

INFORM USA
(a nonprofit organization)

FINANCIAL STATEMENTS

Year Ended December 31, 2024

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors
Inform USA
Fairfax, Virginia

We have reviewed the accompanying financial statements of Inform USA (the Organization), which comprise the statement of financial position as of December 31, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Renner and Company, CPA, P.C.

Alexandria, Virginia
October 6, 2025

INFORM USA

STATEMENTS OF FINANCIAL POSITION

Year Ended December 31, 2024

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 1,314,284
Accounts receivable	148,355
Prepaid expenses	<u>47,167</u>

TOTAL CURRENT ASSETS

1,509,806

OTHER ASSETS

Intangible asset - trademark, at cost, net	<u>3,541</u>
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TOTAL ASSETS

\$ 1,513,347

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable	\$ 6,547
Deferred revenue	<u>474,440</u>

TOTAL LIABILITIES

480,987

NET ASSETS WITHOUT DONOR RESTRICTION

1,032,360

TOTAL LIABILITIES AND NET ASSETS

\$ 1,513,347

See Notes to Financial Statements.

INFORM USA**STATEMENTS OF ACTIVITIES**
Year Ended December 31, 2024**REVENUE**

Conference	\$ 429,933
Membership dues	356,517
Certification	210,534
Accreditation	197,900
Training	159,783
Miscellaneous	107,103
Non-affiliated Income	<u>34,244</u>

TOTAL REVENUE	<u>1,496,014</u>
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EXPENSES

Program	1,158,609
General and administrative	<u>83,954</u>

TOTAL EXPENSES	<u>1,242,563</u>
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CHANGE IN NET ASSETS	253,451
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NET ASSETS, beginning of year	<u>778,909</u>
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NET ASSETS, end of year	<u><u>\$ 1,032,360</u></u>
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See Notes to Financial Statements.

INFORM USA**STATEMENTS OF FUNCTIONAL EXPENSES**
Year Ended December 31, 2024

	Program	General and administrative	Total
Contracted Staff	\$ 348,516	\$ -	\$ 348,516
Salaries	304,187	-	304,187
Conference	249,677	-	249,677
Technology	77,284	-	77,284
Accreditation	67,938	-	67,938
General and administrative	-	67,027	67,027
Affiliate Payments	43,814	-	43,814
Certification	32,700	-	32,700
Training Programs	32,270	-	32,270
Professional development	-	7,128	7,128
Board/Executive expenses	-	4,934	4,934
Marketing	-	4,865	4,865
Membership	2,223	-	2,223
	<u>\$ 1,158,609</u>	<u>\$ 83,954</u>	<u>\$ 1,242,563</u>

See Notes to Financial Statements.

INFORM USA

STATEMENTS OF CASH FLOWS

Year Ended December 31, 2024

CASH FLOWS FROM OPERATING ACTIVITIES

Cash received from operations

Revenue

\$ 1,667,608

Cash disbursed by operations

Payments to program recipients and suppliers

1,276,125

NET CASH PROVIDED BY OPERATING ACTIVITIES

391,483

NET INCREASE IN CASH

391,483

CASH, beginning of year

922,801

CASH, end of year

\$ 1,314,284

See Notes to Financial Statements.

INFORM USA

STATEMENTS OF CASH FLOWS
Years Ended December 31, 2024

RECONCILIATION OF CHANGE IN NET ASSETS TO
NET CASH PROVIDED BY OPERATING ACTIVITIES

CHANGE IN NET ASSETS	<u>\$ 253,451</u>
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH PROVIDED BY OPERATING ACTIVITIES	
Amortization	<u>199</u>
CHANGES IN ASSETS AND LIABILITIES AFFECTING OPERATIONS (USING) PROVIDING CASH	
ASSETS	
Accounts receivable	115,608
Prepaid expenses	<u>(18,630)</u>
	<u>96,978</u>
LIABILITIES	
Accounts payable	(15,131)
Deferred revenue	<u>55,986</u>
	<u>40,855</u>
NET CHANGES IN ASSETS AND LIABILITIES	<u>137,833</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u><u>\$ 391,483</u></u>

See Notes to Financial Statements.

