

Financial Statements
For the Years Ended December 31, 2021 and 2020

Table of Contents

	Page
Independent Auditor's Report	1 - 2
Financial Statements: Statements of Financial Position	3
Statement of Activities and Changes in Net Assets - For the Year Ended December 31, 2021	4
Statement of Activities and Changes in Net Assets - For the Year Ended December 31, 2020	5
Statement of Functional Expenses - For the Year Ended December 31, 2021	6
Statement of Functional Expenses - For the Year Ended December 31, 2020	7
Statements of Cash Flows	8
Notes to Financial Statements	9 - 14



Independent Auditor's Report

To the Board of Directors Big Life Foundation USA Ridgefield, Washington

Opinion

We have audited the financial statements of Big Life Foundation USA, which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Big Life Foundation USA as of December 31, 2021 and 2020, and the results of its operations and its 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 Big Life Foundation USA 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 Big Life Foundation USA's ability to continue as a going concern for one year after the date that the financial statements are available to be issued.





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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 Big Life Foundation USA'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 Big Life Foundation USA'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.

Clark Nuber P.S.

Certified Public Accountants April 12, 2022

Statements of Financial Position December 31, 2021 and 2020

	2021	2020
Assets		
Cash and cash equivalents Accounts receivable and other assets Pledges receivable	\$ 2,525,284 256,439 3,851	\$ 889,796 103,875 4,268
Total Assets	\$ 2,785,574	\$ 997,939
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 13,581	\$ 7,614
Total Liabilities	13,581	7,614
Net Assets: Without donor restrictions-	050 525	404.022
Undesignated Board designated	969,525 1,759,171	194,922 759,171
Total without donor restrictions	2,728,696	954,093
With donor restrictions	 43,297	36,232
Total Net Assets	 2,771,993	990,325
Total Liabilities and Net Assets	\$ 2,785,574	\$ 997,939

BIG LIFE FOUNDATION USA

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and Support: Contributions Donated art and other in-kind contributions Release of restricted contributions	\$ 4,419,322 116,905 1,633,030	\$ 1,640,095 (1,633,030)	\$ 6,059,417 116,905
Total revenues and support	6,169,257	7,065	6,176,322
Sales revenue Less cost of goods sold	43,680 (36,380)		43,680 (36,380)
Sales revenue, net of cost of goods sold	7,300		7,300
Other	4,328		4,328
Total Revenues and Support	6,180,885	7,065	6,187,950
Expenses: Program Management and general Fundraising	3,754,961 236,259 415,062		3,754,961 236,259 415,062
Total Expenses	4,406,282		4,406,282
Change in Net Assets	1,774,603	7,065	1,781,668
Net assets, beginning of year	954,093	36,232	990,325
Net Assets, End of Year	\$ 2,728,696	\$ 43,297	\$ 2,771,993

BIG LIFE FOUNDATION USA

Statement of Activities and Changes in Net Assets For the Year Ended December 31, 2020

	Without Donor Restrictions	With Donor Restrictions	Total_
Revenues and Support:			
Contributions	\$ 2,529,808	\$ 1,259,005	\$ 3,788,813
Donated art and other in-kind contributions	132,797	(1 252 740)	132,797
Release of restricted contributions	1,353,740	(1,353,740)	
Total revenues and support	4,016,345	(94,735)	3,921,610
Sales revenue	83,749		83,749
Less cost of goods sold	(92,989)		(92,989)
Sales revenue, net of cost of goods sold	(9,240)		(9,240)
Paycheck Protection Program grant	66,649		66,649
Other revenue	8,052		8,052
Total Revenues and Support	4,081,806	(94,735)	3,987,071
Expenses:			
Program	4,026,848		4,026,848
Management and general	232,409		232,409
Fundraising	305,050		305,050
Total Expenses	4,564,307		4,564,307
Change in Net Assets	(482,501)	(94,735)	(577,236)
Net assets, beginning of year	1,436,594	130,967	1,567,561
Net Assets, End of Year	\$ 954,093	\$ 36,232	\$ 990,325

