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Equitable Food Initiative (EFI)

Financial Statements  
And  
Independent Auditor's Report

Year Ended December 31, 2024  
(With summarized comparative financial information for the year ended  
December 31, 2023)

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## **Independent Auditor's Report**

To the Board of Directors  
Equitable Food Initiative (EFI)  
Washington, DC 20001

### **Opinion**

We have audited the accompanying financial statements of the Equitable Food Initiative (EFI), 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.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Equitable Food Initiative (EFI) as of December 31, 2024, and the changes in its net assets and its cash flows for the year then 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Equitable Food Initiative (EFI) and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit 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.

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 the Equitable Food Initiative (EFI)'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an 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 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,

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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 the Equitable Food Initiative (EFI) 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 the Equitable Food Initiative (EFI) 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.

### **Report on Summarized Comparative Information**

We have previously audited Equitable Food Initiative's 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 24, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2023 is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Abercrombie & Associates, LLC*

Abercrombie & Associates, LLC  
June 18, 2025  
Silver Spring, MD

Equitable Food Initiative  
Statement of Financial Position  
December 31, 2024

(With summarized comparative financial information as of December 31, 2023)

|   | <b>2024</b>             | <b>2023</b>             |
|---|-------------------------|-------------------------|
| <b>ASSETS</b>                               |                         |                         |
| Cash and cash equivalents                   | \$ 1,454,912            | \$ 1,222,920            |
| Grants and accounts receivable, net         | 322,298                 | 371,986                 |
| Prepaid expenses                            | 14,099                  | 7,397                   |
| Fixed assets (net)                          | 1,111,081               | 595,467                 |
| Deposits                                    | 1,700                   | 1,700                   |
| <b>TOTAL ASSETS</b>                         | <b>\$ 2,904,090</b>     | <b>\$ 2,199,470</b>     |
| <br><b>LIABILITIES AND NET ASSETS</b>       |                         |                         |
| <b>Liabilities</b>                          |                         |                         |
| Accounts payable and accrued expenses       | 273,973                 | 481,282                 |
| Deferred revenue                            | 678,655                 | 634,183                 |
| <b>Total Liabilities</b>                    | <b>\$ 952,628</b>       | <b>\$ 1,115,465</b>     |
| <br><b>NET ASSETS</b>                       |                         |                         |
| Without donor restrictions                  | 844,829                 | 59,374                  |
| With donor restrictions                     | 1,106,633               | 1,024,631               |
| <b>Total Net Assets</b>                     | <b>\$ 1,951,462</b>     | <b>\$ 1,084,005</b>     |
| <br><b>TOTAL LIABILITIES AND NET ASSETS</b> | <br><b>\$ 2,904,090</b> | <br><b>\$ 2,199,470</b> |

The accompanying notes are an integral part of the financial statements

Equitable Food Initiative  
Statement of Activities  
Year Ended December 31, 2024

(With summarized comparative financial information for the year ended December 31, 2023)

| <b>Revenue</b>                        | <b>Without Donor<br/>Restrictions</b> | <b>With Donor<br/>Restrictions</b> | <b>2024<br/>Total</b> | <b>2023<br/>Total</b> |
|---------------------------------------|---------------------------------------|------------------------------------|-----------------------|-----------------------|
| Contributions and grants              | \$ 770,766                            | \$ 1,352,891                       | \$ 2,123,657          | \$ 1,617,893          |
| In-kind contributions                 | -                                     | -                                  | -                     | 136,560               |
| Program income                        | 2,157,959                             | -                                  | 2,157,959             | 879,572               |
| Interest income                       | 36,332                                | -                                  | 36,332                | 12,970                |
| Other income                          | 2,864                                 | -                                  | 2,864                 | 6                     |
| Net assets released from restrictions | 1,270,889                             | (1,270,889)                        | -                     | -                     |
| <b>Total Revenue and Support</b>      | <u>4,238,809</u>                      | <u>82,002</u>                      | <u>4,320,811</u>      | <u>2,647,001</u>      |
| <b>Expenses</b>                       |                                       |                                    |                       |                       |
| Program service                       | 2,402,566                             | -                                  | 2,402,566             | 2,564,010             |
| Management and general                | 1,024,517                             | -                                  | 1,024,517             | 1,161,874             |
| Fundraising                           | 26,271                                | -                                  | 26,271                | 13,337                |
| <b>Total Expenses</b>                 | <u>3,453,354</u>                      | <u>-</u>                           | <u>3,453,354</u>      | <u>3,739,221</u>      |
| <b>Change in Net Assets</b>           | 785,455                               | 82,002                             | 867,457               | (1,092,220)           |
| <b>Net Assets, Beginning of Year</b>  | <u>59,374</u>                         | <u>1,024,631</u>                   | <u>1,084,005</u>      | <u>2,176,225</u>      |
| <b>Net Assets, End of Year</b>        | <u>\$ 844,829</u>                     | <u>\$ 1,106,633</u>                | <u>\$ 1,951,462</u>   | <u>\$ 1,084,005</u>   |

