

THE REASON FOUNDATION

FINANCIAL STATEMENTS

YEAR ENDED SEPTEMBER 30, 2023

THE REASON FOUNDATION
FINANCIAL STATEMENTS
YEAR ENDED SEPTEMBER 30, 2023

CONTENTS

	Page
Independent Auditor's Report.....	1
Statement of Financial Position.....	3
Statement of Activities.....	4
Statement of Functional Expenses	5
Statement of Cash Flows.....	6
Notes to Financial Statements.....	7



WE ARE AN INDEPENDENT MEMBER OF
THE GLOBAL ADVISORY
AND ACCOUNTING NETWORK

**AUDIT
AND
ASSURANCE**

INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
The Reason Foundation

Report on the Audit of the Financial Statements

We have audited the financial statements of The Reason Foundation (the Foundation), which comprise the statement of financial position as of September 30, 2023, 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 accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as of September 30, 2023, 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 (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation 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 the 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 Foundation's ability to continue as a going concern for one year after the date that the financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation'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 Foundation'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.

Green Hasson & Janks LLP

February 2, 2024
Los Angeles, California

THE REASON FOUNDATION

STATEMENT OF FINANCIAL POSITION September 30, 2023

ASSETS	Without Donor Restrictions	With Donor Restrictions	Total
Cash and Cash Equivalents	\$ 1,112,884	\$ -	\$ 1,112,884
Investments	10,435,526	573,932	11,009,458
Accounts Receivable (Net)	753,235	-	753,235
Pledges Receivable	320,000	75,000	395,000
Deposits and Other Assets	273,024	-	273,024
Property and Equipment (Net)	2,925,363	-	2,925,363
Intangible Assets	49,462	-	49,462
Right-of-Use Asset - Operating Lease	2,879,844		2,879,844
TOTAL ASSETS	\$ 18,749,338	\$ 648,932	\$ 19,398,270
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES:			
Accrued Compensation Expenses	\$ 924,023	\$ -	\$ 924,023
Accounts Payable and Other Accrued Expenses	547,309	-	547,309
Current Portion of Unearned Subscriptions	287,513	-	287,513
Deferred Compensation	1,207,874	-	1,207,874
Current Portion of Operating Lease Liability	55,193	-	55,193
TOTAL CURRENT LIABILITIES	3,021,912	-	3,021,912
LONG TERM LIABILITIES:			
Unearned Subscriptions	40,977	-	40,977
Operating Lease Liability	2,890,135	-	2,890,135
TOTAL LONG TERM LIABILITIES	2,931,112	-	2,931,112
TOTAL LIABILITIES	5,953,024	-	5,953,024
NET ASSETS:			
Without Donor Restrictions	12,796,314	-	12,796,314
With Donor Restrictions	-	648,932	648,932
TOTAL NET ASSETS	12,796,314	648,932	13,445,246
TOTAL LIABILITIES AND NET ASSETS	\$ 18,749,338	\$ 648,932	\$ 19,398,270

The Accompanying Notes are an Integral Part of These Financial Statements

THE REASON FOUNDATION

STATEMENT OF ACTIVITIES Year Ended September 30, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND SUPPORT:			
Public Support			
Contributions	\$ 13,575,247	\$ 350,701	\$ 13,925,948
Reason Magazine	852,980	-	852,980
Conferences	262,415	-	262,415
Other Income	8,504	-	8,504
Net Assets Released from Donor Restrictions	1,192,033	(1,192,033)	-
TOTAL REVENUE AND SUPPORT	15,891,179	(841,332)	15,049,847
EXPENSES:			
Program Services	15,478,917	-	15,478,917
Management and General	600,014	-	600,014
Fundraising	1,536,409	-	1,536,409
TOTAL EXPENSES	17,615,340	-	17,615,340
CHANGE IN NET ASSETS BEFORE INVESTMENT RETURN (NET)	(1,724,161)	(841,332)	(2,565,493)
Investment Return (net)	1,375,668	-	1,375,668
CHANGE IN NET ASSETS AFTER INVESTMENT RETURN (NET)	(348,493)	(841,332)	(1,189,825)
Net Assets - Beginning of Year	13,144,807	1,490,264	14,635,071
NET ASSETS - END OF YEAR	\$ 12,796,314	\$ 648,932	\$ 13,445,246