BIG LIFE FOUNDATION USA

Statement of Functional Expenses For the Year Ended December 31, 2021

	Program	Management and General	Fundraising	Total
Salaries and wages	\$ 107,127	\$ 103,186	\$ 194,459	\$ 404,772
Payroll taxes	10,893	10,848	10,893	32,634
Medical and dental benefits	12,640	13,644	12,640	38,924
Pension plan contributions	 3,927	 3,927	 3,927	 11,781
Total Salaries, Taxes and Benefits	134,587	131,605	221,919	488,111
Grants	3,585,526			3,585,526
Office expenses	9,535	28,881	15,516	53,932
Accounting	•	41,361		41,361
Video/photo services	22,872		14,409	37,281
Gift processing		500	19,073	19,573
Information technology	656	12,739	3,974	17,369
Advertising and promotion	1,785	1,098	31,432	34,315
Legal		8,550		8,550
Graphic			7,730	7,730
Webmaster		7,053		7,053
Travel		1,272	35	1,307
Insurance		2,701		2,701
Conferences, conventions, and meetings		499	 69	568
Total Expenses Before Donated				
Web-Based Advertising	3,754,961	236,259	314,157	3,817,266
Donated web-based advertising			100,905	100,905
Total Expenses	\$ 3,754,961	\$ 236,259	\$ 415,062	\$ 4,406,282

BIG LIFE FOUNDATION USA

Statement of Functional Expenses For the Year Ended December 31, 2020

	Program	lanagement and General	Fundraising	Total
Salaries and wages	\$ 98,522	\$ 108,059	\$ 147,665	\$ 354,246
Payroll taxes	9,443	9,435	9,443	28,321
Medical and dental benefits	10,728	10,664	10,663	32,055
Pension plan contributions	 3,499	 3,499	 3,498	 10,496
Total Salaries, Taxes and Benefits	122,192	131,657	171,269	425,118
Grants	3,883,457			3,883,457
Advertising and promotion	6,024	28,557	13,927	48,508
Office expenses		36,371		36,371
Accounting	12,382		8,269	20,651
Gift processing			18,620	18,620
Travel	816	8,501	3,507	12,824
Information technology	1,977	68	10,379	12,424
Legal		11,053		11,053
Video/photo services			7,580	7,580
Webmaster		6,025		6,025
Graphic		3,957		3,957
Insurance		3,240		3,240
Management		2,599		2,599
Depreciation	 	 381	 	 381
Total Expenses Before Donated				
Web-Based Advertising	4,026,848	232,409	233,551	4,492,808
Donated web-based advertising		 	 71,499	 71,499
Total Expenses	\$ 4,026,848	\$ 232,409	\$ 305,050	\$ 4,564,307

Statements of Cash Flows For the Years Ended December 31, 2021 and 2020

	2021	2020
Cash Flows From Operating Activities:		
Change in net assets	\$ 1,781,668	\$ (577,236)
Adjustments to reconcile change in net assets to		
net cash provided by (used in) in operating activities- Depreciation		381
Change in operating assets and liabilities:		301
Accounts receivable and other assets	(152,564)	(62,289)
Pledges receivable	417	3,026
Accounts payable and accrued expenses	5,967	 262
Net Cash Provided (Used) in Operating Activities	 1,635,488	 (635,856)
Net Change in Cash and Cash Equivalents	1,635,488	(635,856)
Cash and cash equivalents, beginning of year	889,796	 1,525,652
Cash and Cash Equivalents, End of Year	\$ 2,525,284	\$ 889,796
Supplementary Cash Flow Information:		
Noncash donations of art and other in-kind contributions	\$ 116,905	\$ 132,797

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 1 - Organization

Organization - Using innovative conservation strategies and collaborating closely with local communities, partner NGOs, national parks and government agencies, Big Life Foundation USA (the Foundation) seeks to protect and sustain East Africa's wild lands and wildlife, including one of the greatest populations of elephants left in East Africa. The first organization in East Africa that has coordinated anti-poaching teams operating on both sides of the Kenya-Tanzania border, the Foundation recognizes that sustainable conservation can only be achieved through a community-based collaborative approach, which is at the heart of the Foundation's philosophy: conservation supports the people and people support conservation. The Foundation's vision is to establish a successful holistic conservation model in the Amboseli-Tsavo-Kilimanjaro ecosystem that can be replicated across the African continent.

