DECEMBER 31, 2021

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DECEMBER 31, 2021

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INDEPENDENT AUDITOR'S REPORT

Board of Directors OpenSecrets Washington, D.C.

Opinion

We have audited the accompanying financial statements of OpenSecrets (the Organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of December 31, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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 available to be issued.

www.rlmcpa.com

Board of Directors OpenSecrets Washington, D.C.

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 auditing standards generally accepted in the United States of America 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, including omissions, 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 auditing standards generally accepted in the United States of America, 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.

Ross, Langan & Mc Kendree

CERTIFIED PUBLIC ACCOUNTANTS

December 16, 2022

STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2021

ASSETS

CURRENT ASSETS Cash and cash equivalents Investments Accounts receivable Contributions receivable - current Prepaid expenses	\$ 588,087 4,082,827 134,400 600,000 47,216
TOTAL CURRENT ASSETS	\$ 5,452,530
PROPERTY AND EQUIPMENT Furniture and equipment Leasehold improvements Less - accumulated depreciation TOTAL PROPERTY AND EQUIPMENT - NET	389,815 445,436 (494,213) 341,038
OTHER ASSETS Certificate of deposit Contributions receivable - noncurrent	29,527 <u>200,000</u>
TOTAL OTHER ASSETS	229,527
TOTAL ASSETS	<u>\$ 6,023,095</u>

STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2021

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES Accounts payable Accrued payroll Deferred revenue Capital lease payable - current portion Refundable advances	\$ 64,183 139,984 9,308 4,024 284,476	
TOTAL CURRENT LIABILITIES		\$ 501,975
NONCURRENT LIABILITIES Deferred rent		296,589
TOTAL LIABILITIES		
TOTAL LIABILITIES		798,564
NET ASSETS Without donor restrictions	1,406,198	
With donor restrictions	 3,818,333	
TOTAL NET ASSETS		 <u>5,224,531</u>
TOTAL LIABILITIES AND NET ASSETS		\$ 6,023,095

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2021

	Without Donor Restrictions		With Donor Restrictions		Total 2021	
REVENUE AND SUPPORT						
Contributions	\$	1,044,041	\$	4,842,000	\$	5,886,041
Government grants		285,100		-		285,100
Contract fees		125,316		-		125,316
Library services and other income		23,899		-		23,899
Investment income		138,450		-		138,450
Released from restrictions - purpose		1,236,375	(1,236,375)		-
Released from restrictions - time		621,667	(621,667)		-
Total revenue and support		3,474,848		2,983,958		6,458,806
EXPENSES						
Program services						
Research and analysis		1,698,126		-		1,698,126
Education and outreach		1,132,086		-		1,132,086
Total program services		2,830,212		-		2,830,212
Supporting services						
Management and general		328,765		-		328,765
Fundraising		337,343		-		337,343
Total supporting services		666,108		-		666,108
Total expenses		3,496,320		-		3,496,320
CHANGE IN NET ASSETS	(21,472)		2,983,958		2,962,486
NET ASSETS - BEGINNING OF YEAR		1,427,670		834,375		2,262,045
NET ASSETS - END OF YEAR	\$	1,406,198	\$	3,818,333	\$	5,224,531

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2021

		Program Service	S	5	Supporting Servic	es		
	Research	Education	Total	Management		Total		
	and	and	Program	and		Supporting	Total	
	Analysis	Outreach	Services	General	Fundraising	Services	Expenses	
Association	\$ -	\$ -	\$ -	\$ 92,100	\$ -	\$ 92,100	¢ 02.100	
Accounting				. ,				
Computer expense	26,185	17,457	43,642	107,445	4,800	112,245	155,887	
Consulting fees	11,616	7,744	19,360	-	28,197	28,197	47,557	
Contract service bureaus	11,744	7,830	19,574	570	2,153	2,723	22,297	
Depreciation and amortization	32,582	21,721	54,303	1,580	5,972	7,552	61,855	
Employee benefits	180,332	120,221	300,553	8,745	33,056	41,801	342,354	
Insurance	4,797	3,198	7,995	233	879	1,112	9,107	
Legal	-	-	-	29,541	-	29,541	29,541	
Occupancy	99,651	66,434	166,085	4,832	18,267	23,099	189,184	
Office	-	-	-	19,164	-	19,164	19,164	
Online service	67,729	45,153	112,882	3,284	12,415	15,699	128,581	
Payroll taxes	92,347	61,565	153,912	4,478	16,928	21,406	175,318	
Postage and delivery	247	165	412	12	45	57	469	
Printing and production	1,825	1,216	3,041	88	334	422	3,463	
Repairs and maintenance	1,622	1,081	2,703	79	297	376	3,079	
Retirement	16,225	10,817	27,042	787	2,974	3,761	30,803	
Salaries	1,145,351	763,568	1,908,919	55,542	209,949	265,491	2,174,410	
Supplies	1,106	738	1,844	54	203	257	2,101	
Telephone	3,607	2,405	6,012	175	661	836	6,848	
Travel	1,160	773	1,933	56	213	269	2,202	
Total expenses	<u>\$ 1,698,126</u>	<u>\$ 1,132,086</u>	<u>\$ 2,830,212</u>	<u>\$ 328,765</u>	<u>\$ 337,343</u>	<u>\$ 666,108</u>	<u>\$ 3,496,320</u>	