The Accompanying Notes are an Integral Part of These Financial Statements

THE REASON FOUNDATION

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended September 30, 2023

	Program Services					Support Services		
	Public Affairs	Reason-TV	Magazine	Research	Total Program Services	Management and General	Fundraising	Total
Personnel Expenses								
Salaries	\$ 380,462	\$ 1,344,358	\$ 3,154,873	\$ 2,835,581	\$ 7,715,274	\$ 342,743	\$ 791,673	\$ 8,849,690
Employee Benefits	57,402	187,606	375,264	275,920	896,192	42,501	140,178	1,078,871
Payroll Taxes	34,991	91,887	187,715	193,437	508,030	21,894	71,397	601,321
TOTAL PERSONNEL EXPENSES	472,855	1,623,851	3,717,852	3,304,938	9,119,496	407,138	1,003,248	10,529,882
Contract Services	22	724,095	291,754	1,230,534	2,246,405	34,116	15,131	2,295,652
Foundation-Hosted Events and Conferences	3	275,810	175,985	163,991	615,789	3	68,291	684,083
Magazine Printing and Distribution	1	3,522	607,580	39	611,142	501	112	611,755
Travel	5,557	38,048	91,362	225,610	360,577	5,274	140,968	506,819
Occupancy	17,244	60,948	144,896	129,774	352,862	27,771	36,389	417,022
Marketing Contractors	-	-	393,017	-	393,017	-	-	393,017
Grants Made to Outside Organizations	-	-	-	355,602	355,602	-	-	355,602
Advertising and Promotion	10,133	171	192,427	122,749	325,480	603	21,909	347,992
Conference Attendance and Sponsorships	13,000	775	100	206,846	220,721	46	17,141	237,908
Supplies	9,501	41,024	87,613	78,754	216,892	8,901	8,928	234,721
On-line Services	4,255	9,457	157,545	17,957	189,214	1,256	2,433	192,903
Professional Fees	-	-	2,600	30,609	33,209	103,582	-	136,791
Printed Material	-	4	20,721	6,741	27,466	-	109,130	136,596
Dues and Subscriptions	9,805	2,147	5,628	95,182	112,762	37	20,471	133,270
Insurance	5,267	18,612	43,679	39,888	107,446	4,745	10,961	123,152
Postage and Shipping	1,298	2,437	37,537	11,135	52,407	155	62,092	114,654
Commissions	-	-	48,502	-	48,502	-	-	48,502
Depreciation and Amortization	2,000	7,065	16,582	14,904	40,551	1,801	4,161	46,513
Miscellaneous	315	5,007	3,092	8,219	16,633	3,204	11,033	30,870
Telephone	3,117	2,543	7,917	8,090	21,667	656	3,184	25,507
Books and Periodicals	2,059	1,105	3,545	4,368	11,077	225	827	12,129
TOTAL FUNCTIONAL EXPENSES	<u>\$ 556,432</u>	<u>\$ 2,816,621</u>	<u>\$ 6,049,934</u>	<u>\$ 6,055,930</u>	<u>\$ 15,478,917</u>	<u>\$ 600,014</u>	<u>\$ 1,536,409</u>	<u>\$ 17,615,340</u>

The Accompanying Notes are an Integral Part of These Financial Statements

THE REASON FOUNDATION

STATEMENT OF CASH FLOWS Year Ended September 30, 2023

CASH FLOWS FROM OPERATING ACTIVITIES:

Change in Net Assets	\$ (1,189,825)
Adjustments to Reconcile Change in Net Assets to	
Net Cash Used In Operating Activities:	
Depreciation and Amortization	46,513
Net Realized and Unrealized Loss on Investments	(1,020,395)
(Increase) Decrease in:	
Accounts Receivable (Net)	(619,860)
Pledges Receivable	480,000
Deposits and Other Assets	15,551
Right-of-Use Asset - Operating Lease	215,004
Increase (Decrease) in:	
Accrued Compensation Expenses	12,462
Accounts Payable and Other Accrued Expenses	198,087
Unearned Subscriptions	19,058
Deferred Compensation	187,246
Operating Lease Liability	(149,520)

NET CASH USED IN OPERATING ACTIVITIES (1,805,679)

CASH FLOWS FROM INVESTING ACTIVITIES:

Purchases of Property and Equipment	(289,122)
Reinvested Interest and Dividends	(355,271)
Proceeds on Sale of Investments	1,626,600
Purchases of Investments	(105,000)
Donation of Intangible Assets	(108)

