

# **Pathfinder International and Subsidiaries**

Consolidated Financial Report  
June 30, 2022 and 2021

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RSM US LLP

## Independent Auditor's Report

Board of Directors  
Pathfinder International

### Report on the Audit of the Financial Statements

#### ***Opinion***

We have audited the consolidated financial statements of Pathfinder International and Subsidiaries (the Organization), which comprise the consolidated statements of financial position as of June 30, 2022, and 2021, the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2022 and 2021, and the changes in their net assets and their 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 (GAAS). 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 Organization 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 the Organization's ability to continue as a going concern within one year after the date that the financial statements are issued or 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 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 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 GAAS, 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 Organization'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 the Organization'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.

*RSM US LLP*

Boston, Massachusetts  
January 26, 2023

**Pathfinder International and Subsidiaries**

**Consolidated Statements of Financial Position  
June 30, 2022 and 2021**

	2022	2021
<b>Assets</b>		
Cash and cash equivalents—domestic	\$ 3,193,826	\$ 10,466,164
Cash and cash equivalents—international	4,584,852	4,809,307
Restricted cash	7,727,684	11,437,288
Contributions receivable, net	1,570,860	11,242,681
Grants receivable, net	16,130,616	12,125,253
Other receivables, advances and deposits	12,463,907	12,768,993
Prepaid expenses	1,316,792	1,911,800
Investments	32,329,282	35,844,320
Beneficial interest in trust	768,055	833,406
Property and equipment, net	110,053	64,201
	<u>110,053</u>	<u>64,201</u>
<b>Total assets</b>	<b>\$ 80,195,927</b>	<b>\$ 101,503,413</b>
<b>Liabilities and Net Assets</b>		
Accounts payable	\$ 2,027,356	\$ 2,726,827
Accrued expenses	17,842,050	14,699,123
Grants and contracts advances, net	19,762,734	35,336,443
Annuities payable	126,481	112,901
	<u>126,481</u>	<u>112,901</u>
<b>Total liabilities</b>	<b>39,758,621</b>	<b>52,875,294</b>
Net assets:		
Without donor restrictions	19,373,296	25,064,925
With donor restrictions	21,064,010	23,563,194
	<u>21,064,010</u>	<u>23,563,194</u>
<b>Total net assets</b>	<b>40,437,306</b>	<b>48,628,119</b>
<b>Total liabilities and net assets</b>	<b>\$ 80,195,927</b>	<b>\$ 101,503,413</b>

See notes to consolidated financial statements.

## Pathfinder International and Subsidiaries

### Consolidated Statement of Activities Year Ended June 30, 2022 (With Comparative Summarized Totals for 2021)

	2022			2021 Total
	Without Donor Restrictions	With Donor Restrictions	Total	
Revenue, gains and other support:				
Grants and contracts	\$ 118,309,297	\$ 3,119,494	\$ 121,428,791	\$ 121,937,476
Contributions	5,966,273	340,842	6,307,115	20,115,635
Investment return appropriated for operations	655,497	-	655,497	620,097
Other income	1,049,025	-	1,049,025	-
Net assets released from restrictions	2,624,066	(2,624,066)	-	-
<b>Total revenue, gains and other support</b>	<b>128,604,158</b>	<b>836,270</b>	<b>129,440,428</b>	<b>142,673,208</b>
Expenses:				
Program services:				
Non-government supported programs	31,602,027	-	31,602,027	29,936,398
U.S. government supported programs	57,959,460	-	57,959,460	64,434,860
Foreign government and multilateral supported programs	10,432,383	-	10,432,383	7,908,620
Other program services	7,630,194	-	7,630,194	6,492,704
Public information	1,338,728	-	1,338,728	1,087,790
<b>Total program services</b>	<b>108,962,792</b>	<b>-</b>	<b>108,962,792</b>	<b>109,860,372</b>
Supporting services:				
Management and general	15,942,744	-	15,942,744	14,184,317
Fundraising	5,253,938	-	5,253,938	4,206,765
<b>Total supporting services</b>	<b>21,196,682</b>	<b>-</b>	<b>21,196,682</b>	<b>18,391,082</b>
<b>Total expenses</b>	<b>130,159,474</b>	<b>-</b>	<b>130,159,474</b>	<b>128,251,454</b>
<b>Operating (deficit) surplus</b>	<b>(1,555,316)</b>	<b>836,270</b>	<b>(719,046)</b>	<b>14,421,754</b>
Non-operating (losses) gains and other support:				
Investment (loss) return net of amounts appropriated for operations	(4,109,612)	(3,320,103)	(7,429,715)	4,296,353
Change in value of beneficial interest in trust	-	(15,351)	(15,351)	-
Change in value of annuities payable	(26,701)	-	(26,701)	(5,803)
<b>Total non-operating (losses) gains and other support</b>	<b>(4,136,313)</b>	<b>(3,335,454)</b>	<b>(7,471,767)</b>	<b>4,290,550</b>
<b>Change in net assets</b>	<b>(5,691,629)</b>	<b>(2,499,184)</b>	<b>(8,190,813)</b>	<b>18,712,304</b>
Net assets, beginning of year	25,064,925	23,563,194	48,628,119	29,915,815
Net assets, end of year	\$ 19,373,296	\$ 21,064,010	\$ 40,437,306	\$ 48,628,119

See notes to consolidated financial statements.

**Pathfinder International and Subsidiaries**

**Consolidated Statement of Activities  
Year Ended June 30, 2021**

	Without Donor Restrictions	With Donor Restrictions	Total
Revenue, gains and other support:			
Grants and contracts	\$ 118,773,687	\$ 3,163,789	\$ 121,937,476
Contributions	8,328,582	11,787,053	20,115,635
Investment return appropriated for operations	620,097	-	620,097
Net assets released from restrictions	545,106	(545,106)	-
<b>Total revenue, gains and other support</b>	<b>128,267,472</b>	<b>14,405,736</b>	<b>142,673,208</b>
Expenses:			
Program services:			
Non-government supported programs	29,936,398	-	29,936,398
U.S. government supported programs	64,434,860	-	64,434,860
Foreign government and multilateral supported programs	7,908,620	-	7,908,620
Public information	1,087,790	-	1,087,790
Other program services	6,492,704	-	6,492,704
<b>Total program services</b>	<b>109,860,372</b>	<b>-</b>	<b>109,860,372</b>
Supporting services:			
Management and general	14,184,317	-	14,184,317
Fundraising	4,206,765	-	4,206,765
<b>Total supporting services</b>	<b>18,391,082</b>	<b>-</b>	<b>18,391,082</b>
<b>Total expenses</b>	<b>128,251,454</b>	<b>-</b>	<b>128,251,454</b>
<b>Operating surplus</b>	<b>16,018</b>	<b>14,405,736</b>	<b>14,421,754</b>
Non-operating gains (losses) and other support:			
Investment return net of amounts appropriated for operations	2,873,341	1,423,012	4,296,353
Change in value of beneficial interest in trust	(5,803)	-	(5,803)
<b>Total non-operating gains and other support</b>	<b>2,867,538</b>	<b>1,423,012</b>	<b>4,290,550</b>
<b>Change in net assets</b>	<b>2,883,556</b>	<b>15,828,748</b>	<b>18,712,304</b>
Net assets, beginning of year	22,181,369	7,734,446	29,915,815
Net assets, end of year	<b>\$ 25,064,925</b>	<b>\$ 23,563,194</b>	<b>\$ 48,628,119</b>