INFORM USA

NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES, ORGANIZATION AND PURPOSE

Description of Organization

Inform USA (the Organization), is a nonprofit corporation founded in 1973 in Arizona as an organization providing standards, accreditation, certification, training, networking and support for the information and referral sector. Inform USA also sponsors an annual conference for its members that provides a promotional link of the organization's activities to its members and is a significant source of revenue.

Significant Accounting Policies

Basis of Accounting

The Organization prepares its financial statements using the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned rather than when collected, expenses are recognized when incurred rather than when paid, and capital acquisitions are recognized when the obligation is incurred rather than paid.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash consists of a checking account, a savings account, and money market accounts. The Organization considers all highly liquid investments with purchased maturities of three months or less to be cash equivalents. The Organization maintained cash balances of \$1,314,284 as of December 31, 2024.

INFORM USA

NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES, ORGANIZATION AND PURPOSE (CONTINUED)

Accounts Receivable

Accounts receivable represents amounts primarily related to training revenue earned at the end of the fiscal year that has not been received. The Organization classifies all accounts receivable as current assets. Accounts receivable are considered past due if payment is not received within 30 days of the invoice date. Accounts deemed uncollectible are charged off based on credit evaluation and specific circumstances of the parties involved. At December 31, 2024, management's assessment was that all accounts receivable were determined to be collectible; therefore, no provision for doubtful accounts has been established.

Property and Equipment

Property and equipment are stated at cost. Depreciation expense is computed using the straight-line method over estimated useful lives ranging from five to seven years. All property and equipment was fully depreciated as of December 31, 2024.

Intangible Assets

The Organization maintains an intangible asset carried at cost related to a trademark. Amortization is computed using the straight-line method based on the asset's estimated useful life deemed to be 40 years. When the asset is retired or otherwise disposed of, the cost and related accumulated amortization are removed from the accounts, and any resulting gain or loss is recognized.

Deferred Revenue

Membership dues are recognized ratably over the applicable membership period. Dues received for future periods are classified as deferred revenue and totaled \$366,415 as of December 31, 2024.

Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state law. No provision for federal income taxes is required for 2024, as the Organization did not engage in activities that would generate unrelated business income accordingly.

INFORM USA

NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES, ORGANIZATION AND PURPOSE (CONTINUED)

Income Taxes (Continued)

In accounting for uncertainty in income taxes, accounting standards require an entity to recognize the financial statement impact of a tax position when it is more-likely-than-not that the position will not be sustained upon examination. Management evaluated the Organization's tax positions and concluded there are no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance.

Classes of Net Assets

To ensure the observance of limitations and restrictions placed on the use of resources available to the Organization, the Organization has divided its resources available for various purposes into classes established according to their nature and purpose. As of December 31, 2024, net assets of the Organization are classified as follows:

Net Assets Without Donor Restriction

The Organization includes operating net assets which are available for the general operations of the Organization as net assets without donor restriction, as well as Board-designated net assets set aside for future use.

Net Assets With Donor Restriction

The Organization reports gifts of cash and other restricted support if they are received with donor stipulations that limit the use of donated assets. When a donor restriction expires (that is, when a stipulated time restriction ends or a purpose restriction is accomplished), net assets with donor restriction are reclassified to net assets without donor restriction and reported in the statement of activities as net assets released from restrictions. As of December 31, 2024, the Organization maintained no donor restricted net assets.

Revenue Recognition

The Organization provides membership services to its member companies located in the United States and Canada. The Organization also provides accreditation and certification related to the information and referral system (I/R) standards that have been developed by experts, as well as training and education programs for the I/R industry.