NET CASH PROVIDED BY INVESTING ACTIVITIES 877,099

NET DECREASE IN CASH AND CASH EQUIVALENTS (928,580)

Cash and Cash Equivalents - Beginning of Year 2,041,464

CASH AND CASH EQUIVALENTS - END OF YEAR \$ 1,112,884

SUPPLEMENTAL SCHEDULE OF NON-CASH OPERATING ACTIVITIES:

Non-Cash Impact of Implementation of Accounting

Standards Update No. 2016-02 Leases

Increase in Right-of-Use Assets - Operating Leases \$ 3,094,848

Increase in Operating Lease Liabilities 3,094,848

The Accompanying Notes are an Integral Part of These Financial Statements

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 1 - ORGANIZATION

The Reason Foundation (the Foundation) is a California tax-exempt nonprofit corporation formed for the purpose of educating Americans in the basic principles of the classical liberal/libertarian political philosophy. Toward this end, the Foundation (Reason.org) provides research and publications which apply free-market principles to public policy issues. The Foundation's products include Reason Magazine (Reason.com), online videos, podcasts, events, studies and commentaries as well as newsletters on public policy.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) BASIS OF PRESENTATION

The accompanying financial statements have been prepared on the accrual basis of accounting.

(b) NET ASSETS

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

- **Net Assets Without Donor Restrictions.** Net assets available for use in general operations and not subject to donor-imposed restrictions.
- **Net Assets With Donor Restrictions.** Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

(c) CASH AND CASH EQUIVALENTS

Cash and cash equivalents are short-term, highly liquid investments with original maturities of three months or less at the time of purchase. The carrying value of cash and cash equivalents at September 30, 2023 approximates its fair value.

The Foundation maintains its cash and cash equivalents in bank deposit and other investment accounts, which, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(d) INVESTMENTS

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at fair value. Investment purchases and sales are accounted for on a trade-date basis. Interest income is recorded as earned on an accrual basis, and dividend income is recorded based upon the ex-dividend date. Realized gains and losses are calculated based upon the underlying cost of the securities traded. Unrealized gains and losses are included in the statement of activities and represent the change in the difference between the cost and fair value of investments held at the end of the fiscal year.

(e) ACCOUNTS RECEIVABLE

Accounts receivable are recorded when billed or accrued and represent claims against third parties that will be settled in cash. The carrying value of receivables, net of the allowance for doubtful accounts represents their estimated net realizable value. The allowance for doubtful accounts is estimated based on historical collection trends, type of customer, the age of outstanding receivables and existing economic conditions. If events or changes in circumstances indicate that specific receivable balances may be impaired, further consideration is given to the collectability of those balances and the allowance is adjusted accordingly. Past due receivable balances are written-off when internal collection efforts have been unsuccessful in collecting the amount due. At September 30, 2023, management evaluated the collectability of accounts receivable and decided to maintain the existing allowance for doubtful accounts of \$41,100, which is included in accounts receivable.

(f) PLEDGES RECEIVABLE

The Foundation recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest are received. The Foundation reports unconditional contributions as restricted support if they are received with donor stipulations that limit the use of the donated assets. Pledges are discounted to their present value when payments are expected in future periods exceeding one year. These discounts are recorded as reductions to contribution revenue and pledges receivable and are adjusted annually. Management anticipates it will collect 100% of the pledges receivable balance within one year and so no allowance for potentially uncollectible pledges has been established as of September 30, 2023.

Conditional promises to give - that is, those with a measurable performance or other barrier and a right of return - are not recognized until the conditions on which they depend have been met.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(g) FAIR VALUE OF FINANCIAL INSTRUMENTS

Financial instruments include cash and cash equivalents, accounts receivable, pledges receivable, deposits and other assets, accrued compensation expenses, accounts payable and other accrued expenses, and unearned subscriptions. Due to the short-term nature of these balances, the carrying amounts approximate their fair value.

(h) PROPERTY AND EQUIPMENT

Property and equipment are recorded at cost if purchased or at fair value at the date of donation if donated. Depreciation is computed on the straight-line basis over the estimated useful lives of the related assets as follows:

Building and improvements	7-39 Years
Furniture and equipment	3 Years

Normal repairs and maintenance are expensed as incurred, whereas significant charges that materially increase values or extend useful lives are capitalized and depreciated over the estimated useful lives of the related assets.