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2021

CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ 2,962,486
Adjustments to reconcile change in net income to	
net change in cash from operating activities:	
Depreciation and amortization	\$ 61,856
Net gains on investments	(118,959)
Non-cash stock contributions	(243,132)
Change in assets and liabilities:	
Accounts receivable	(131,658)
Contributions receivable	(256,300)
Prepaid expenses	(13,737)
Accounts payable	49,027
Accrued payroll	60,210
Deferred rent	(41,749)
Deferred revenue	9,308
Refundable advances	<u>(624)</u> <u>(625,758</u>)
NET CASH FLOWS FROM OPERATING ACTIVITIES	2,336,728
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchase of property and equipment	(14,089)
Purchase of investments	(3,128,814)
Proceeds from sale of investments	609,684
NET CASH FLOWS FROM INVESTING ACTIVITIES	(2,533,219)
CASH FLOWS FROM FINANCING ACTIVITIES	
Principal payments on capital lease	<u>(4,954</u>)
NET CHANGE IN CASH AND CASH EQUIVALENTS	(201,445)
	(201,443)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 588,087</u>
NON-CASH INVESTING AND FINANCING ACTIVITIES	¢ 040.100
Stock contributions	<u>\$ 243,132</u>

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 1 - THE ORGANIZATION

OpenSecrets (the Organization) is a nonprofit corporation that educates the American public on money's role in politics and policy by conducting and distributing its nonpartisan research and reporting on campaign finance and other money-in-politics issues. In June 2021, the Organization changed its name from The Center for Responsive Politics to OpenSecrets. The Organization derives its support primarily from contributions. The Organization's program areas are:

Research and Analysis - The Organization's research and reporting teams compile the Organization's data and put it into context, pointing out trends in campaign finance and lobbying, and adding a money-in-politics angle to ongoing news stories and policy debates.

Education and Outreach - The Organization's website (www.opensecrets.org) allows users to explore connections between money, politics and policy. Freely available, easy-to-use databases track federal campaign contributions, lobbying and other data sets in a variety of illuminating ways, such as by industry and interest group.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC), which is the sole source of authoritative accounting principles generally accepted in the United States of America (GAAP). The financial statements of the Organization have been prepared on the accrual basis of accounting.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments with a purchased maturity of three months or less to be cash equivalents, excluding cash balances in the investment accounts.

Investments

Investments are carried at fair value based on quoted market prices. The Organization invests in professionally managed investments that contain various types of marketable securities. Such investments are exposed to various risks, such as fluctuations in market value and credit risk. Thus, it is at least reasonably possible that changes in the near term could materially affect investment balances and the amounts reported in the financial statements. The bank issued certificate of deposit is stated at cost plus accrued interest.

Property and Equipment

Acquisitions of property and equipment are recorded at cost. Improvements and replacements of property and equipment are capitalized. Maintenance and repairs that do not improve or extend the lives of property and equipment are charged to expense as incurred. When assets are sold or retired, their cost and related accumulated depreciation are removed from the accounts and any gain or loss is reported in the statements of activities. Property and equipment purchased with a cost greater than \$500 is capitalized. Depreciation expense is recognized on a straight-line basis over the estimated useful lives of three to ten years. Leasehold improvements are amortized over the life of the lease.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Functional Allocation of Expenses

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses and the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. These expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries, fringe benefits, rent, and depreciation and amortization. These expenses are allocated on the basis of management's estimates of time and effort by employees. Expenses directly identifiable to specific programs and supporting activities are presented accordingly.

Income Taxes

The Organization is recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Section 501(c)(3) of the Code and has been determined by the IRS not to be a private foundation within the meaning of Section 509(a) of the Code. The Organization believes its operations are consistent with the nature of its exempt status. There is no current liability for income taxes and there are no temporary differences resulting in deferred taxes as of December 31, 2021.

The Organization is required to measure, recognize, present, and disclose in its financial statements uncertain income tax positions the Organization has taken in the tax years that remain subject to examination or expects to take on an income tax return. The Organization recognizes the tax benefits from uncertain income tax positions only if it is more likely than not the tax position will be sustained on examination by tax authorities. The Organization recorded no liability for uncertain income tax positions for any open tax years.