The accompanying notes are an integral part of the financial statements

Equitable Food Initiative  
Statement of Functional Expenses  
Year Ended December 31, 2024

(With summarized comparative financial information for the year ended December 31, 2023)

|                                | <b>Program<br/>Expenses</b> | <b>Management<br/>&amp; General<br/>Expenses</b> | <b>Fundraising<br/>Expenses</b> | <b>2024<br/>Total<br/>Expenses</b> | <b>2023<br/>Total<br/>Expenses</b> |
|--------------------------------|-----------------------------|--|---------------------------------|------------------------------------|------------------------------------|
| Salaries & benefits            | \$ 1,494,950                | \$ 809,290                                       | \$ 23,341                       | \$ 2,327,581                       | \$ 2,444,660                       |
| Consultants, professional fees | 440,312                     | 90,578   | 473                             | 531,363                            | 887,977                            |
| Rent                           | 11,119                      | 6,081  | 174                             | 17,374                             | 12,824                             |
| Information technology         | 7,633                       | 4,175  | 119                             | 11,927                             | 10,508                             |
| Office supplies, equipment     | 37,723                      | 30,571   | (167)                           | 68,126                             | 60,665                             |
| Bad debt                       | 1,295                       | 1,771  | -                               | 3,066                              | 18,334                             |
| Memberships, subscriptions     | 64,496                      | 48,404   | 520                             | 113,420                            | 101,115                            |
| Depreciation                   | 212,135                     | -  | -                               | 212,135                            | 4,157                              |
| Insurance                      | 14,378                      | 7,863  | 225                             | 22,466                             | 27,024                             |
| Meetings                       | 41,978                      | 13,629   | 926                             | 56,533                             | 48,508                             |
| Travel                         | 76,546                      | 12,156   | 661                             | 89,363                             | 123,449                            |
| <b>Total</b>                   | <b>\$ 2,402,566</b>         | <b>\$ 1,024,517</b>                              | <b>\$ 26,271</b>                | <b>\$ 3,453,354</b>                | <b>\$ 3,739,221</b>                |

The accompanying notes are an integral part of the financial statements

Equitable Food Initiative  
Statement of Cash Flows  
Year Ended December 31, 2024

(With summarized comparative financial information for the year ended December 31, 2023)

|  | <b>2024</b>         | <b>2023</b>         |
|--|---------------------|---------------------|
| <b>Cash Flows from Operating Activities</b>  |                     |                     |
| Change in net assets   | \$ 867,457          | \$ (1,092,220)      |
| <br><b>Adjustment to reconcile change in net assets<br/>to net cash provided (used) by operating activities:</b> |                     |                     |
| Bad debt expense   | 3,066               | 18,334              |
| Depreciation and amortization  | 212,135             | 20,533              |
| (Increase) decrease in:  |                     |                     |
| Grants and accounts receivable   | 46,623              | 146,783             |
| Prepaid expenses   | (6,702)             | 4,424               |
| Accounts payable & accrued expenses  | (207,309)           | 99,096              |
| Deferred revenue   | 44,471              | 634,183             |
| <b>Net cash provided (used) by operating activities</b>  | <b>959,742</b>      | <b>(168,867)</b>    |
| <br><b>Cash Flows from Investing Activities</b>  |                     |                     |
| Purchase of fixed assets   | (727,750)           | (616,000)           |
| <b>Net cash provided (used) by investing activities</b>  | <b>(727,750)</b>    | <b>(616,000)</b>    |
| <br><b>Increase (decrease) in Cash and Cash Equivalents</b>  | <b>231,992</b>      | <b>(784,867)</b>    |
| <br><b>Cash and Cash Equivalents, Beginning of Year</b>  | <b>1,222,920</b>    | <b>2,007,787</b>    |
| <br><b>Cash and Cash Equivalents, End of Year</b>  | <b>\$ 1,454,912</b> | <b>\$ 1,222,920</b> |

The accompanying notes are an integral part of the financial statements

Equitable Food Initiative  
Notes to the Financial Statements  
December 31, 2024

**Note 1 – Organization and Summary of Accounting Policies**

Organization

The Equitable Food Initiative (EFI) is a 501(c)(3) organization incorporated in 2015 under the laws of California. EFI brings together workers, growers and retailers in the effort to produce better fruits and vegetables. As produce farms comply with the EFI Standard – for improved working conditions, pesticide management, and food safety – the entire food system sees benefits, all the way from farm workers to consumers.