(i) INTANGIBLE ASSETS

The Foundation determines the useful lives of identifiable intangible assets after considering specific facts and circumstances related to each intangible asset. Factors considered when determining useful lives include the contractual term of any agreement, this history of the asset, and the Foundation's long-term strategy for the use of the asset and other economic factors, including competition and specific market conditions. Intangible assets consist of donations received in cryptocurrency, which has an indefinite life and is reported at the lower of fair market value and the value of the asset when received.

Intangible assets are reviewed for impairment when an impairment indicator exists such as the price of the currency falling below the original cost. There was no impairment of intangible assets for the year ended September 30, 2023.

(j) LONG-LIVED ASSETS

The Foundation evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. An impairment loss is recognized when the sum of the undiscounted future cash flows is less than the carrying amount of the asset, in which case a write-down is recorded to reduce the related asset to its estimated value. No impairment losses were recognized during the year ended September 30, 2023.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(k) MAGAZINE REVENUE

The Foundation has contracts with customers for magazine subscriptions where the Foundation has performance obligations under the contracts and in return the Foundation receives commensurate value. These revenues are recognized under Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. Performance obligations under these contracts are satisfied at a point in time, specifically upon delivery of each print or digital magazine. The revenue is recognized at various points in time over the term of the subscription agreement as the magazines are delivered and the performance obligations are satisfied.

Payments received for magazine subscriptions in advance of the Foundation satisfying its performance obligations are deferred and recorded within unearned subscriptions in the accompanying statement of financial position.

The Foundation has contracts with customers for magazine advertising where the Foundation has performance obligations under the contracts and in return the Foundation receives commensurate value. Performance obligations under these contracts are satisfied as a point in time as the advertisements run in the print or digital magazines. The revenue is recognized at various points in time over the term of the agreement as the advertisements are run and the performance obligations are satisfied.

Payments received for magazine advertising in advance of the Foundation satisfying its performance obligations are deferred and recorded within accounts payable and other accrued expenses in the accompanying statement of financial position.

(l) CONFERENCE INCOME

The Foundation has contracts with customers for conference income where the Foundation has performance obligations under the contracts to provide various accommodations and participant engagement, and the attendees receive commensurate value. These revenues are recognized under FASB Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. Performance obligations under these contracts are satisfied at a point in time, specifically in the period in which the specific conference is held.

Payments received for conference income in advance of the Foundation satisfying its performance obligations are deferred and recorded within deferred revenues in the accompanying statement of financial position.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(m) ADVERTISING AND PROMOTION

Costs of advertising and promotion are expensed as incurred. Total advertising and promotion expense was \$347,993 for the year ended September 30, 2023.

(n) FUNCTIONAL EXPENSES

The costs of providing the Foundation's programs and other activities have been presented in the statement of activities. During the year, such costs are allocated among program and support services by a method that best measures the relative degree of benefit. Expenses that can be identified with a specific program or support service are allocated directly according to their natural expense classification. Other expenses that are common to several functions are allocated accordingly based on the specific department.

(o) LEASES

The Foundation recognizes and measures its leases in accordance with FASB Accounting Standards Codification (ASC) 842, *Leases*. The Foundation is a lessee in an operating lease for a facility (see Note 5). The Foundation determines if an arrangement is a lease, or contains a lease, at inception of a contract and when the terms of an existing contract are changed. The Foundation recognizes a lease liability and a right-of-use (ROU) asset at the commencement date of the lease. The lease liability is initially and subsequently recognized based on the present value of its future lease payments. Variable payments are included in the future lease payments when those variable payments depend on an index or a rate. The discount rate is the implicit rate if it is readily determinable or otherwise the Foundation uses its risk-free rate. The implicit rate of the Foundation's operating lease is not readily determinable and accordingly, the Foundation uses the risk-free rate based on the information available at the commencement date of the lease.

The ROU asset is subsequently measured throughout the lease term at the amount of the re-measured lease liability (i.e., present value of the remaining lease payments), plus unamortized initial direct costs, plus (minus) any prepaid (accrued) lease payments, less the unamortized balance of lease incentives received, and any impairment recognized. Lease cost for lease payments is recognized on a straight-line basis over the lease term.