See notes to consolidated financial statements.

**Pathfinder International and Subsidiaries**

**Consolidated Statement of Functional Expenses  
Year Ended June 30, 2022  
(With Comparative Summarized Totals for 2021)**

	2022					2021 Total Expenses
	Program Services	Supporting Services			Total Expenses	
Management and General		Fundraising	Supporting Services Totals			
Subgrants and subcontracts	\$ 25,107,970	\$ -	\$ -	\$ -	\$ 25,107,970	\$ 26,732,870
Employee compensation:						
Salaries	28,800,551	6,571,913	2,005,203	8,577,116	37,377,667	39,634,533
Employee benefits and payroll taxes	12,786,451	3,682,154	833,422	4,515,576	17,302,027	17,584,133
<b>Total employee compensation</b>	<b>41,587,002</b>	<b>10,254,067</b>	<b>2,838,625</b>	<b>13,092,692</b>	<b>54,679,694</b>	<b>57,218,666</b>
Audit and accounting fees	125,449	150,000	-	150,000	275,449	284,266
Consultant fees	6,377,875	221,143	115,574	336,717	6,714,592	4,029,759
Other professional fees	3,869,019	2,506,212	2,105,340	4,611,552	8,480,571	5,480,858
Travel and subsistence	4,152,582	107,551	23,552	131,103	4,283,685	3,533,461
Participant training	16,175,335	-	10,151	10,151	16,185,486	15,284,860
Supplies and equipment	6,504,124	285,386	83,769	369,155	6,873,279	8,221,637
Rent, warehousing and utilities	2,877,592	1,725,802	3,951	1,729,753	4,607,345	4,865,443
Other operating expenses	2,177,597	648,472	72,976	721,448	2,899,045	2,554,568
Depreciation and amortization	8,247	44,111	-	44,111	52,358	45,066
	<b>42,267,820</b>	<b>5,688,677</b>	<b>2,415,313</b>	<b>8,103,990</b>	<b>50,371,810</b>	<b>44,299,918</b>
<b>Total expenses</b>	<b>\$ 108,962,792</b>	<b>\$ 15,942,744</b>	<b>\$ 5,253,938</b>	<b>\$ 21,196,682</b>	<b>\$ 130,159,474</b>	<b>\$ 128,251,454</b>

See notes to consolidated financial statements.



**Pathfinder International and Subsidiaries**

**Consolidated Statement of Functional Expenses  
Year Ended June 30, 2021**

	Supporting Services				Total Expenses
	Program Services	Management and General	Fundraising	Supporting Services Totals	
Subgrants and subcontracts	\$ 26,732,870	\$ -	\$ -	\$ -	\$ 26,732,870
Employee compensation:					
Salaries	30,890,913	6,721,769	2,021,851	8,743,620	39,634,533
Employee benefits and payroll taxes	14,108,351	2,749,599	726,183	3,475,782	17,584,133
<b>Total employee compensation</b>	<b>44,999,264</b>	<b>9,471,368</b>	<b>2,748,034</b>	<b>12,219,402</b>	<b>57,218,666</b>
Audit and accounting fees	87,476	196,790	-	196,790	284,266
Consultant fees	3,543,933	274,203	211,623	485,826	4,029,759
Other professional fees	2,476,316	2,001,716	1,002,826	3,004,542	5,480,858
Travel and subsistence	3,505,306	24,716	3,439	28,155	3,533,461
Participant training	15,284,782	-	78	78	15,284,860
Supplies and equipment	7,928,548	292,609	480	293,089	8,221,637
Rent, warehousing and utilities	3,478,964	1,272,821	113,658	1,386,479	4,865,443
Other operating expenses	1,822,913	605,028	126,627	731,655	2,554,568
Depreciation and amortization	-	45,066	-	45,066	45,066
	<b>38,128,238</b>	<b>4,712,949</b>	<b>1,458,731</b>	<b>6,171,680</b>	<b>44,299,918</b>
<b>Total expenses</b>	<b>\$ 109,860,372</b>	<b>\$ 14,184,317</b>	<b>\$ 4,206,765</b>	<b>\$ 18,391,082</b>	<b>\$ 128,251,454</b>

See notes to consolidated financial statements.

**Pathfinder International and Subsidiaries**

**Consolidated Statements of Cash Flows  
Years Ended June 30, 2022 and 2021**

	2022	2021
Cash flows from operating activities:		
Change in net assets	\$ (8,190,813)	\$ 18,712,304
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation and amortization	52,358	45,066
Change in grants and contract advances allowance	(199,196)	26,121
Straight line rent adjustment	(186,072)	864,242
Distributions from beneficial interest in trust	50,000	-
Donated securities	(6,055,997)	(6,767,105)
Proceeds from sale of donated securities for operations	6,055,997	6,767,105
Net realized and unrealized gains on investments	(955,143)	(3,517,166)
Changes in operating assets and liabilities:		
Contributions receivable, net	(328,179)	(9,982,846)
Grants receivable, net	(4,005,363)	(4,404,096)
Other receivables, advances and deposits	305,086	(7,666,111)
Prepaid expenses	595,008	(381,646)
Beneficial interest in trust	15,351	(833,406)
Accounts payable	(699,471)	1,077,748
Accrued expenses	3,328,999	(10,693,584)
Grants and contract advances	(15,374,513)	8,360,628
Annuities payable	13,580	(6,924)
<b>Net cash used in operating activities</b>	<b>(25,578,368)</b>	<b>(8,399,670)</b>
Cash flows from investing activities:		
Purchases of equipment	(98,210)	-
Proceeds from the sale of investments	5,466,569	13,441,366
Purchases of investments	(996,388)	(9,562,102)
<b>Net cash provided by investing activities</b>	<b>4,371,971</b>	<b>3,879,264</b>
Cash flows from financing activities:		
Collection of contribution receivable for long-term endowment	10,000,000	-
<b>Net cash provided by financing activities</b>	<b>10,000,000</b>	<b>-</b>
<b>Net change in cash and cash equivalents and restricted cash</b>	<b>(11,206,397)</b>	<b>(4,520,406)</b>
Cash and cash equivalents and restricted cash, beginning of year	26,712,759	31,233,165
Cash and cash equivalents and restricted cash, end of year	\$ 15,506,362	\$ 26,712,759
Reconciliation of cash, cash equivalents and restricted cash:		
Cash and cash equivalents—domestic	\$ 3,193,826	\$ 10,466,164
Cash and cash equivalents—international	4,584,852	4,809,307
Restricted cash	7,727,684	11,437,288
<b>Total cash, cash equivalents and restricted cash</b>	<b>\$ 15,506,362</b>	<b>\$ 26,712,759</b>

