

**DEFY VENTURES**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2024 AND 2023**



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**DEFY VENTURES**  
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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Defy Ventures  
New York, New York

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the accompanying financial statements of Defy Ventures (the Organization), which comprise the statements of financial position as of December 31, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Defy Ventures as of December 31, 2024 and 2023, and the changes in its net assets 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 Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Defy Ventures 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 Defy Ventures' ability to continue as a going concern for one year after the date the financial statements are available to be issued.

***Auditors' 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 auditors' 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 Defy Ventures' 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 Defy Ventures' ability to continue as a going concern for a reasonable period of time.

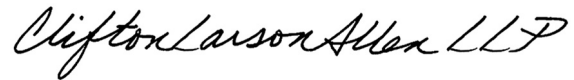
We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

***Other Information Included in the Annual Report***

Management is responsible for the other information included in the annual report. The other information comprises total public support, revenue, and expense breakout of the prior year audited financial statements but does not include the financial statements and our auditors' report thereon. Our opinion on the financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

Board of Directors  
Defy Ventures

In connection with our audit of the financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

A handwritten signature in black ink that reads "CliftonLarsonAllen LLP". The script is fluid and cursive, with the letters connected in a continuous line.

**CliftonLarsonAllen LLP**

Denver, Colorado  
June 9, 2025

**DEFY VENTURES**  
**STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2024 AND 2023**

	<u>2024</u>	<u>2023</u>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 1,822,643	\$ 2,095,506
Pledges Receivable, Net of Current Portion	1,092,611	978,916
Prepaid Expenses and Other Assets	145,728	120,705
Operating Right-of-Use Asset	416,216	-
Total Current Assets	<u>3,477,198</u>	<u>3,195,127</u>
<b>NONCURRENT ASSETS</b>		
Other Assets	56,500	47,000
Pledges Receivable, Net	419,505	74,538
Total Noncurrent Assets	<u>476,005</u>	<u>121,538</u>
Total Assets	<u><u>\$ 3,953,203</u></u>	<u><u>\$ 3,316,665</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 266,976	\$ 254,674
Deferred Revenue	-	90,909
Loans Payable	49,786	48,803
Operating Lease Liability	61,997	-
Total Current Liabilities	<u>378,759</u>	<u>394,386</u>
<b>LONG-TERM LIABILITIES</b>		
Accounts Payable and Accrued Expenses	107,085	84,860
Loans Payable	195,801	245,587
Operating Lease Liability	366,415	-
Total Long-Term Liabilities	<u>669,301</u>	<u>330,447</u>
Total Liabilities	1,048,060	724,833
<b>NET ASSETS</b>		
Without Donor Restrictions	1,056,242	1,171,666
With Donor Restrictions	1,848,901	1,420,166
Total Net Assets	<u>2,905,143</u>	<u>2,591,832</u>
Total Liabilities and Net Assets	<u><u>\$ 3,953,203</u></u>	<u><u>\$ 3,316,665</u></u>

See accompanying Notes to Financial Statements.

**DEFY VENTURES**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2024**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>PUBLIC SUPPORT AND REVENUE</b>			
Foundation Contributions	\$ 625,577	\$ 1,155,385	\$ 1,780,962
Corporate Contributions	241,856	559,157	801,013
Individual Contributions	283,356	740,892	1,024,248
Government Grants	52	792,610	792,662
Contributed Nonfinancial Assets	40,906	15,000	55,906
Contract Services	95,133	-	95,133
Other Revenue	94,536	-	94,536
Net Assets Released from Restrictions	2,834,309	(2,834,309)	-
Total Public Support and Revenue	<u>4,215,725</u>	<u>428,735</u>	<u>4,644,460</u>
<b>EXPENSES AND LOSSES</b>			
Program Services Expenses	3,459,171	-	3,459,171
Supporting Services Expenses:			
Management and General	520,567	-	520,567
Fundraising and Development	351,411	-	351,411
Total Supporting Services Expenses	<u>871,978</u>	<u>-</u>	<u>871,978</u>
Total Expenses	<u>4,331,149</u>	<u>-</u>	<u>4,331,149</u>
<b>CHANGE IN NET ASSETS</b>	(115,424)	428,735	313,311
Net Assets - Beginning of Year	<u>1,171,666</u>	<u>1,420,166</u>	<u>2,591,832</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 1,056,242</u></u>	<u><u>\$ 1,848,901</u></u>	<u><u>\$ 2,905,143</u></u>