The Foundation has elected, for all underlying classes of assets, to not recognize ROU assets and lease liabilities for short-term leases that have a lease term of 12 months or less at lease commencement, and do not include an option to purchase the underlying asset that the Foundation is reasonably certain to exercise. The Foundation recognizes lease cost associated with short-term leases on a straight-line basis over the lease term.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(p) INCOME TAXES

The Foundation is a nonprofit public benefit corporation organized under the laws of California and, as such, is generally exempt from federal and state income taxes under Internal Revenue Code (IRC) Section 501(c)(3) and corresponding state provisions. The Foundation incurs unrelated business income taxes (UBIT) from its activities involving Reason Magazine advertising income and from rental of its mailing list. UBIT is calculated using federal and California corporate tax rates applied to any surplus from its unrelated business activities.

In accordance with the FASB's Accounting Standards Codification Topic No. 740, *Uncertainty in Income Taxes*, the Foundation recognizes the impact of tax positions in the financial statements if that position is more likely than not to be sustained on audit, based on the technical merits of the position. During the year ended September 30, 2023, the Foundation performed an evaluation of uncertain tax positions and did not note any matters that would require recognition in the financial statements or which might have an effect on its tax-exempt status.

(q) USE OF ESTIMATES

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (US GAAP) requires management to make estimates and assumptions that affect reported amounts of assets, liabilities, revenues and expenses as of the date and for the period presented. Actual results could differ from those estimates.

(r) NEW ACCOUNTING PRONOUNCEMENTS

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*, intended to improve financial reporting about leasing transactions. The new standard requires companies that lease assets with terms of more than 12 months to recognize on the balance sheet, the assets and liabilities for the rights and obligations created by those leases. The ASU also requires disclosures to help financial statement users better understand the amount, timing, and uncertainty of cash flows arising from leases. These disclosures include qualitative and quantitative requirements, providing additional information about the amounts recorded in the financial statements. For the Foundation, the ASU is effective for the year ending September 30, 2023. The Foundation adopted ASC 842 with a date of the initial application of October 1, 2022. The Foundation elected to apply the following package of practical expedients on a consistent basis permitting entities not to reassess: (i) whether any expired or existing contracts are or contain a lease; (ii) lease classification for any expired or existing leases and (iii) whether initial direct costs for any expired or existing leases qualify for capitalization under the amended guidance.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

(r) NEW ACCOUNTING PRONOUNCEMENTS (continued)

The impact of adopting the amended guidance primarily relates to the recognition of lease assets and lease liabilities on the balance sheet for all leases previously classified as operating leases. The Foundation recognized \$3,094,848 of right-of-use assets and related lease liabilities as of September 30, 2023 for contracts that are classified as operating leases. Leases with an initial term of 12 months or less have not been recorded on the balance sheet. Refer to Notes 2(o) and 5 for disclosures related to the Foundation's accounting for leases.

In June 2016, the FASB issued ASU No. 2016-13, *Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, which replaces the incurred loss impairment methodology previously used for certain financial instruments with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates in their measurement. The guidance has subsequently been amended through a series of targeted ASUs. For the Foundation the ASU and the subsequent amendments will be effective for the year ending September 30, 2024 and are expected to be adopted using the modified-retrospective approach.

(s) SUBSEQUENT EVENTS

The Foundation has evaluated events and transactions occurring subsequent to the statement of financial position date of September 30, 2023, for items that should potentially be recognized or disclosed in these financial statements. The evaluation was conducted through February 2, 2024, the date these financial statements were available to be issued. No such material events or transactions were noted to have occurred.

NOTE 3 - INVESTMENTS

At September 30, 2023, investments consist of the following:

Mutual Funds	\$ 10,474,327
Exchange-Traded Funds	<u>535,131</u>
TOTAL INVESTMENTS	<u>\$ 11,009,458</u>

The Foundation has implemented the fair value accounting standard for those assets that are re-measured and reported at fair value at each reporting period. This standard establishes a single authoritative definition of fair value, sets out a framework for measuring fair value based on inputs used, and requires additional disclosures about fair value measurements. This Standard applies to fair value measurements already required or permitted by existing standards.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 3 - INVESTMENTS (continued)

In general, fair values determined by Level 1 inputs utilize quoted prices (unadjusted) in active markets for identical assets. Fair values determined by Level 2 inputs utilize data points that are observable such as quoted prices, interest rates and yield curves. Fair values determined by Level 3 inputs are unobservable data points for the asset and include situations where there is little, if any, market activity for the asset. At September 30, 2023 the Foundation does not have any investments in Level 2 or Level 3 of the fair value hierarchy.