The Foundation collaborates with partners operating in Africa, North America, and Europe. Big Life Kenya is a separate legal entity registered in Kenya. Big Life Canada is a separate nonprofit organization registered in Canada. Big Life United Kingdom is a separate nonprofit organization registered in the United Kingdom. Although certain of the Foundation's directors are members of the boards of Big Life Kenya, Big Life Canada and Big Life United Kingdom, the Foundation does not control these entities through this board participation. Therefore, these entities are not consolidated with the operations of the Foundation for financial reporting purposes.

Note 2 - Significant Accounting Policies

Basis of Presentation - The Foundation's financial statements have been prepared on the accrual basis of accounting. The Foundation has presented an unclassified statement of financial position which sequences assets according to their nearness of conversion to cash and sequences liabilities according to the nearness of their maturity and resulting use of cash.

Net assets, revenues, gains, and losses of the Foundation are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets that are not subject to donor-imposed restrictions.

<u>Net Assets With Donor Restrictions</u> - Net assets whose use is limited by donor-imposed restrictions that will be met either by actions of the Foundation or passage of time.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Contributions - Contributions are recognized in the period received, including unconditional promises to give. Unconditional promises to give that are expected to be collected within one year are recorded at their net realizable value. Conditional promises to give are recognized as revenue when the conditions on which they depend are substantially met. There were no conditional contributions at December 31, 2021 or 2020.

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 2 - Continued

Sales Revenue - Donated art and sales revenue consist of open and limited-edition artist prints that are contributed to the Foundation for sale to the public. The prints are donated by the artist at point of sale and are reflected as in-kind contribution revenue. Sales revenue and cost of goods sold expense are recognized on the statements of activities and changes in net assets at the time the purchases are made. During the years ended December 31, 2021 and 2020, 100% of the sales proceeds related to open edition prints and 80% of sales proceeds related to limited edition prints were retained by the Foundation. The Foundation also sells books published by the same artist with approximately 75% - 80% of the proceeds retained by the Foundation. Book sales were immaterial during the years ended December 31, 2021 and 2020. The Foundation also has an e-store that sells merchandise such as apparel, mugs and stickers. Revenue is recognized at the point of sale. E-store sales were immaterial during the years ended December 31, 2021 and 2020.

Paycheck Protection Program Grant - In March 2020, the World Health Organization categorized the coronavirus (COVID-19) as a global pandemic. In response to COVID-19, the U.S. Congress passed the Coronavirus Aid, Relief, and Economic Securities Act (CARES Act). Included in the CARES Act was the Paycheck Protection Program (PPP) to provide loans to qualifying small businesses and not-for-profit organizations to cover certain eligible expenses. On April 13, 2020, the Foundation obtained a loan under the PPP with a principal balance of approximately \$66,500 and an annual interest rate of 1%. In October 2020, the Foundation applied for and received loan forgiveness from the Small Business Administration (SBA) for the full principal of \$66,649 and \$365 in interest. The transaction is reported as grant revenue on the statement of activities and changes in net assets for the year ended December 31, 2020.

Cash and Cash Equivalents - For the purposes of reporting cash flows, cash and cash equivalents consist of checking and savings accounts held with financial institutions. The Foundation had cash in institutions in excess of the Federal Deposit Insurance Corporation limits during the years ended December 31, 2021 and 2020. The Foundation has not experienced any losses in these accounts.

Accounts Receivable and Other Assets - Accounts receivable consist primarily of funds held with third party payment processors for contributions received through the Foundation's website prior to year end but not yet deposited to the Foundation's bank accounts until after year end. An allowance for doubtful accounts is not deemed necessary by management at December 31, 2021 and 2020. Other assets consisted primarily of prepaid expenses.

Pledges Receivable - Pledges receivable, also known as unconditional promises to give, that are expected to be collected within one year are recorded at their net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows.