See accompanying Notes to Financial Statements.

**DEFY VENTURES**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2023**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>PUBLIC SUPPORT AND REVENUE</b>			
Foundation Contributions	\$ 656,444	\$ 412,336	\$ 1,068,780
Corporate Contributions	393,167	396,654	789,821
Individual Contributions	195,519	256,467	451,986
Government Grants	-	920,708	920,708
Contributed Nonfinancial Assets	44,000	15,000	59,000
Gain on Forgiveness of Debt	50,000	-	50,000
Contract Services	116,139	-	116,139
Other Revenue	165,413	-	165,413
Employee Retention Credit	482,271	-	482,271
Net Assets Released from Restrictions	2,157,530	(2,157,530)	-
Total Public Support and Revenue	<u>4,260,483</u>	<u>(156,365)</u>	<u>4,104,118</u>
<b>EXPENSES AND LOSSES</b>			
Program Services Expense	3,054,480	-	3,054,480
Supporting Services Expense:			
Management and General	559,926	-	559,926
Fundraising and Development	296,878	-	296,878
Total Supporting Services Expenses	<u>856,804</u>	<u>-</u>	<u>856,804</u>
Total Expenses	<u>3,911,284</u>	<u>-</u>	<u>3,911,284</u>
<b>CHANGE IN NET ASSETS</b>	349,199	(156,365)	192,834
Net Assets - Beginning of Year	<u>822,467</u>	<u>1,576,531</u>	<u>2,398,998</u>
<b>NET ASSETS - END OF YEAR</b>	<u><u>\$ 1,171,666</u></u>	<u><u>\$ 1,420,166</u></u>	<u><u>\$ 2,591,832</u></u>

*See accompanying Notes to Financial Statements.*



**DEFY VENTURES**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED DECEMBER 31, 2024**

	Program Services	Supporting Services		Total Expenses
		Management and General	Fundraising	
Salaries	\$ 2,243,342	\$ 319,519	\$ 262,797	\$ 2,825,658
Payroll Taxes and Benefits	443,565	70,901	45,938	560,404
Consultant and Professional Fees	43,381	70,338	3,666	117,385
Postage and Shipping	19,804	574	198	20,576
Printing Expense	2,794	859	48	3,701
Rent Expense	95,040	367	-	95,407
Stipends and Grants	129,610	-	-	129,610
Participant Training	119,227	511	44	119,782
Software Subscriptions	32,914	19,529	11,189	63,632
Travel and Meetings	71,827	2,294	4,526	78,647
Telephone Expense	21,318	2,275	216	23,809
Insurance	50,450	12,555	-	63,005
Bank and Payroll Fees	1,849	5,370	15,600	22,819
Events	66,940	358	4,346	71,644
Office Expenses	19,995	7,985	1,134	29,114
Constituent Development	43,044	1,609	1,709	46,362
Interest Expense	-	5,523	-	5,523
Other Expense	54,071	-	-	54,071
Total Expenses	<u>\$ 3,459,171</u>	<u>\$ 520,567</u>	<u>\$ 351,411</u>	<u>\$ 4,331,149</u>

See accompanying Notes to Financial Statements.