Basis of accounting

The financial statements of EFI have been prepared on the accrual basis of accounting in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14 Presentation of Financial Statements for Not-for-Profit Entities.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with EFI's financial statements for the year ended December 31, 2023, from which the summarized information was derived.

Tax status

EFI has been granted exemption by the Internal Revenue Service (IRS) from federal income taxes under section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has determined that the EFI is not a private foundation. EFI is required to report unrelated business income to the Internal Revenue Service and the District of Columbia.

Uncertain tax positions

The Financial Accounting Standards Board (FASB) has released FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes. For the year ended December 31, 2024, EFI has documented its consideration of FASB ASC 740-10 and determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements. The Federal Form 990, Return of Organization Exempt from Income Tax, is subject to examination by the Internal Revenue Service generally for three years after it is filed. Tax years ending December 31, 2023, 2022 and 2021 remain open with both Federal and state taxing authorities.

Cash and Cash equivalents

For financial statement purposes, cash and cash equivalents include operating cash accounts, petty cash and highly liquid, short-term instruments with original maturities of three months or less.

Net Assets

The accompanying consolidated financial statements are presented on the accrual basis of accounting, and in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements of Not-for-Profit*

Equitable Food Initiative  
Notes to the Financial Statements  
December 31, 2024

*Entities.* As such, net assets are reported within two net asset classifications: without donor restrictions and with donor restrictions. Descriptions of the two net asset categories are as follows:

- **Net Assets Without Donor Restrictions** - Net assets available for use in general operations and not subject to donor restrictions are recorded as "net assets without donor restrictions". Assets restricted solely through the actions of the Board are referred to as Board Designated and are also reported as net assets without donor restrictions.
- **Net Assets With Donor Restrictions** - Net assets may be subject to donor-imposed stipulations that are more restrictive than EFI's mission and purpose. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Donor imposed restrictions are released when the restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue without donor restrictions when the assets are placed in service.

Revenue recognition

The majority of EFI's revenue is received through contributions. EFI performs an analysis of the contribution to determine if the revenue stream follows the contribution rules or if it should be recorded as an exchange transaction depending upon whether the transaction is deemed reciprocal or not reciprocal under ASU 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made.

For contributions qualifying under the contribution rules, revenue is recognized upon notification of the award and satisfaction of all conditions, if applicable. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. Contributions that are unconditional that have donor restrictions are recognized as "without donor restrictions" only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions; such funds in excess of expenses incurred are shown as net assets with donor restrictions in the accompanying financial statements.

Property and equipment

Property and equipment consist of furniture, office equipment, computer equipment and intangible assets recorded at cost and depreciated using the straight-line method over the estimated useful life of the asset. EFI's capitalization policy currently records property and equipment acquisitions over \$5,000 with an expected life of more than a year.

Donated services, goods and facilities

Donated professional services are reflected in the statement of activities at their fair value. Materials and other assets received as donations are recorded and reflected in the accompanying financial statements at their fair values at the date of receipt.

Equitable Food Initiative  
Notes to the Financial Statements  
December 31, 2024

Fair value measurement

EFI adopted the provisions of FASB ASC 820, *Fair Value Measurement*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurement. EFI accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

Advertising Costs

Advertising costs are expensed as incurred.

Use of estimates

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

**Note 2 – Grants and Accounts Receivable, Net**

Accounts Receivable, Net

Accounts receivables consist of multiple contracts that are recognized in the period where the service is performed, less any applicable allowance for doubtful accounts. EFI uses the allowance method to account for uncollectible receivables. Receivables are determined uncollectible based on management's review.

|                                       |                |
|---------------------------------------|----------------|
| Receivables due in less than one year | \$ 275,508     |
| Receivables due in one to five years  | -              |
| Receivables, net                      | <u>275,508</u> |