Property and Equipment - Property and equipment are recorded at cost or, if donated, at fair value as of the date of the gift. The Foundation capitalizes property and equipment with costs greater than \$2,500. Property and equipment consisted of laptop computers with historical costs totaling \$2,741 at December 31, 2021 and 2020. Depreciation is recognized using the straight-line method based on estimated useful lives of three years for computers to five years for office equipment. As of December 31, 2021, the assets were fully depreciated. Accumulated depreciation totaled \$2,741 at both December 31, 2021 and 2020.

Donated Art and Other In-Kind Contributions - Donated art and other in-kind contributions consist primarily of open and limited-edition artwork donated to the Foundation. The Foundation also received donated web-based advertising.

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 2 - Continued

Donated art and other in-kind contributions consisted of the following for the years ended December 31:

	 2021	 2020
Open and limited edition artwork	\$ 16,000	\$ 60,500
Web-based advertising	100,905	71,499
Other		 798
Total Donated Art and Other In-Kind	\$ 116,905	\$ 132,797

Donated prints and other goods intended for sale are monetized by the Foundation. Donated web-based advertising is utilized by the Foundation through informing the public and potential donors about the mission and activities of the Foundation. Such donations are generally received without donor restrictions.

Donated prints are recognized at fair value, which is the list price of the print at the point of sale. Other goods received are recognized at fair value based general market prices. The fair value of donated web-based advertising is based on the stated general market price of the advertising provided by the donor.

The fair value of donated prints is reflected as cost of goods sold on the statements of activities and changes in net assets. The donated web-based advertising expense is classified as fundraising on the statements of functional expenses.

Concentration, Gifts From Board Members and Related Party Transactions - Approximately 23% of the Foundation's revenue was received from two donors through charitable funds during each of the years ended December 31, 2021 and 2020.

Gifts received from board members, including the fair value of donated art, totaled \$107,590 and \$92,355, respectively, the years ended December 31, 2021 and 2020.

Pledges receivable from two individuals accounted for 100% of total pledges receivable at both December 31, 2021, and December 31, 2020, respectively.

Approximately 100% of the Foundation's total grant expense consisted of grants made to related parties (Note 1). Grants awarded to Big Life Kenya totaled \$3,524,551 and \$3,812,253 for the years ended December 31, 2021 and 2020, respectively. Grants awarded to Big Life UK totaled \$60,000 and \$70,184 for the years ended December 31, 2021 and 2020, respectively.

Federal Income Tax - The Internal Revenue Service has determined the Foundation to be a not-for-profit organization exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal income tax has been made in these financial statements.

Financial Agency Agreement - The Foundation acts in a limited role as a financial agent for Big Life Kenya (Note 1) under a Financial Agency Agreement for Custodial Services for Financial Assets (the Agreement) between the Foundation and Big Life Limited Kenya (Big Life Kenya) dated April 10, 2020. The Agreement was entered into solely due to the current unprecedented situation of COVID-19 and the resulting uncertainty it has created. The Agreement is a precaution and preventative measure should the COVID-19 pandemic lead to unrest and instability in the Kenyan banking system. The initial term of the Agreement is for two years and expires on April 30, 2022, unless terminated earlier by Big Life Kenya. Big Life Kenya has the option to extend the Agreement, pending the Foundation's willingness, if necessary due to COVID-19 or related circumstances stemming from the COVID-19 pandemic.

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 2 - Continued

Under the terms of the Agreement, Big Life Kenya makes all management decisions regarding the funds and retains all authority regarding use and disbursement of the assets. The Financial Agent (the Foundation) has no authority regarding the use and disbursement of the assets and may act only on instructions received from Big Life Kenya.

The two custodial bank accounts are held in cash in United States dollars and total approximately \$3,681,690 and \$4,377,500 as of December 31, 2021 and 2020, respectively. The Foundation is paid \$1,000 per year for its services under the Agreement, which is included in other revenue on the statement of activities and changes in net assets for the years ended December 31, 2021 and 2020.