See notes to consolidated financial statements.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities

**Nature of activities:** Pathfinder International (Pathfinder or the Organization), incorporated in 1957, is a not-for-profit entity. Pathfinder supports sexual and reproductive health and rights worldwide through programs that deliver high-quality sexual and reproductive health services, improve maternal and newborn care, empower adolescents and youth, integrate population, health and environment interventions and address the sexual and reproductive health and rights of displaced populations. Activities are funded by contributions, grants, contracts and cooperative agreements from various government agencies worldwide as well as foundations and other multilateral organizations along with investment returns as allocated by the Board of Directors, all of which allows Pathfinder to further fieldwork in less developed countries.

A significant amount of Pathfinder's revenue is sourced from arrangements with the United States Agency for International Development (USAID) which is an agency of the government of the United States of America. Under the terms of these agreements (as well as other federal grants), Pathfinder is reimbursed for program costs plus an allocation of Pathfinder's allowable indirect costs using approved methods. Pathfinder follows federally promulgated grant administrative requirements in managing these funds and follows allocation methods that are substantially alike for across all of its programs. Charges to programs are subject to audit and review by funders.

The accompanying consolidated financial statements include the assets, liabilities, net assets and financial activities of Pathfinder and the various subsidiaries established in its countries of operation to facilitate on the ground service delivery. These legally separate entities are: Pathfinder, LLC Egypt; Pathfinder International Operations, LLC; Pathfinder Operations II, LLC; Pathfinder International India; and Nai Umang Society. The previously stated related entities are under common management control with Pathfinder having a controlling financial interest through direct or indirect ownership or being the sole corporate member. While certain consolidated entities are considered legally separate, management has included such entities given the evidence of economic interest that results in effective control and thus consolidated presentation has been determined to be appropriate.

#### Note 2. Significant Accounting Policies

A summary of Pathfinder's significant accounting policies follows:

**Principles of consolidation:** The accompanying consolidated financial statements include the accounts of Pathfinder and its subsidiaries. All significant intercompany balances and transactions have been eliminated in consolidation.

**Financial statement presentation:** The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) which requires that information regarding Pathfinder's financial position and activities are reported based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

**Net assets without donor restrictions:** Net assets available for general use and not subject to donor restrictions. The Board of Directors has designated from net assets without donor restrictions, net assets for operating reserves, transition reserves and the pathfinding fund as described more fully elsewhere in these footnotes. Net assets without donor restriction also include the investment in property and equipment, net of accumulated depreciation.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

**Net assets with donor restrictions:** Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature that may or will be met, either by the passage of time or the events specified by the donor, or both. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Such net assets also include, under Massachusetts General Law (MGL), amounts representing cumulative investment earnings on donor restricted endowment funds, which are subject to prudent appropriation by the Board of Directors in accordance with donor use restrictions and provisions of MGL, but which have not yet been appropriated by the Board of Directors. Pathfinder reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on 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.

Pathfinder retains appreciation on funds held in perpetuity as funds with restrictions until appropriated by the Board of Directors and expended unless otherwise stated by the donor. State law allows the Board of Directors to appropriate as much of the net appreciation of endowed net assets as is prudent considering other resources of Pathfinder, the duration and preservation of the funds, Pathfinder's long- and short-term needs, present and anticipated financial requirements, expected total return from income and the appreciation of investments, price level trends, general economic conditions and investment policies of Pathfinder.

**Operating activities:** The consolidated statements of activities includes a subtotal for operating (deficit) surplus. Items not considered operating activities represent investment (loss) return, net of amounts appropriated for operations, change in value of beneficial interest in trust, and change in annuity payable.

**Use of estimates:** The preparation of consolidated financial statements in conformity with U.S. 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 reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**Fair value measurements:** Pathfinder reports certain assets and liabilities at fair value on a recurring and nonrecurring basis depending on the underlying accounting policy for the particular item. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Recurring fair value measures include the Pathfinder's investment accounts. Nonrecurring measures include pledges receivable and annuity and other gift associated payables. The fair value standards require an entity to maximize the use of observable inputs (such as quoted prices in active markets) and minimize the use of unobservable inputs (such as appraisals or valuation techniques) to determine fair value. Fair value standards also require Pathfinder to classify financial instruments into a three-level hierarchy, based on the priority of inputs to the valuation technique.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

Instruments measured and reported at fair value are classified and disclosed in one of the following categories:

**Level 1:** Quoted prices are available in active markets for identical instruments as of the reporting date. Instruments which are generally included in this category include listed equity and debt securities publicly traded on a stock exchange.

**Level 2:** Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date and fair value is determined through the use of models or other valuation methodologies.

**Level 3:** Pricing inputs are unobservable for the instruments and include situations where there is little, if any, market activity for the instrument. The inputs into the determination of fair value require significant management judgment or estimation.

In some instances, the inputs used to measure fair value may fall into different levels of the fair value hierarchy and are based on the lowest level of input that is significant to the fair value measurement.

Market price is affected by a number of factors, including the type of instrument and the characteristics specific to the instrument. Instruments with readily available active quoted prices or for which fair value can be measured from actively quoted prices generally will have a higher degree of market price observability and a lesser degree of judgment used in measuring fair value. It is reasonably possible that changes in values of these instruments will occur in the near term and that such changes could materially affect amounts reported in these consolidated financial statements. It is possible that redemption rights may be restricted or eliminated by investment managers in the future in accordance with certain underlying investment agreements, however Pathfinder has not experienced such restrictions.