**DEFY VENTURES**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED DECEMBER 31, 2023**

	Program Services	Supporting Services		Total Expenses
		Management and General	Fundraising	
Salaries	\$ 1,966,318	\$ 315,113	\$ 211,549	\$ 2,492,980
Payroll Taxes and Benefits	377,962	50,286	31,347	459,595
Consultant and Professional Fees	34,555	141,567	4,101	180,223
Postage and Shipping	9,826	197	580	10,603
Printing Expense	3,078	725	-	3,803
Rent Expense	79,622	1,486	-	81,108
Stipends and Grants	72,242	511	-	72,753
Participant Training	92,962	273	865	94,100
Software Subscriptions	19,684	14,796	8,897	43,377
Travel and Meetings	69,119	10,154	5,326	84,599
Telephone Expense	8,634	1,700	600	10,934
Insurance	61,441	4	-	61,445
Bank and Payroll Fees	-	2,583	11,455	14,038
Events	72,087	451	17,259	89,797
Office Expenses	40,260	9,480	557	50,297
Constituent Development	61,021	1,794	4,329	67,144
Interest Expense	-	6,487	-	6,487
Bad Debts	23,169	2,319	13	25,501
Other Expense	62,500	-	-	62,500
Total Expenses	<u>\$ 3,054,480</u>	<u>\$ 559,926</u>	<u>\$ 296,878</u>	<u>\$ 3,911,284</u>

*See accompanying Notes to Financial Statements.*

**DEFY VENTURES**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2024 AND 2023**

	<u>2024</u>	<u>2023</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 313,311	\$ 192,834
Adjustments to Reconcile Change in Net Assets to		
Net Cash Provided (Used) by Operating Activities:		
Reduction in the Carrying Amount of ROU Assets- Operating	12,196	50,007
Gain on Forgiveness of Debt	-	(50,000)
Changes in Assets and Liabilities		
Pledges Receivable	(458,662)	(695,201)
Prepaid Expenses and Security Deposits	(34,523)	(61,116)
Accounts Payable and Accrued Expenses	34,527	106,983
Lease Liability	-	(50,007)
Deferred Revenue	(90,909)	(90,909)
Net Cash Used by Operating Activities	<u>(537,371)</u>	<u>(790,243)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayment of Loans Payable	<u>(48,803)</u>	<u>(47,839)</u>
Net Cash Used by Financing Activities	<u>(48,803)</u>	<u>(47,839)</u>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	(272,863)	(645,248)
Cash and Cash Equivalents - Beginning of Year	<u>2,095,506</u>	<u>2,740,754</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u><u>\$ 1,822,643</u></u>	<u><u>\$ 2,095,506</u></u>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Interest Paid	<u><u>\$ 5,523</u></u>	<u><u>\$ 6,487</u></u>

See accompanying Notes to Financial Statements.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 1 NATURE OF ACTIVITIES**

Defy Ventures Inc. (the Organization) is a nonprofit entrepreneurship, leadership, employment, and character development training program for currently and formerly incarcerated men, women, and youth.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Accounting**

The accompanying financial statements have been prepared using the accrual basis of accounting, which is the process of recognizing revenue and expenses when earned or incurred rather than received or paid.

**Cash and Cash Equivalents**

Cash and cash equivalents consist of highly liquid financial instruments with original maturities of three months or less. All of the amounts reported as cash equivalents for the years ended December 31, 2024 and 2023 consist of deposits with financial institutions. At times during the year and at year-end, cash balances exceeded federally insured limits; however, the Organization has not experienced any losses due to the failure of any of these financial institutions.

**Pledges Receivable**

Pledges receivable represent unconditional promises to give that are expected to be collected within one year at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities. Management determines the allowance for uncollectible promises to give based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Pledges receivable are written off when deemed uncollectible. At December 31, 2024 and 2023, management has determined that an allowance is not necessary as it believes all pledges receivable are fully collectible.