Functional Allocation of Expenses - The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and changes in net assets and the statements of functional expenses based on the benefits derived by program, management and general, and fundraising activities.

The financial statements report certain categories of expenses that are attributable to one or more program or supporting services of the Foundation. Those expenses include employee salaries, the allocations for which are provided monthly based on estimates of how each employee's time was spent that month. All other expenses are directly allocated.

Use of Estimates - The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Financial Statement Reclassifications - Certain reclassifications have been made to the prior year financial statements to conform to the current year presentation. Such reclassifications have no effect on the change in net assets or net asset balances as previously reported.

Subsequent Events - The Foundation has evaluated subsequent events through April 12, 2022, the date on which the financial statements were available to be issued.

Note 3 - Pledges Receivable

Pledges receivable consisted of two pledges at both December 31, 2021 and 2020, respectively, and totaled \$3,851 and \$4,268, respectively. Pledges are expected to be paid within one year. A present value discount was deemed immaterial at December 31, 2021 and 2020. Management considers the pledges fully collectible; therefore, an allowance for doubtful accounts was not deemed necessary for the years ended December 31, 2021 and 2020.

Note 4 - Board Designated Net Assets Without Donor Restrictions

At both December 31, 2021 and 2020, the board had designated net assets without donor restrictions totaling \$1,759,171 and \$759,171, respectively, as a reserve for future operating expenses of the Foundation.

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 5 - Net Assets With Donor Restrictions

Net assets with donor restrictions were available for the following purposes at December 31:

	 2021	 2020
Purpose restrictions- Segera Conservation Fund Rangers: Kenya Education and outreach	\$ 18,062 15,934 5,450	\$ 21,030 10,934
Time restrictions- Pledges	 3,851	4,268
Total Net Assets With Donor Restrictions	\$ 43,297	\$ 36,232

Net assets with donor restrictions released for purpose fulfillment totaled \$1,632,613 and \$1,350,714 during the years ended December 31, 2021 and 2020, respectively. Net assets with donor restrictions released related to time restrictions totaled \$417 and \$3,026 during the years ended December 31, 2021 and 2020.

Note 6 - Retirement Plan

In December 2016, the Foundation established a Simple IRA Plan (the Plan). The Plan went into effect in 2017. Eligible employees may contribute to the Plan after the completion of 90 days of employment. Employer contributions are permitted by the Plan. Employer contributions totaled \$11,781 and \$10,496 during the years ended December 31, 2021 and 2020, respectively.

Note 7 - Liquidity and Availability of Financial Assets

Liquidity - The Foundation has an operating reserve with balances of \$1,759,171 and \$759,171 at December 31, 2021 and 2020, respectively. This is a governing Board-designated reserve with the objective of setting funds aside to be drawn upon in the event of financial distress or an immediate liquidity need resulting from events outside typical operations of the Foundation. The Foundation's target for this reserve is to maintain a total of one year's operating expenses, which was determined based on management's judgment about the appropriate amount of funds to have set aside in addition to working capital. Its grantmaking is limited to Board discretion based upon the availability of funds. The operating reserve funds are held as cash, which is liquid and available for use.

Notes to Financial Statements
For the Years Ended December 31, 2021 and 2020

Note 7 - Continued

Availability - The following reflects the Foundation's financial assets at December 31, 2021 and 2020, reduced by amounts not available for general use within one year of the statement of financial position date because of donor-imposed restrictions or internal designations. Amounts not available include those set aside by the Board for an operating reserve that could be drawn upon if the Board approves that action. The Foundation is supported in part by restricted contributions. The Foundation must maintain sufficient resources to meet responsibilities to its donors because a donor's restriction requires resources to be used in a particular manner or in a future period.

	 2021	 2020
Cash and cash equivalents Accounts receivable Pledges receivable	\$ 2,525,284 256,439 3,851	\$ 889,796 103,875 4,268
Total financial assets	2,785,574	997,939
Restricted by donor with time or purpose restrictions Board designation set aside for operating reserve	(43,297) (1,759,171)	(36,232) (759,171)
Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	\$ 983,106	\$ 202,536