While the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies and assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the report date.

During the years ended June 30, 2022 and 2021, there were no changes to the Organization's valuation techniques that had, or are expected to have, a material impact on its consolidated statements of financial position or activities.

**Cash and cash equivalents:** Cash and cash equivalents include short-term highly liquid investments with original maturities of three months or less at the date of purchase. Cash and cash equivalents held by investment managers are considered part of investments given the expectation of near-term reinvestment.

Cash and cash equivalents includes advances from funders. While such funds will need to be used to cover future program expenses, Pathfinder has substantial undrawn federal funds at year-end which will ensure that advances are available as needed for forward program purposes.

Pathfinder maintains its cash balances at several financial institutions which, at times, may exceed federally insured limits. In addition, cash and cash equivalents in foreign institutions are subject to differing rules and risks. Pathfinder monitors its exposure associated with cash and cash equivalents and has not experienced any losses in such accounts.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

**Restricted cash:** Restricted cash represents funds advanced from one donor that are required to be maintained in a separate account and funds restricted by donors for specific purposes. Such amounts are in a deposit account with like risks as noted for cash and cash equivalents, as above.

Restricted cash at June 30, 2022 and 2021, are comprised as follows:

	2022	2021
Such amounts includes in restricted cash:		
Funds held for donor restrictions	\$ 3,139,614	\$ 7,470,732
Funds held for agency transactions	4,588,070	3,966,556
	<u>\$ 7,727,684</u>	<u>\$ 11,437,288</u>

**Revenue, support and related receivables:** Unconditional contributed support is considered to be available for general use unless such support includes donor restrictions. Unconditional contributions, including unconditional promises to give, are recognized as revenues and receivables when donors' commitments are verifiably made. Conditional contributions, that is those with a measurable performance barrier or other barrier and a right of return or release of funds, are recognized when the conditions are substantially met. Intentions to give are not recognized. Unconditional promises to give are initially recognized at the estimated net present value, net of an allowance for uncollectible amounts using Level 2 nonrecurring fair value methods or based on the underlying fair value of the assets received. Funds with donor restrictions are released to funds without donor restrictions when time and/or purpose requirements have been met. Conditional donor restricted gifts where the conditions and restrictions are satisfied in the same reporting period are recorded directly to contributions without donor restrictions. Management believes contribution receivables to be fully collectible as of June 30, 2022 and 2021.

Pathfinder at times receives contributions in the form of donated stock to be used to satisfy payment on prior promises to give. Pathfinder's policy is to sell publicly traded securities upon receipt.

Grant and contract revenue are considered exchange transactions if each party receives and sacrifices commensurate value. Funds from these exchange transactions are not considered contributions and are deemed to be earned and reported as revenue when such funds have been expended towards the designated purpose. Funds received in advance and not yet earned are recorded as grants and contract advances. Total grants and contract revenue considered exchange transactions, which consisted of agency fee income received for agency contracts, for the years ended June 30, 2022 and 2021, were approximately \$429,000 and \$740,744 and is included in grants and contracts revenue on the consolidated statements of activities. These revenues have one performance obligation, namely providing administrative services, and are earned as the performance obligation is satisfied, typically over time. Contracts are entered into with grantors, which consists of governmental and nongovernmental agencies, with payment due subsequent to the services being performed. There are no significant financing components associated with agency fee income nor any variable consideration. There were no receivable or deferred revenue balances associated with agency fee income at June 30, 2022, June 30, 2021, and July 1, 2020.

Grant and contract revenue not considered exchange transactions are recognized as revenue when the funds are utilized by the Organization to carry out the activity stipulated by the grant or contract (typically via qualifying direct costs plus indirect costs incurred). The grants and contracts can be terminated by the grantor or funding can be required under certain circumstances coupled with other performance and/or control barriers. For these reasons, these grant and contract agreements are considered conditional (see Note 16). Accordingly, amounts received, but not recognized as revenue, are classified in the consolidated statements of financial position as grants and contract advances.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

To the extent that indirect costs are limited by an award, the maximum amount of revenue to be recognized will be limited to the allowable amount with such losses being reflected as incurred as part of Pathfinder's mission. Thus while the timing of receipt of funds may differ based on specified arrangements, for example some foundation grants may award funds in advance, revenue is measured as above with any costs incurred in excess of funds billed and collected or vice versa being reflected within grants and contracts advances. Funds received in advance are held as restricted cash. Indirect costs are provisionally billed based on an approved federal indirect cost rate or other permitted rate per the grant agreement, however charges to projects are based on actual costs incurred. After the close of each fiscal year, an actual indirect cost rate is determined with such being submitted to appropriate federal officials for approval which facilitates realization of these funds when permitted. Once such approval is obtained, any amounts determined for indirect costs in excess or below previously allocated provisional rates are adjusted within the grant and contract with such amounts then being available to be drawn or returned as applicable, when allowed. The most recent indirect cost rate was approved for the year ended June 30, 2019.

Management provides an allowance for grants and contracts based on various factors which include the risk of disallowed costs based on audit by funders, specific risks associated with certain types of arrangements and the general risk of not collecting certain otherwise legitimate costs on its grants and contracts such as the potential loss on recoveries of indirect costs. The allowance for grant receivables was approximately \$36,000 and \$40,000 as of June 30, 2022 and 2021, respectively.

**Program services:** Program grants are awarded by Pathfinder to individuals, private organizations and government agencies in less developed countries to support sexual and reproductive health programs. Activities supported include: service delivery, including building sexual and reproductive health and rights capacity of health providers; dissemination of information about modern methods of contraception; integration of sexual and reproductive health programs with conservation and maternal and newborn care programs; and advocacy and communications related to sexual and reproductive health and rights. Normally sub-grant expense is charged when incurred unless Pathfinder has agreed to advance funds to assist sub-grantees with using near-term working capital to cover current expenses. In these cases, any amounts advanced in excess of costs presented are reflected as advances while costs incurred in excess of amounts advanced are reflected as accrued expenses.

Subcontracted technical services are acquired from other institutions that possess a particular expertise in international development. Pathfinder purchases these services through cost-reimbursement contracts for delivery to specified grantees or programs under its direct management and supervision. These services include: on-site consultation and development of clinical service programs; implementation of training programs; consultation and assistance in the implementation of general and financial management systems; delivery of specialized clinical equipment; and the development of informational material on contraceptive methods and practices for distribution to targeted population sectors. Subcontracted technical services are recorded as an expense and liability as the services are performed by the subcontractor.