**Leases**

The Organization leases office space. The Organization determines if an arrangement is a lease at inception. Operating leases are included in operating lease right-of-use (ROU) assets and operating lease liabilities on the statements of financial position.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Leases (Continued)**

ROU assets represent the Organization's right to use an underlying asset for the lease term and lease liabilities represent the Organization's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at the lease commencement date based on the present value of lease payments over the lease term. As most of the leases do not provide an implicit rate, the Organization uses a risk-free discount rate based on the information available at commencement date in determining the present value of lease payments. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. The lease terms may include options to extend or terminate the lease when it is reasonably certain that the Organization will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. The Organization has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statements of financial position.

The Organization has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and nonlease complement as a single lease component.

The Organization's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

In evaluating contracts to determine if they qualify as a lease, the Organization considers factors such as if the Organization has obtained substantially all of the rights to the underlying asset through exclusivity, if the Organization can direct the use of the asset by making decisions about how and for what purpose the asset will be used and if the lessor has substantive substitution rights. This evaluation may require significant judgement.

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, the Organization has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of lease liabilities.

**Net Assets**

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

*Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Net Assets (Continued)**

*Net Assets With Donor Restrictions* – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. The Organization has no net assets that must be held in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as restricted revenue when received and released from restrictions when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

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.

**Revenue Recognition – Contracts with Customers**

In accordance with Financial Accounting Standards Board (FASB) *Accounting Standards Codification* (ASC) 606, the Organization recognizes revenue at an amount that reflects the consideration to which the Organization expects to be entitled in exchange for transferring goods and services to its customers using the following five-step process:

1. Identify the contract(s) with customer.
2. Identify the performance obligation(s) in the contract.
3. Determine the transaction price.
4. Allocate the transaction price to performance obligations in the contract.
5. Recognize revenue when (or as) the Organization satisfies a performance obligation.

The Organization has the following types of revenue derived from contracts with customers that are shown as contract services revenue in the statements of activities.

- Contracts revenue consists of contracts with third parties to provide various contracted services for a period of time. Revenue is recognized ratably over time during the contract service period as services are provided since there are no distinct performance obligations and the services are considered a bundled group of performance obligations that are delivered through the contract term.
- Sales of books and licenses consist of fees collected from customers upon purchase of specific items. Revenue is recognized point-in-time when the items are purchased.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Revenue Recognition – Contracts with Customers (Continued)**

The timing of revenue recognition, billings, and cash collections results in billed accounts receivable, unbilled receivables (contract assets), and customer advances and deposits presented as deferred revenue (contract liabilities) on the statements of financial position. The Organization sometimes receives advances or deposits from our customers, before revenue is recognized, resulting in contract liabilities. The deposits are liquidated when revenue is recognized.

**Revenue Recognition – Contributions**

In accordance with FASB ASC 958-605, the Organization records unconditional contributions in accordance with the requirements of accounting principles generally accepted in the United States of America for nonprofit entities. The Organization recognizes revenue for contributions (and grants considered to be contributions) based upon the presence or absence of donor-imposed conditions. For those contributions absent of donor-imposed conditions, revenues are recognized at the time the Organization is notified of the contribution and the promise is verified, regardless of the timing of cash receipt. For contributions with donor-imposed conditions – that is, those with a measurable performance or other barrier and a right of return or release – revenues are recognized at the time the conditions are substantially met, regardless of the timing of cash receipt.

Payments received for conditional contributions and grants for which conditions have not been satisfied as of December 31, 2024 and 2023 are recorded as refundable advances in the statements of financial position.

Contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for specific purposes, or are restricted for future periods, are reported as increases in net assets with donor restrictions.