**Note 3 – Depreciation Expense**

Depreciation is a non-cash expense that allocates the purchase of fixed assets, or capital expenditures (Capex), over its estimated useful life. The depreciation expense reduces the carrying value of a fixed asset (PP&E) recorded on a company's balance sheet based on its useful life and salvage value assumption. Depreciation expense for the year ended December 31, 2024 was \$212,135.

|                      | Cost<br>Value       | Accumulation<br>Depreciation | Net<br>Value        |
|----------------------|---------------------|------------------------------|---------------------|
| Fixed Asset Software | \$ 1,343,750        | \$ 232,669                   | \$ -                |
|                      | <u>\$ 1,343,750</u> | <u>\$ 232,669</u>            | <u>\$ 1,576,419</u> |

Equitable Food Initiative  
Notes to the Financial Statements  
December 31, 2024

**Note 4 - Net Assets Released From Restrictions**

Net assets were released from donor-imposed restrictions by incurring expenses satisfying the restricted purposes or by the occurrence of other events specified by donors for the year ended December 31, 2024.

|                                |              |
|--------------------------------|--------------|
| Program purpose                | \$ 1,270,889 |
| Expiration of time restriction | -            |
| Total                          | \$ 1,270,889 |

**Note 5 – Net Assets With Donor Restrictions**

Net assets with donor restrictions are available for the following purposes at December 31, 2024:

|                  |              |
|------------------|--------------|
| Program purpose  | \$ 1,106,633 |
| Time Restriction | -            |
| Total            | \$ 1,106,633 |

**Note 6 – Liquidity**

Liquidity and availability

Financial assets available for general expenditure, that is, without donor or restrictions limiting their use, within one year of the statement of financial position, comprise the following:

|  |              |
|--|--------------|
| Cash and Cash Equivalents                      | \$ 1,454,912 |
| Grants and accounts receivable                 | 322,298      |
| Less: Amount restricted for Donor designations | (1,106,633)  |
| Net Financial Assets Available within one year | \$ 670,577   |

As noted above, the assets available are at a point in time. Organization commitments, budgeted projects and operating leases need to be considered when evaluating the financial resources of the organization. As part of EFI’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.

**Note 7 - Commitments**

EFI leases their office space in Washington, DC under a month-to-month operating lease. Rent expense for the year ended December 31, 2024, was \$17,374.

**Note 8 - Retirement Plan**

EFI will make a fixed contribution to a recognized 403b or 401k plan equivalent to 5% of salary for full-time employees. Employees are 40% vested after one year, 60% after two years, 80% after three years, and full vested four years after the initial hire date.

EFI’s contribution was \$95,746 for 2024.

Equitable Food Initiative  
Notes to the Financial Statements  
December 31, 2024

**Note 9 - Concentration of Credit Risk**

Financial instruments that potentially expose EFI to concentrations of credit risk consist primarily of cash and cash equivalents. Bank deposit accounts at one institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. EFI maintained checking account balances which were in excess of federally insured limits (FDIC) at December 31, 2024. Management believes the risk is managed by maintaining all deposits with high quality financial institutions. EFI has not experienced, nor does it anticipate any loss of funds from its current concentration of risk.

**Note 10 - Functional Allocation of Expenses**

The cost of providing the various programs and supporting services have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. General and administrative costs have been allocated, when appropriate, to the programs and supporting services proportionately based on direct personnel costs.

**Note 11 – Revenue from Contracts**

Program revenue is derived from contracts with licensees and is recognized when the programs are provided to the customers or usage of licensed “Marks” and / or “Materials” via licensing agreements. Contracts with licensees were evaluated using the practical expedient of a portfolio approach because each contract is with an individual licensee with similar characteristics that is carried out on a consistent basis. The following table disaggregates EFI’s revenue based on the timing of satisfaction of performance obligations for the year ended December 31, 2024:

|  | <u>2024</u>         |
|--|---------------------|
| Performance obligations satisfied at a point in time |                     |
| Programs with licensees                              | \$ 1,668,567        |
| Performance obligations satisfied over time          |                     |
| Licensing agreements                                 | <u>489,392</u>      |
| Total  | <u>\$ 2,157,959</u> |

**Note 12 – Deferred Revenue**

Deferred Revenue (also called Unearned Revenue) is generated by receiving payment for goods and/or services that have not been delivered or completed. In accrual accounting, revenue is only recognized when it is earned. The Deferred Revenue account is comprised of advance payments for the Program Income: Grower/Licensing fees.

**Note 13 - Subsequent Events**

In preparing these financial statements, EFI has evaluated events and transactions for potential recognition or disclosure through June 18, 2025, the date the financial statements were issued.