Program management and technical assistance are directly attributable to program services and considered to be essential for achieving specific goals. These activities include: providing technical and managerial assistance to subgrantees; monitoring visits to project sites; and direct program management from Pathfinder headquarters and field offices.

Program management and technical assistance are charged to operations, and a liability is recognized as incurred.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

**Investments and investment return:** Investments are carried at fair value.

Investment (loss) return is reported in the consolidated statements of activities and consist of interest and dividend income, realized and unrealized capital gains and losses, less external investment expenses.

Investment (loss) return from operating and board designated investment funds is reported as an (decrease) increase in net assets without donor restrictions. Investment return (loss) on donor restricted endowment funds is reported as an (decrease) increase in net assets with donor restrictions.

**Property and equipment:** Property and equipment are stated at cost when the useful life is over one year and the amount is in excess of a management established capitalization threshold of \$5,000. Depreciation and amortization are provided on a straight-line basis over the following estimated useful lives:

	<u>Years</u>
Office equipment and furnishings	3-10
Leasehold improvements	Over lesser of asset life or lease term
Computer software	5

When assets are sold or retired, the cost and accumulated depreciation are removed from the accounts, and any gain or loss is applied to management and general costs. Maintenance and repair costs which do not materially extend the life of the asset are charged to expense when incurred.

**Impairment of long-lived assets:** Pathfinder evaluates the recoverability of its property and equipment whenever adverse events and changes in the business climate indicate that the expected undiscounted future cash flows from the related asset may be less than previously anticipated. If the net book value of the related asset exceeds the undiscounted future cash flows of the asset, the carrying amount would be reduced to the present value of its expected future cash flows and an impairment loss would be recognized. Management believes no indication of impairment existed at June 30, 2022 or 2021.

**Beneficial interest in trust:** Pathfinder is the beneficiary of an irrevocable charitable lead annuity trust for which an external party serves as trustee. Pathfinder expects to receive distributions from the trust over a 20-year period, beginning in fiscal year 2021. The donor has not restricted the distributions of the trust for a specific purpose. Given the nature of the trust, Pathfinder recognizes its interest in the estimated fair value of the remaining trust assets as an asset on the consolidated statements of financial position and as net assets with donor restrictions category on the consolidated statements of activities. Given the trustee is an external third party, management has classified its beneficial interest in the trust as a Level 3 financial instrument. The fair market value of the beneficial interest in trust is \$768,055 and \$833,406 as of June 30, 2022 and 2021, respectively.

There were no transfers into or out of Level 3 investments and no issues of Level 3 investments for the years ended June 30, 2022 and 2021. There were no purchases of Level 3 investments for the years ended June 30, 2022 and 2021, though the beneficial interest described above was contributed in fiscal year 2021.



## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

**Subgrant and subcontract liabilities:** Subgrants and subcontract liabilities are accounted for under Accounting Standards Codification (ASC) 958-605 and are recognized as expense when the grant is communicated to the recipient and all of Pathfinder's imposed conditions become unconditional, that is, when the related measurable performance barriers or other barriers have been met. Grants made are considered conditional if both a right of return and barrier exist. As of June 30, 2022 and 2021, there were approximately \$7,319,000 and \$5,943,000 of conditional grants made in other receivables, advances and deposits within the consolidated statements of financial position, respectively.

**Split-interest agreements/annuity and other gift associated payables:** Pathfinder has a number of annuity and other gift associated payables arising from split-interest agreements whereby donors contribute assets in exchange for a fixed or variable payment which generally extends over the life of the beneficiary. The assets under these arrangements have been separately invested as indicated later in the investment footnote with a liability for the present value of the expected remaining payments to the beneficiary. Such liabilities are initially measured using a nonrecurring Level 2 approach. Changes in the obligation from period to period are based on changes in life expectancy; however, the discount rate used at inception remains fixed over the instrument's life.

**Translation of foreign currency:** All cash denominated in foreign currencies is translated into U.S. Dollars at the prevailing official exchange rate as of year-end. Revenues and expenses of foreign field office operations are translated at the prevailing official exchange rate daily. Translation adjustments resulted in a loss of \$110,859 and \$742,391 for the years ended June 30, 2022 and 2021, respectively, and are reflected as grants and contracts revenue in the consolidated statements of activities. Since such gains or losses are allocated to programs accordingly, the financial effects of such adjustments are mitigated.

**Leases:** Operating lease expenses are recorded on the straight-line basis over the lease term with any differences reflected in accrued expenses.

**Income taxes:** Pathfinder is recognized by the Internal Revenue Service (IRS) as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code (IRC). Income earned in furtherance of tax-exempt purposes is exempt from federal and state income taxes. Accordingly, no provision for income taxes is made in the consolidated financial statements. All of the LLC's are single member LLC's and treated as disregarded entities.

Pathfinder has adopted the accounting standard on accounting for uncertainty in income taxes. Management assessed whether there were any uncertain tax positions which may give rise to income tax liabilities and determined that there were no such matters requiring recognition in the accompanying consolidated financial statements. Generally, Pathfinder is no longer subject to U.S. federal or state income tax examinations by tax authorities for three years before from the filing date.

**Functional allocation of expenses:** The costs of providing the various programs and activities and supporting services have been summarized on a functional basis in the consolidated statements of activities. The consolidated statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses are either directly charged or allocated based on the level of effort with the exception of depreciation expense. Depreciation of plant assets and operation and maintenance of plant expenses have been allocated to functional classifications based on square footage of facilities.

**Advertising expenses:** Advertising costs are expensed as incurred.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 2. Significant Accounting Policies (Continued)

**Reclassifications:** Certain amounts in the 2021 consolidated financial statements have been reclassified to conform to 2022 presentation. Net assets and changes in net assets were unchanged due to these reclassifications.

**Recently issued accounting pronouncements:** In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. In July 2018, the FASB issued ASU 2018-10, *Codification Improvements to Topic 842, Leases*, which makes narrow scope improvements to the standard for specific issues. In July 2018, the FASB also issued ASU 2018-11, *Leases (Topic 842): Targeted Improvements*, which provides an optional transition method allowing the standard to be applied at the adoption date. In November 2021, the FASB issued ASU 2021-09, *Leases (Topic 842): Discount Rate for Lessees That Are Not Public Business Entities*, which allows lessees that are not public business entities to make the ASC 842 risk-free discount rate accounting policy election by class of underlying asset, rather than at the entity-wide level.