**Contributed Nonfinancial Assets - Donated Services and In-Kind Contributions**

A substantial number of unpaid volunteers and board members have made significant contributions of their time to develop the Organization's programs. The value of this contributed time is not reflected in the accompanying financial statements because the services do not require specialized skills. Contributed nonfinancial assets consist of items and services donated for use by the entity. Donated professional services (which include professional and legal services) are reflected in the statements of activities at their estimated fair value. Contributed goods and services are recorded at fair value at the date of donation.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Functional Allocation of Expenses**

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification detail of expenses by function. Program activities are those that are conducted in accordance with the Organization's nature of operations and certain necessary costs. Management and general activities are those that are not identifiable with a single program or fundraising activity, but that are indispensable to the conduct of those activities and to the Organization's existence. Fundraising activities involve inducing potential donors to contribute money, securities, services, materials, facilities, other assets, or time. Costs that are directly attributable to a specific functional area of the Organization are reported as expenses of those functional areas. Certain other costs that benefit multiple functional areas have been allocated across program and supporting services based on time recorded and classified by employees and management's best estimate of the functions that benefit from the cost.

**Management Estimates**

The presentation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates, and those differences could be material.

**Accounting for Uncertainty of Income Taxes and Tax-Exempt Status**

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and has not been determined to be a private foundation as defined in Section 509(a). The Organization has been classified by the IRS as a nonprofit organization other than a private foundation. However, income from activities not directly related to the Organization's tax-exempt purpose is subject to taxation as unrelated income. There was no income from business unrelated to the Organization's exempt purpose during the years ended December 31, 2024 and 2023. Since it has no income from business unrelated to its exempt purpose, no liability for federal income taxes has been recorded. The Organization believes that it has conducted its operations in accordance with, and has properly maintained, its tax-exempt status, and that it has taken no material uncertain tax positions that qualify for federal recognition or disclosure in the financial statements.



**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 3 PLEDGES RECEIVABLE**

Pledges receivable are due as follows:

<u>Year Ending December 31,</u>	<u>2024</u>	<u>2023</u>
2024	N/A	\$ 978,916
2025	1,092,611	59,500
2026	154,500	19,500
2027	151,000	-
2028	81,000	-
2029	71,000	-
Subtotal	1,550,111	1,057,916
Less: Discount to Present Value at 1%	(37,995)	(4,462)
Total	<u>\$ 1,512,116</u>	<u>\$ 1,053,454</u>

**NOTE 4 LOAN PAYABLE**

On May 20, 2014, The Organization obtained a \$500,000 Program Related Investment loan agreement from the White Horse Foundation. The original loan called for repayment of principal beginning in March 2019 with quarterly payments of \$20,000. In 2019, the White Horse Foundation agreed to forgive \$50,000 and the loan was amended; whereby, the loan balance was reduced to \$450,000 with quarterly principal and interest payments beginning on December 31, 2019. In 2020, the lender agreed to forbear the loan payments due for the first three quarters of 2020, while still accruing the interest due for those three quarters, adding \$6,629 to the balance of the loan, with quarterly principal and interest payments re-commencing on December 31, 2020. Both the original and amended loans bear an annual interest rate of 2%. As of December 31, 2024 and 2023, the loan balance due to the White Horse Foundation was \$245,587 and \$294,390, respectively.

Principal repayment will be as follows:

<u>Year Ending December 31,</u>	<u>Total</u>
2025	\$ 49,786
2026	50,790
2027	51,813
2028	52,857
2029	40,341
Total	<u>\$ 245,587</u>

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2024 AND 2023**

**NOTE 5 BUSINESS PITCH COMPETITION PRIZES PAYABLE**

The Business Pitch Competitions are an opportunity for entrepreneurs-in-training (EIT's) who have completed the Organization's CEO of Your New Life program to receive feedback on the viability of their business ideas and earn seed capital for their future businesses, ranging from \$100 to \$500. As the prison systems prohibit the Organization from making payments to incarcerated individuals, the Organization reflects a payable at the time the award has been promised to the EITs. Based on a review of historical payouts and estimated release dates, the Organization has reflected \$107,085 and \$84,860 of these awards payable as long-term payables as of December 31, 2024 and 2023, respectively.