Accounts Receivable

Accounts receivable consists primarily of amounts unconditionally due for services for which payment had not been received at year end. Generally they are due upon receipt. If needed, an allowance for doubtful accounts would be provided for potentially uncollectible amounts. Management estimates the allowance for doubtful accounts based on aging of receivables. If actual collection experience changes, revisions to the allowance may be necessary. Amounts are charged off against the allowance in the period in which they are deemed uncollectible. At December 31, 2021, management considered all receivables collectible and determined there was no allowance for doubtful accounts necessary. Accounts receivable at December 31, 2020 was \$2,742.

Promises to Give

Conditional promises to give are recognized when the conditions on which they depend are substantially met. Amounts received for conditional grants are recorded as refundable advances until the conditions have been met. Unconditional promises to give are recognized initially at fair value as contribution revenue in the period the promise is made by the donor. The fair values of the promises are estimated based on anticipated future cash receipts (net of an allowance for uncollectible amounts), discounted using risk-adjusted rates commensurate with the duration of the payment plans. The noncurrent portion of promises to give totaling \$200,000 reflects contributions in annual increments of \$200,000 that are expected to be collected within two years. As of December 31, 2021 no allowance for uncollectible accounts was considered necessary by management.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributions

Unconditional contributions and grants are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Conditional grants and contributions are not recorded as revenue until the related conditions have been satisfied. Amounts received for conditional grants are recorded as refundable advances until the conditions have been met.

Contract Fees

Contract fees are recognized over time as performance obligations are satisfied using the input method. The political environment affects the revenue and collections.

Classes of Net Assets

Accounting standards require that resources be classified for accounting and reporting purposes into two classes of net assets according to the existence or absence of donor-imposed restrictions. The net asset classes are: net assets without donor restrictions and net assets with donor restrictions.

Net assets without donor restrictions are available for use in the Organization's operations. All revenue that is not restricted by donors is included in this classification. All expenses are reported as decreases in net assets without donor restrictions.

Net assets with donor restrictions are subject to donor-imposed restrictions that will be met either by actions of the Organization or the passage of time. Also included in this category are unconditional promises to give that are due in the future. Expirations of donor restrictions on net assets (i.e., the donor stipulated purpose has been fulfilled or the stipulated time period has elapsed) are reported as net assets released from restrictions in the statements of activities.

Use of Estimates

The preparation of financial statements in conformity with 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 financial statements. Such estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Subsequent Events

The Organization has evaluated subsequent events through December 16, 2022, which is the date the financial statements were available to be issued. The Organization elected to exercise the tenant's termination option in their lease agreement and terminated the lease on January 28, 2022. The Organization paid a termination fee of \$322,036.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 3 - CASH AND CASH EQUIVALENTS

Cash and cash equivalents consisted of the following as of December 31, 2021:

In banks Undeposited funds	\$	533,743 54,344
Total	<u>\$</u>	588,087

NOTE 4 - INVESTMENT RETURN

Investment return consisted of the following for the years ended December 31, 2021:

Dividends and interest Realized and unrealized gains Investment management expenses	\$ (29,175 118,959 <u>9,684</u>)
Total	\$	138,450

NOTE 5 - RETIREMENT PLAN

The Organization maintains a qualified defined contribution retirement plan for its employees. All employees of the Organization are eligible to participate by electing to make salary deferrals up to the maximum allowed by law. Employees completing six months of service qualify for employer contributions up to 2 percent of employee's salary. The employer contributions are at the discretion of the Board of Directors. The retirement expense for the year ended December 31, 2021, was approximately \$30,803 and is included in retirement in the accompanying statement of functional expenses.

NOTE 6 - INVESTMENTS AND FAIR VALUE MEASUREMENT

The Organization measures and reports financial assets and liabilities at fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. GAAP establishes a three-level disclosure hierarchy to indicate the level of judgment used to estimate fair value measurements:

- Level 1 quoted prices in active markets for identical assets or liabilities as of the reporting date;
- Level 2 quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; and inputs other than quoted prices (such as interest rate and yield curves); and
- Level 3 uses inputs that are unobservable, supported by little or no market activity and reflect significant judgment.

Exchange traded funds are valued at quoted market prices of the net asset value (NAV) of shares held by the Organization at year-end.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 6 - INVESTMENTS AND FAIR VALUE MEASUREMENT (continued)

The tables below summarize investments, by level, for items measured at fair value on a recurring basis as of December 31, 2021:

	 Level 1	 Level 2]	Level 3	 Total
Money market funds	\$ 2,609,430	\$ -	\$	-	\$ 2,609,430
Mutual funds	58,192	-		-	58,192
Stocks	168,160	-		-	168,160
Exchange traded funds - bonds	530,950	-		-	530,950
Exchange traded funds - equities	 716,095	 -		-	 716,095
Total investments at fair value	\$ 4,082,827	\$ -	\$	-	\$ 4,082,827