A modified retrospective transition approach is required. An entity may adopt the guidance either (1) retrospectively to each prior reporting period presented in the financial statements with a cumulative-effect adjustment recognized at the beginning of the earliest comparative period presented or (2) retrospectively at the beginning of the period of adoption through a cumulative-effect adjustment. The Organization expects to adopt the guidance retrospectively at the beginning of the period of adoption, July 1, 2022, through a cumulative-effect adjustment, and will not apply the new standard to comparative periods presented.

The new standard provides a number of practical expedients. Upon adoption, the Organization expects to elect the transition package of practical expedients permitted within the new standard, which among other things, allows the carryforward of the historical lease classification.

The Organization is currently evaluating the impact of its pending adoption of the new standard on its consolidated financial statements. The Organization currently expects the adoption of this standard to result in a material increase to the assets and liabilities on the consolidated statements of financial position, but it does not expect a material impact on the consolidated statements of activities or consolidated statements of cash flows. As a lessee, the Organization had \$7.5 million in total future minimum lease payments for operating leases as of June 30, 2022. Management is developing the methodologies and processes to estimate and account for the right-of-use assets and lease liabilities based on the present value of future lease payments and continues to validate the completeness of the lease population used in the calculations. The adoption of this guidance is not expected to result in a material change to lessee expense recognition. Management will continue to evaluate the impact of this guidance on its consolidated financial statements.

**Subsequent events:** Pathfinder has evaluated subsequent events through January 26, 2023, the date on which the consolidated financial statements were available to be issued.

#### Note 3. Liquidity and Availability

Pathfinder regularly monitors liquidity to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. Pathfinder has various sources of liquidity at its disposal, including cash and cash equivalents, marketable equity and fixed income securities, and a line of credit.

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 3. Liquidity and Availability (Continued)

For purposes of analyzing resources available to meet general expenditures over a 12-month period, Pathfinder considers all expenditures related to its ongoing activities of its programs as well as the conduct of services undertaken to support those activities to be general expenditures.

In addition to the financial assets available to meet general expenditures over the next 12 months, Pathfinder seeks to operate with a relatively balanced budget with the longer term goal of generating surpluses from increased contributed support.

The following tables show the total financial assets held by Pathfinder and the amounts of those financial assets available within one year of the statements of financial position date to meet general expenditures:

	2022	2021
Financial assets at year-end:		
Cash and cash equivalents—domestic	\$ 3,193,826	\$ 10,466,164
Cash and cash equivalents—international	4,584,852	4,809,307
Restricted cash	7,727,684	11,437,288
Contributions receivable, net	1,570,860	11,242,681
Grants receivable, net	16,130,616	12,125,253
Other receivables, advances and deposits	12,463,907	12,768,993
Investments	32,329,282	35,844,320
Beneficial interest in trust	768,055	833,406
Total financial assets at year-end	<u>\$ 78,769,082</u>	<u>\$ 99,527,412</u>
Less amounts unavailable for general expenditure within one year:		
Restricted cash held for agency transactions and donors	(7,727,684)	(11,437,288)
Board-imposed restrictions:		
Board-designated endowment	(11,051,001)	(14,418,497)
Contractual or donor-imposed restrictions:		
Donor restricted endowment	(15,003,136)	(8,323,239)
Plus budgeted endowment spending rate appropriations	260,925	240,164
Encumbered investments	-	(1,884,775)
Restricted for specific purpose or time	(6,060,874)	(15,239,955)
Plus expected beneficial interest distributions	50,000	50,000
Plus expected allowable grant expenditures	3,721,959	3,163,868
Plus expected contribution receivable collections	276,042	10,012,600
Total financial assets available to meet general expenditures over the next 12 months.	<u>\$ 43,235,313</u>	<u>\$ 61,690,290</u>

In addition to the financial assets available to meet general expenditures noted above, Pathfinder has \$11,051,001 and \$14,418,497 of Board designated funds as of June 30, 2022 and 2021, respectively, which could be used to meet general expenditures with Board approval and access to a \$2 million line of credit (see Note 10).

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 4. Contributions Receivable

Contributions receivable are as follows at June 30:

	2022	2021
Due in less than one year	\$ 276,042	\$ 10,012,600
Due in one to five years	1,398,300	1,320,900
	<u>1,674,342</u>	<u>11,333,500</u>
Less:		
Allowance for uncollectible accounts	(83,742)	(71,950)
Discount on contributions receivable (rates ranging from .03% to 1.45%)	(19,740)	(18,869)
Total contributions receivable	<u>\$ 1,570,860</u>	<u>\$ 11,242,681</u>

As of June 30, 2022, one donor makes up approximately 66% of gross contributions receivable. As of June 30, 2021, two donors make up approximately 83% of gross contributions receivable.

#### Note 5. Other Receivables, Advances and Deposits

Other receivables, advances and deposits are as follows at June 30:

	2022	2021
Subcontractor advances	\$ 7,319,244	\$ 5,943,717
Deposits	419,195	409,284
VAT receivable and other	3,905,481	6,011,569
	<u>11,643,920</u>	<u>12,364,570</u>
Travel advances to employees	819,987	404,423
	<u>819,987</u>	<u>404,423</u>
Total other receivables, advances and deposits	<u>\$ 12,463,907</u>	<u>\$ 12,768,993</u>

#### Note 6. Investments and Fair Value of Financial Instruments

Investments are as follows at June 30:

	2022	2021
Mutual funds:		
Domestic equity securities	\$ 13,228,139	\$ 11,390,121
Foreign equity securities	4,004,717	3,646,591
Domestic bonds	14,908,309	20,585,496
Total mutual funds	<u>32,141,165</u>	<u>35,622,208</u>
Spit-interest agreements (charitable gift annuities):		
Domestic mutual funds	188,117	222,112
Total investments	<u>\$ 32,329,282</u>	<u>\$ 35,844,320</u>

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

#### Note 6. Investments and Fair Value of Financial Instruments (Continued)

All investments are publicly traded and considered Level 1 in terms of the method of determining fair value.

