sale	745,697			745,697	
Investment in Subsidiary	353,290		(353,290)		
Right-of-use asset	114,110			114,110	
Property and equipment, net	8,832			8,832	
	Total Assets	<u>\$ 2,493,101</u>	<u>\$ 732,835</u>	<u>\$ (649,369)</u>	<u>\$ 2,576,567</u>
Liabilities and Net Assets					
Current Liabilities					
Accounts payable	\$ 37,541	\$ 358,220	\$ (296,079)	\$ 99,682	
Accrued vacation	147,372			147,372	
Lease liability - current portion	35,127			35,127	
Other liability		21,325		21,325	
	Total Current Liabilities	220,040	379,545	(296,079)	303,506
Lease liability - noncurrent portion	82,775			82,775	
	Total Liabilities	302,815	379,545	(296,079)	386,281
Net Assets					
Without donor restrictions	2,179,851	353,290	(353,290)	2,179,851	
With donor restrictions	10,435			10,435	
	Total Net Assets	<u>2,190,286</u>	<u>353,290</u>	<u>(353,290)</u>	<u>2,190,286</u>
	Total Liabilities and Net Assets	<u>\$ 2,493,101</u>	<u>\$ 732,835</u>	<u>\$ (649,369)</u>	<u>\$ 2,576,567</u>

Consolidating Statement of Activities

Donate Life America and Subsidiary

Year Ended December 31, 2024

	Donate Life America		Donate Life Promotions, Inc.	Eliminations	Total
	Without Donor Restrictions	With Donor Restrictions			
Operating Activities					
Contributions	\$ 1,859,095	\$	\$	\$	\$ 1,859,095
Sales			3,900,930	(26,801)	3,874,129
Fees and other revenue	147,715				147,715
Interest and dividends	38,384				38,384
Campaign materials and brochures	2,325				2,325
	2,047,519		3,900,930	(26,801)	5,921,648
Less: Cost of goods sold			2,225,214		2,225,214
Gross Support and Revenue	2,047,519		1,675,716	(26,801)	3,696,434
Expenses					
Program activities	2,068,852			(26,364)	2,042,488
Management and general	145,457		1,417,968	(398)	1,563,027
Fundraising	102,142			(39)	102,103
Total Expenses	2,316,451		1,417,968	(26,801)	3,707,618
Change in Net Assets from Operating Activities	(268,932)		257,748		(11,184)
Non-Operating Activities					
Interest income			24		24
Interest expense			(638)		(638)
Gain from subsidiary	192,134			(192,134)	
Investment return, net	26,388				26,388
Total Non-Operating Income (Loss)	218,522		(614)	(192,134)	25,774
Change in Net Assets, Before Income Tax Expense	(50,410)		257,134	(192,134)	14,590
Income tax expense			65,000		65,000
Change in Net Assets, After Income Tax Expense	(50,410)		192,134	(192,134)	(50,410)
Net Assets at Beginning of Period	2,230,261	10,435	161,156	(161,156)	2,240,696
Net Assets at End of Period	\$ 2,179,851	\$ 10,435	\$ 353,290	\$ (353,290)	\$ 2,190,286