NOTE 7 - OPERATING LEASE

The Organization has a lease agreement for office space that continues until June 1, 2028. The lease includes provisions for annual rent increases, periods of rent abatement, and a landlord-provided improvement allowance. The lease is supported by a bank issued irrevocable letter of credit for approximately \$29,000. The letter of credit is secured by the Organization's certificate of deposit in the same amount. Under GAAP all rental payments are recognized on a straight-line basis over the term of the lease. The difference between the GAAP rent expense and the required lease payment is reflected as deferred rent in the accompanying statement of financial position. The Organization also has a month to month lease in Montana which has a monthly rent of \$3,750. Future estimated minimum lease commitments are as follows for the years ending December 31:

2022	\$ 143,660
2023	181,208
2024	202,525
2025	207,599
2026	212,769
2027 and Thereafter	 310,619
Total	\$ 1,258,380

Rent expense, which includes storage space is reported as occupancy in the statement of activities, consists of the following during the year ended December 31, 2021:

Minimum lease payments Operating expenses	\$	220,123 3,605
Deferred rent	_(34,544)
Total rent expense	<u>\$</u>	189,184

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 8 - CAPITAL LEASE

The Organization leases computer equipment totaling \$14,928 under a capital lease. The economic substance of the lease is that the Organization is financing the acquisition of the asset through the lease, and accordingly, it is recorded in the Organization's assets and liabilities. The lease agreement contains a bargain purchase option at the end of the lease term. Accumulated amortization was \$11,611 as of December 31, 2021. Future minimum payments required under the lease is \$4,024.

Amortization of assets held under the capital lease is included with depreciation expense.

NOTE 9 - CONCENTRATION RISK

The Organization maintains cash balances in a financial institution which are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. As of December 31, 2021, the Organization had \$174,626 cash in excess of FDIC limits. Assets held in broker managed accounts are insured by the Securities Investor Protection Corporation (SIPC), which protects investors for up to \$500,000, including a maximum of \$250,000 for claims of cash equivalents, if the brokerage firm holding the assets becomes insolvent, but it does not insure the underlying assets of \$4,082,827. The Organization believes its credit risk is not significant.

Approximately 75 percent of contributions was from three donors for the year ended December 31, 2021. Approximately 94 percent of contributions receivable was due from three donors for the year ended December 31, 2021. Should these donors cease provide funding in the future, the Organization believes funding could be obtained from other sources.

NOTE 10 - FINANCIAL ASSETS AND LIQUIDITY RESOURCES

Financial assets available for general expenditure within one year consist of the following as of December 31, 2021:

Cash and cash equivalents Investments Accounts receivable Contributions receivable due in one year	\$	588,087 4,082,827 134,400 600,000
Total financial assets		5,405,314
Less - amounts unavailable for general expenditures due to restrictions by donors	_(3,818,333)
Total financial assets and liquidity resources available	\$	1,586,981

The Organization manages its financial assets to be available as its operating expenditures, liabilities, and other obligations become due.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2021

NOTE 11 - REFUNDABLE ADVANCES

In 2020, the Organization received a Small Business Administration (SBA) loan under the Paycheck Protection Program (PPP) in the amount of \$285,100. PPP provides cash-flow assistance through federally guaranteed loans to eligible recipients to maintain payroll during the COVID-19 public health emergency and cover certain other expenses. If the Organization maintains its workforce and meets certain requirements, the full amount of the loan may be forgiven by the SBA. No more than 40 percent of the forgiven amount may be for non-payroll costs. Loans under PPP have an interest rate of 1 percent and may be negotiated to a five-year maturity date, if not forgiven. During 2021, the PPP loan was granted forgiveness and is included in government grants on the statement of activities.

In 2021, the Organization received another SBA loan under the PPP in the amount of \$284,476. At December 31, 2021, the Organization is accounting for this SBA loan as a conditional contribution since repayment had not yet been waived, and as such, the loan proceeds are included in refundable advances on the statement of financial position. During 2022, this PPP loan was granted forgiveness.

NOTE 12 - NET ASSETS WITH DONOR RESTRICTIONS

As of December 31, 2021, net assets with donor restrictions were available for the following purposes:

Research and analysis General support, time restricted	\$ 181,250 3,637,083
Total	\$ 3,818,333

NOTE 13 - ASSET PURCHASE

The Organization entered into a Transition Agreement, effective February 1, 2021, to acquire certain assets and assume certain liabilities of the National Institute of Money in State Politics (NIMP), another 501(c)(3) organization, to further both organizations' highly aligned and complementary missions. Receivables were acquired, for no consideration, which were valued at \$496,445 with no allowance for doubtful accounts and cash of \$129,664 for a total of \$626,109. The Organization also hired certain employees of NIMP, was assigned an office lease that expired as of December 31, 2021, and assumed several ongoing grants.