Investments and activity within such funds based on the various purposes are as follows as of and for the years ended June 30, 2022 and 2021:

	Donor Restricted		Board Designated		Total
	Endowment Funds	Other Investments	Endowment Funds	Charitable Gift Annuities	
Investments as of June 30, 2020	\$ 5,985,022	\$ 16,999,537	\$ 13,031,335	\$ 190,524	\$ 36,206,418
Contributions and additions	915,285	6,828,471	-	-	7,743,756
Amounts appropriated for expenditures	(194,404)	(425,693)	-	-	(620,097)
Transfers to operating checking for costs incurred on initiatives	-	(11,747,736)	(637,863)	-	(12,385,599)
Annuity payments	-	-	-	(16,608)	(16,608)
Investment return, net	1,617,336	1,225,893	2,025,025	48,196	4,916,450
Investments as of June 30, 2021	8,323,239	12,880,472	14,418,497	222,112	35,844,320
Contributions and additions	10,000,000	-	-	-	10,000,000
Amounts appropriated for expenditures	(240,164)	(415,333)	-	-	(655,497)
Transfers to operating checking for costs incurred on initiatives	-	(4,880,258)	(1,171,070)	12,705	(6,038,623)
Annuity payments	-	-	-	(19,999)	(19,999)
Investment loss, net	(3,079,939)	(1,497,853)	(2,196,426)	(26,701)	(6,800,919)
Investments as of June 30, 2022	\$ 15,003,136	\$ 6,087,028	\$ 11,051,001	\$ 188,117	\$ 32,329,282

Included in other investments are long-term reserve funds in the amount of \$0 and \$1,884,775 as of June 30, 2022 and 2021, respectively, and relate to funds advanced by grantors to be used for specific purposes at a later date. The amounts are invested based on Pathfinder's investment policy statement.

#### Note 7. Property and Equipment

Property and equipment were comprised of the following at June 30:

	2022	2021
Equipment and furnishings	\$ 690,772	\$ 690,771
Leasehold improvements	236,556	222,773
Automotive equipment	76,126	-
Computer software	762,398	762,398
	1,765,852	1,675,942
Less accumulated depreciation and amortization	(1,655,799)	(1,611,741)
Total property and equipment	\$ 110,053	\$ 64,201

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 8. Grants and Contracts Advances

On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was signed into law and is meant to address the economic fallout from the COVID-19 pandemic. In connection with the CARES Act, the Organization received a Small Business Administration (SBA) Paycheck Protection Plan (PPP) loan for \$2,746,252 on April 15, 2020. The loan is unsecured, bears interest at 1.00%, and matured on April 15, 2022.

Pathfinder elected to account for the PPP loan as a conditional contribution under ASC Subtopic 958-605. In June 2021, Pathfinder received notification of loan forgiveness from the SBA in the amount of \$2,746,252 plus any accrued interest. The SBA has the ability to review the original PPP Loan application and forgiveness application for six years to assess compliance with the CARES Act. Management believes the revenue recognition criteria under ASC Subtopic 958-605 have been met as of June 30, 2021. As such, this PPP loan has been recognized as grants and contracts revenue in the consolidated statement of activities as of June 30, 2021.

#### Note 9. Agency Transactions

At times Pathfinder acts as a fiduciary for other institutions. During the years ended June 30, 2022 and 2021, Pathfinder held \$4,588,070 and \$3,966,556, respectively, of agency assets and liabilities.

#### Note 10. Line of Credit

Pathfinder has a revolving line of credit agreement (the line) with a bank that has a maximum borrowing amount of \$2,000,000. The line expires February 28, 2023. The line, which is unsecured, contains certain financial covenants with which Pathfinder needs to comply. Interest on the line is calculated at the bank's prime rate. There were no borrowings against the line during fiscal years 2022 and 2021.

#### Note 11. Net Assets and Endowment Matters

Net assets without donor restrictions consisted of the following as of June 30:

	2022	2021
Net investment in property and equipment	\$ 110,053	\$ 64,201
Board-designated endowment funds:		
Operating reserve	7,259,688	8,901,432
Transition reserve	3,215,159	3,835,556
Pathfinding fund	576,154	1,681,509
Other operating funds	8,212,242	10,582,227
	<u>\$ 19,373,296</u>	<u>\$ 25,064,925</u>

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 11. Net Assets and Endowment Matters (Continued)

Net assets with donor restrictions are available for the following purposes at June 30:

	2022	2021
Contributions receivable—net of allowance and discount		
Purpose	\$ 1,100,000	\$ 11,084,278
Time	470,860	158,403
	<u>1,570,860</u>	<u>11,242,681</u>
Unconditional grants subject to expenditure for specific purpose	<u>3,721,959</u>	<u>3,163,868</u>
Beneficial interest in trust	<u>768,055</u>	<u>833,406</u>
Subject to the Organization's spending policy and appropriation:		
Endowment		
General endowment (including original corpus of \$6,387,029 as of June 30, 2022 and 2021) to support operations:	6,703,545	8,323,239
Health endowment (including original corpus of \$10,000,000 and \$0 as of June 30, 2022 and 2021) to support health education:	<u>8,299,591</u>	-
Total endowment	<u>15,003,136</u>	<u>8,323,239</u>
Total net assets with donor restrictions	<u>\$ 21,064,010</u>	<u>\$ 23,563,194</u>

During the years ended June 30, 2022 and 2021, releases from restriction totaled \$2,624,066 and \$545,106, respectively. Of the \$2,624,066 of releases during the year ended June 30, 2022, \$2,561,403 were released due to purpose restrictions being satisfied while \$62,663 were released due to time restrictions being satisfied. The \$545,106 released during the year ended June 30, 2021, related to various time restrictions being satisfied.

**Endowment:** Pathfinder's endowment consists of one main fund established for overall mission purposes. Pathfinder's policies are designed to follow relevant state law relative to the handling of endowment funds that were sourced with funds with donor restrictions. Pathfinder follows like policies for funds without donor restrictions as a matter of convention. Details for the endowment investment balances and other board-designated funds are included in Note 6. In the event of a deficiency within a fund sourced with donor restricted funds, such amounts are accounted for within that category. Pathfinder's policy is not to draw from funds that are in deficiency status relative to its normal spending policy.

**Interpretation of relevant law:** Pathfinder tracks net assets with donor restrictions as follows: (a) the original value of gifts donated to the endowment, (b) the original value of subsequent gifts to the endowment, and (c) accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. Any excess of over these amounts represents the cumulative return in excess of (or less than) the cumulative amounts appropriated for spending with such amounts being indicated as accumulated unspent gains (losses).

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 11. Net Assets and Endowment Matters (Continued)

Pathfinder follows Uniform Prudent Management of Institutional Funds Act (UPMIFA) as promulgated in the Commonwealth of Massachusetts that allows the Board of Directors to appropriate a percentage of the endowment that is prudent considering Pathfinder's long- and short-term needs, present and anticipated financial requirements, and expected total return on investments, price level trends, and general economic conditions. Pathfinder's endowment spending policy is equal to 3.5% of such amounts and is computed applying the three-year rolling average market value as determined as of the calendar year ending preceding the start of the fiscal year of both endowment and other funds.