**NOTE 6 LIQUIDITY AND AVAILABILITY OF FINANCIAL RESOURCES**

The Organization maintains cash on hand to be available for its general expenditures, liabilities, other obligations, and for ongoing operations. As part of its liquidity management, the Organization operates its programs within a board approved budget and relies on grants and contributions to fund its operations and program activities.

The following reflects the Organization's financial assets at December 31, 2024 and 2023 that are available to meet cash needs for general expenditures within one year:

	2024	2023
Cash and Cash Equivalents	\$ 1,822,643	\$ 2,095,506
Pledges Receivable Due Within One Year	1,092,611	978,916
Total Current Financial Assets	2,915,254	3,074,422
Less: Contributions with Purpose Restrictions	(931,285)	(1,041,911)
Total Financial Assets Available to Meet Cash	<u>1,983,969</u>	<u>2,032,511</u>
Needs for General Expenditure Within One Year	<u>\$ 1,983,969</u>	<u>\$ 2,032,511</u>

**NOTE 7 RETIREMENT PLAN**

The Organization administers a retirement plan under section 401(k) of the Internal Revenue Code. This plan offers employees an opportunity to contribute pre-tax dollars up to statutory limits. All employees over the age of 21 are eligible. Eligible employees can receive an employer profit sharing contribution that is discretionary in the amount as determined by the Organization. The Organization did not make any contributions to this plan during the years ended December 31, 2024 and 2023.

**NOTE 8 SUBSEQUENT EVENTS**

Management has evaluated the impact of all subsequent events through June 9, 2025, which is the date that the financial statements were available to be issued and has determined there are no events requiring disclosure.

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS**

The activity of net assets with donor restrictions consists of the following as of and for the years ending:

	December 31, 2024			
	Balance 1/1/2024	Contributions	Released from Restrictions	Balance 12/31/2024
Program Restrictions:				
Northern California Chapter Operations	\$ -	\$ 29,000	\$ (4,000)	\$ 25,000
Northern California:				
Career and Re-Entry Program	-	72,110	(72,110)	-
Northern California Men's Prisons	83,218	199,180	(119,809)	162,589
Southern California:				
Chapter Operations	-	11,000	(11,000)	-
Southern California:				
In-Prison Programs	146,833	164,680	(204,607)	106,906
Southern California:				
Career and Re-Entry Program	213,339	127,642	(327,965)	13,016
Southern California:				
Entrepreneurship Program	-	193,885	(193,885)	-
Tri-State In-Prison Program	57,736	87,500	(91,472)	53,764
Tri-State (NY/NJ/CT):				
Chapter Operations	-	8,000	(8,000)	-
Tri-State (NY/NJ/CT):				
Entrepreneurship Program	7,190	64,620	(7,190)	64,620
Tri-State (NY/NJ/CT):				
Career and Re-Entry Program	-	38,500	(38,500)	-
Illinois Chapter Operations	-	267,664	(267,664)	-
Illinois In-Prison Program	44,593	165,476	(210,068)	1
Pennsylvania Chapter Operations	103,804	47,500	(134,977)	16,327
Pennsylvania Entrepreneurship Program	55,373	-	(55,373)	-
Pennsylvania In-Prison Program	-	3,800	(800)	3,000
Wisconsin Program and Support:				
Chapter Operations	36,133	127,500	(54,828)	108,805
Washington Chapter Entrepreneurship Program	-	10,000	(10,000)	-
Utah Chapter Operations	-	286,091	(141,622)	144,469
Utah In-Prison Programs	-	1,000	-	1,000
Curriculum for Ages 50 and Over	14,400	-	(14,400)	-
Venture Fund	110,867	-	(37,950)	72,917
Legal Zoom (In-Kind)	82,000	15,000	(16,000)	81,000
Prison Impact Program	-	15,482	(5,482)	10,000
National Entrepreneurship Program	-	10,078	(7,590)	2,488
Texas Exploration Program	14,674	-	(14,674)	-
National Well-Being Program	66,751	100,000	(103,868)	62,883
National Textbooks	5,000	2,500	(5,000)	2,500
National Chapter Operations	-	15,000	(15,000)	-
National Digital Curriculum	-	140,000	(140,000)	-
National Career and Re-Entry Program	-	81,876	(81,876)	-
Total Program Restrictions	1,041,911	2,285,084	(2,395,710)	931,285
Time Restrictions	378,255	977,960	(438,599)	917,616
Total Restrictions	<u>\$ 1,420,166</u>	<u>\$ 3,263,044</u>	<u>\$ (2,834,309)</u>	<u>\$ 1,848,901</u>