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NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES, ORGANIZATION AND PURPOSE (CONTINUED)

Revenue Recognition (Continued)

Disaggregation of Revenue

The Organization disaggregates revenue according to its major goods and services lines provided to members and nonmembers. The Organization also details the amounts of memberships dues received by the different categories of members. These categories are used to depict how the nature, amount, timing, and uncertainty of revenue and cash flows are affected by economic factors.

Membership dues are recognized over the membership period. The contract for membership dues is established once payment is received, for which the Organization provides membership benefits for one year. Membership rates are largely based on the type of membership being applied for. With rates ranging from a floor of \$99 up to \$925, dues are nonrefundable.

Accreditation revenue is recognized once the specific transaction has occurred and the accreditation process begins. The contract for sales is established on payment, for which the Organization will then provide a review of the applying organization and accredit them as being in line with the current I/R standards should the organization pass the process. Prices are \$6,000 for members and \$9,000 for non-members.

Certification revenue is recognized once the specific transaction has occurred and the certification process begins. The contract for sales is established on payment, for which the Organization will then provide the opportunity for the applicant gain certification to being a Community Resource Specialist. Prices range from \$45 - \$280, amounts are nonrefundable.

Training revenue is recognized once the specific transaction has occurred. The contract for sales is established on payment, for which the Organization will then provide the purchased training program or materials. Prices vary depending on material(s) and content, amounts are nonrefundable.

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NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

1. SIGNIFICANT ACCOUNTING POLICIES, ORGANIZATION AND PURPOSE (CONTINUED)

Revenue Recognition (Continued)

Performance Obligations

Conference is recognized once the specific transaction has occurred. The contract for conference is established once payment is received, for which the Organization provides access rights to the event, either in person or online. Rates are variables depending on event attended, material purchased, and individual classification, amounts are nonrefundable.

Significant Judgments

The Organization's Board of Directors determines the price for its membership dues, accreditation, and certification fees each year. The price for training materials and content is determined by management which accounts for all the expenses to be incurred and includes it in the transaction price.

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, Contracted staff, salaries, conference, technology, accreditation, affiliate payments, certification, training programs, and membership have been allocated solely to program. General and administrative, marketing, professional development, and board/executive expenses were allocated solely to general and administrative.

Liquidity and Availability of Assets

The Organization maintains a liquid cash balance in checking accounts, savings accounts and money market accounts in an amount necessary to meet its anticipated expenditures for the next 30 days. Cash in excess of this amount is invested in short-term investments.

The Organization's financial assets available within one year to meet cash needs for general expenditures through December 31, 2025 are as follows:

Financial Assets	
Cash	\$ 1,314,284
Accounts receivable	148,355
Financial assets available within one year to meet cash needs for general expenditures within one year	<u>\$ 1,462,639</u>

INFORM USA

NOTES TO FINANCIAL STATEMENTS

Years Ended December 31, 2024

2. CASH

Cash as of December 31, 2024 consisted of the following:

Checking	\$	365,725
Money Market		<u>948,559</u>
	\$	<u><u>1,314,284</u></u>

The checking account and investment cash account are insured by the Federal Deposit Insurance Corporation up to \$250,000. The amount in excess of deposit insurance limits was \$111,503 as of December 31, 2024.

3. INTANGIBLE ASSETS

Intangible asset costs and amortization for the years ended December 31, 2024 is as follows:

	Cost	Amortization expense	Accumulated amortization	Amortization Period (years)
Trademark	<u>\$ 7,973</u>	<u>\$ 199</u>	<u>\$ (4,432)</u>	40

4. ACCOUNTS PAYABLE

Accounts payable as of December 31, 2024 consisted of the following:

Due to vendors	<u>\$ 6,547</u>
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5. DEFERRED REVENUE

Deferred revenue as of December 31, 2024, consisted of the following:

Membership dues	\$ 366,415
Conference sponsors and registrations	<u>51,350</u>
	<u><u>\$ 417,765</u></u>

6. SUBSEQUENT EVENTS

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through October 6, 2025, the date the financial statements were available to be issued.