Following the annual budget approval by the Board of Directors or July 1 being the start of the fiscal year, whichever comes later, management will withdraw the amount equivalent to the 3.5% (approved in the budget), from the investment funds and transfer it to the operating cash account. This amount is drawn on a proportional basis from the Endowment Fund and Unrestricted Long Term Fund and Operating Reserve – if enough funds are available to maintain the corpus of the Endowment, otherwise it will come from the Unrestricted Long Term Fund and Operating Reserves.

**Funds with deficiencies:** Donor endowment funds with deficiencies were reported in net assets with donor restrictions at June 30 as follows:

	2022	2021
Fair value of underwater endowment funds	\$ 8,299,591	\$ -
Original endowment gift amount	10,000,000	-
Underwater endowment	<u>\$ (1,700,409)</u>	<u>\$ -</u>

No amounts were spent from underwater funds during the fiscal years ended June 30, 2022 and 2021.

**Return objectives and risk parameters:** Pathfinder has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment.

**Strategies employed for achieving objectives:** To satisfy its long-term rate of return objectives, Pathfinder relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). Pathfinder targets an asset allocation strategy wherein assets are diversified among several asset classes. The pursuit of maximizing total return is tempered by the need to minimize the volatility of returns and preserve capital. As such, Pathfinder seeks broad diversification among assets having different characteristics with the intent to endure lower relative performance in strong markets in exchange for greater downside protection in weak markets.

#### Note 12. Concentrations, Commitments and Contingencies

**Grants and contracts:** Pathfinder routinely enters into grant agreements and contracts with governmental agencies that provide for reimbursement of the eligible direct and indirect costs of providing certain program services. The grants and contracts are subject to audit or review and retroactive adjustments based on the final determination of eligible reimbursable expenditures by the grantor. The effect of such adjustments, if any, on the Organization's consolidated financial statements cannot be determined at this time, and no provision has been made for any such adjustment in the accompanying consolidated financial statements.



## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

#### Note 12. Concentrations, Commitments and Contingencies (Continued)

**Assets in foreign currencies:** Pathfinder maintains cash balances with banks in Asia and Africa. Pathfinder had the U.S. Dollar equivalent of \$3,113,056 and \$2,896,543 at June 30, 2022 and 2021, respectively, in foreign currencies deposited in foreign banks. These cash balances are exposed to currency risks/variation relative to the U.S. Dollar. Pathfinder does not hedge its currency exposures.

**Leases:** Pathfinder rents office space under operating leases in various locations expiring through 2032. Leases generally provide for increased rent for operating costs associated with the premises passing through increases in costs for taxes and other expenses.

Rent expense was \$1,245,264 and \$1,189,935 in 2022 and 2021, respectively.

Future minimum lease payments under these arrangements are as follows at June 30, 2022:

2023	\$ 1,575,356
2024	1,006,876
2025	721,733
2026	739,776
2027	758,270
Thereafter	2,736,209
	<u>\$ 7,538,220</u>

**Legal:** Pathfinder is involved in various legal proceedings arising in the normal course of business. Management believes that the resolution of these matters will not have a material effect on the consolidated financial statements.

#### Note 13. Program Services

The following is a summary of program services and funding by source for the years ended June 30, 2022 and 2021:

	2022					Total
	Non-Government	U.S. Government	Foreign Government Multilateral	Other Program Services	Public Information	
Program grants	\$ 2,473,369	\$ 3,142,453	\$ 833,011	\$ -	\$ -	\$ 6,448,833
Subcontracted technical services	3,710,668	14,948,469	-	-	-	18,659,137
Program management and technical assistance	25,417,990	39,868,538	9,599,372	-	-	74,885,900
Other program services	-	-	-	7,630,194	1,338,728	8,968,922
	<u>\$ 31,602,027</u>	<u>\$ 57,959,460</u>	<u>\$ 10,432,383</u>	<u>\$ 7,630,194</u>	<u>\$ 1,338,728</u>	<u>\$ 108,962,792</u>

## Pathfinder International and Subsidiaries

### Notes to Consolidated Financial Statements

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#### Note 13. Program Services (Continued)

	2021					Total
	Non-Government	U.S. Government	Foreign Government Multilateral	Other Program Services	Public Information	
Program grants	\$ 2,727,712	\$ 6,512,476	\$ 323,413	\$ 67,358	\$ -	\$ 9,630,959
Subcontracted technical services	1,515,586	15,586,325	-	-	-	17,101,911
Program management and technical assistance	25,693,100	42,336,059	7,585,207	-	-	75,614,366
Other program services	-	-	-	6,425,346	1,087,790	7,513,136
	<u>\$ 29,936,398</u>	<u>\$ 64,434,860</u>	<u>\$ 7,908,620</u>	<u>\$ 6,492,704</u>	<u>\$ 1,087,790</u>	<u>\$ 109,860,372</u>

#### Note 14. Retirement Plans

Pathfinder offers retirement benefits to its employees based on eligibility or availability in a select number of countries.

Pathfinder maintains defined contribution retirement plans covering substantially all U.S. employees and Third Country Nationals. Employee contributions are not required in order to participate in the plans. Pathfinder's contributions to the plans are a predetermined percentage of the participants' gross compensation. Costs under these plans were \$1,964,715 and \$1,568,612 for 2022 and 2021, respectively.

Local national retirement plans are available in a select number of countries. Costs under these plans were \$925,082 and \$1,009,665 for 2022 and 2021, respectively.

Pathfinder also has a non-qualified benefit plan organized under IRC Section 457 for select employees which provides additional amounts for retirement to this group. Contributions made to the plan were \$22,098 and \$28,866 for the years ended June 30, 2022 and 2021, respectively. Funds remain corporate assets and liabilities until paid.

#### Note 15. Related Parties

During the years ended June 30, 2022 and 2021, the Board of Directors provided the Organization with approximately \$164,000 and \$420,000, respectively, in contributions.

#### Note 16. Conditional Grants and Contracts

Pathfinder has conditional grants and contracts of approximately \$44,630,000 and \$62,501,000 as of June 30, 2022 and 2021, respectively. Future revenue recognition is contingent upon Pathfinder carrying out certain activities (meeting grant-imposed barriers) stipulated by the grant or contract.

Pathfinder provides conditional grants and contracts to various sub awardees. Future recognition of expense is dependent upon the sub awardee carrying out certain activities (meeting grant-imposed barriers) stipulated by the grant or contract. Total conditional grants and contracts to sub awardees approximated \$24,450,000 and \$37,380,000 as of June 30, 2022 and 2021, respectively.