**DEFY VENTURES**  
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**NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)**

	December 31, 2023			
	Balance 1/1/2023	Contributions	Released from Restrictions	Balance 12/31/2023
Program Restrictions:				
Northern California Chapter Operations	\$ -	\$ 2,500	\$ (2,500)	\$ -
Northern California:				
Career and Re-Entry Program	95	59,081	(59,176)	-
Northern California Men's Prisons	145,840	200,718	(263,340)	83,218
Southern California:				
Chapter Operations	71,852	67,900	(139,752)	-
Southern California:				
In-Prison Programs	162,005	177,326	(192,498)	146,833
Southern California:				
Career and Re-Entry Program	140,969	395,514	(323,144)	213,339
Southern California:				
Entrepreneurship Program	7,306	-	(7,306)	-
Tri-State In-Prison Program	59,318	92,000	(93,582)	57,736
Tri-State (NY/NJ/CT):				
Chapter Operations	6,132	3,043	(9,175)	-
Tri-State (NY/NJ/CT):				
Entrepreneurship Program	8,500	12,839	(14,149)	7,190
Tri-State (NY/NJ/CT):				
Career and Re-Entry Program	435	53,842	(54,277)	-
Illinois Chapter Operations	56,937	103,287	(160,224)	-
Illinois In-Prison Program	50,804	182,090	(188,301)	44,593
Illinois Entrepreneurship Program	4,203	-	(4,203)	-
Pennsylvania Chapter Operations	195,300	-	(91,496)	103,804
Pennsylvania Entrepreneurship Program	-	55,373	-	55,373
Wisconsin Program and Support				
Chapter Operations	133,636	-	(97,503)	36,133
Washington Chapter Entrepreneurship				
Program	3,319	-	(3,319)	-
Curriculum for Ages 50 and Over	32,990	-	(18,590)	14,400
Venture Fund	116,101	-	(5,234)	110,867
Legal Zoom (In-Kind)	80,500	15,000	(13,500)	82,000
Curriculum for Fair Chance Housing	25,000	-	(25,000)	-
National Entrepreneurship Program	19,324	6,787	(26,111)	-
Texas Exploration Program	14,674	-	-	14,674
National Well-Being Program	-	80,336	(13,585)	66,751
National Textbooks	-	5,000	-	5,000
National Career and Re-Entry Program	956	123,481	(124,437)	-
Total Program Restrictions	<u>1,336,196</u>	<u>1,636,117</u>	<u>(1,930,402)</u>	<u>1,041,911</u>
Time Restrictions	<u>240,335</u>	<u>365,048</u>	<u>(227,128)</u>	<u>378,255</u>
Total Restrictions	<u>\$ 1,576,531</u>	<u>\$ 2,001,165</u>	<u>\$ (2,157,530)</u>	<u>\$ 1,420,166</u>

**DEFY VENTURES**  
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**NOTE 10 LEASES - ASC 842**

The Organization leases office space under a long-term, noncancelable lease agreement. The lease expired in November 2023 and was renewed in December 2023 on a month-to-month basis through September 2024. During October 2024, the Organization leased a new office space under a long-term, noncancelable lease agreement. Additionally, the agreement requires the Organization to pay real estate taxes, insurance, repairs and certain operating expenses.

The following table provides quantitative information concerning the Organization's lease.

	2024	2023
Lease Costs (Included in Rent Expense):		
Operating Lease Costs	\$ 17,802	\$ 50,980
Short-term Lease Costs	77,605	5,998
Total Lease Costs	<u>\$ 95,407</u>	<u>\$ 56,978</u>
Other Information:		
Operating Cash Flows from Operating Leases	\$ 12,196	\$ 50,007
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liabilities	426,934	-
Weighted-Average Remaining Lease Term - Operating Leases	6.7 Years	N/A
Weighted-Average Discount Rate - Operating Leases	4.21%	N/A

The Organization classifies the total undiscounted lease payments that are due in the next 12 months as current. A maturity analysis of annual undiscounted cash flows for lease liabilities as of December 31, 2024, is as follows:

<u>Years Ending December 31,</u>	<u>Operating Leases</u>
2025	\$ 61,997
2026	69,805
2027	71,899
2028	74,056
2029	76,278
Thereafter	141,420
Total Lease Payments	495,455
Less: Interest	(67,043)
Present Value of Lease Liabilities	<u>\$ 428,412</u>

**DEFY VENTURES**  
**NOTES TO FINANCIAL STATEMENTS**  
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**NOTE 11 CONTRIBUTED NONFINANCIAL ASSETS AND SERVICES**

Contributed nonfinancial assets recognized within the statements of activities are as follows for the year ended December 31:

<u>Nonfinancial Asset</u>	<u>2024 Revenue Recognized</u>	<u>2023 Revenue Recognized</u>	<u>Monetized or Utilized</u>	<u>Utilization in Function</u>	<u>Donor Restrictions</u>	<u>Valuation Technique</u>
Donated Legal Service Vouchers	\$ 15,000	\$ 15,000	Utilized	Program Service	Yes	Market Value of Comparable Services
Donated Recruiting Services	-	44,000	Utilized	Program Service	No	Market Value of Comparable Services
Donated Computer Products	40,906	-	Utilized	Program Service	No	Market Value of Comparable Products
Total	<u>\$ 55,906</u>	<u>\$ 59,000</u>				

**NOTE 12 RELATED PARTY TRANSACTIONS**

Contributions from board members during the years ended December 31, 2024 and 2023 totaled \$679,064 and \$23,008, respectively.

As of December 31, 2024 and 2023, pledges receivable outstanding from board members totaled \$606,750 and \$100,500, respectively.

**NOTE 13 CONTINGENCIES**

From time-to-time claims may be made against the Organization in the normal course of business. The Organization does not believe that there are any claims that are in excess of insurance levels at year-end and has not recorded any reserves for such matters.

**NOTE 14 EMPLOYEE RETENTION CREDIT**

During the year ended December 31, 2023, the entity claimed the Employee Retention Credit (ERC) for the second, third and fourth quarters of 2020 and the first, second, and third quarters of 2021. The ERC is a refundable payroll tax credit, provided under the CARES Act of 2020, and amended by the Relief Act of 2021, the American Rescue Plan Act of 2021, and the Infrastructure Investment and Jobs Act. The purpose of the ERC is to encourage employers to keep employees on their payroll. In order to be eligible for the ERC, the entity must satisfy certain conditions under the law. Therefore, the entity has classified this ERC as a conditional contribution for accounting purposes in accordance with ASC 958-605.

The entity has determined that it has satisfied all of the conditions to be eligible for the ERC as of December 31, 2023, and therefore, recognized \$482,271 of Employee Retention Credit revenue in the statements of activities in 2023. During 2024, \$-0- was recognized as Employee Retention Credit revenue in the statement of activities. The credit is also shown as a receivable as of December 31, 2024 and 2023, as the Organization had not yet received payment.



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