The following table presents information about the Foundation's assets that are measured at fair value on a recurring basis at September 30, 2023 and indicates the fair value hierarchy of the valuation techniques utilized to determine such fair value:

	Year Ended September 30, 2023	Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual Funds	\$ 10,474,327	\$ 10,474,327	\$ -	\$ -
Exchange -Traded Funds	535,131	535,131	-	-
TOTAL INVESTMENTS	\$ 11,009,458	\$ 11,009,458	\$ -	\$ -

The fair values of the investments within Level 1 inputs were obtained based on quoted market prices at the closing of the last business day of the fiscal year.

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment at September 30, 2023 consist of the following:

Land	\$ 1,908,473
Buildings and Improvements	1,018,670
Furniture and Equipment	436,686
Leasehold Improvements	255,574
TOTAL	3,619,403
Less: Accumulated Depreciation	(694,040)
PROPERTY AND EQUIPMENT (NET)	\$ 2,925,363

Depreciation expense for the year ended September 30, 2023 was \$46,513.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 5 - INTANGIBLE ASSETS

Intangible assets consist entirely of investments in cryptocurrency.

The table below sets forth a summary of changes in the net carrying amount of intangible assets:

Balance as of October 1, 2022	\$	49,354
Donations of Intangible Assets		108
Sales of Intangible Assets		-
NET INTANGIBLE ASSETS	\$	49,462

Intangible assets are not subject to amortization, and there was no amortization of intangible assets during the year ended September 30, 2023.

NOTE 6 - LEASES

The Foundation leases office space in Washington, D.C. which is accounted for as an operating lease. The operating lease expires in April 2035. The lease includes one option to renew, with the renewal terms extending the lease for 5 years. The exercise of lease renewal options is at the Foundation's discretion. The Foundation has chosen to not include the renewal term in the calculation of the right-of-use asset and related lease liability as they are not reasonably certain they will exercise the option. Leases with an initial term of 12 months or less, which are not expected to be renewed beyond one year, are not recorded on the balance sheet and are recognized as lease expense on a straight-line basis over the lease term. As of September 31, 2023, the Foundation recognized \$2,879,844 of a right-of-use asset and \$2,945,328 of a related lease liability for a contract that classifies as an operating leases.

Lease cost comprises solely of operating lease costs and is included in occupancy costs on the statement of functional expenses. Lease cost for the period ended September 30, 2023 was \$260,118 which is included in occupancy costs within the statement of functional expenses.

Weighted-average remaining lease term and weighted-average discount rate were as follows during the year ended September 30, 2023:

Weighted-Average Lease Term	11.58 years
Weighted-Average Discount Rate	3.57%

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS September 30, 2023

NOTE 6 - LEASES (continued)

Maturities of lease liabilities as of September 30, 2023 are as follows:

Years Ending September 30	
2024	\$ 159,104
2025	163,082
2026	167,159
2027	328,545
2028	351,243
Thereafter	<u>2,540,777</u>
Total Rent Payments	3,709,910
Less: Imputed Interest	<u>(764,582)</u>
Total	2,945,328
Less: Current Portion	<u>(55,193)</u>
LONG-TERM LIABILITY	<u><u>\$ 2,890,135</u></u>

NOTE 7 - LINE OF CREDIT

The Foundation has a \$200,000 line of credit with a bank, secured by all personal property of the Foundation, with interest at the bank's index rate (8.50% as of September 30, 2023) plus 0.5% renewable annually. There is no maturity date on the line of credit and there was no outstanding balance on the line of credit at September 30, 2023.

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consist of the following at September 30, 2023:

Soho Forum	\$ 299,000
Magazine	161,418
Pension Program	75,000
Permanent Endowment	51,279
Savas Privatization Award	36,533
Unappropriated Earnings on Permanent Endowment	<u>25,702</u>
TOTAL NET ASSETS WITH DONOR RESTRICTIONS	<u><u>\$ 648,932</u></u>

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 8 - NET ASSETS WITH DONOR RESTRICTIONS (continued)

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the year ended September 30, 2023:

Pension Program	\$ 800,000
School Funding Portability	175,000
SoHo Forum	181,833
Reason TV	25,000
Magazine	10,200
TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS	\$ 1,192,033

NOTE 9 - RETIREMENT PLANS

(a) 403(b) PLAN

The Foundation offered an IRC Section 403(b) individual defined contribution plan (the 403(b) Plan) for all eligible employees. Participants may make salary deferrals to their individual accounts up to the maximum allowable deferral amounts for defined contribution plans. The Foundation did not make contributions to the 403(b) Plan. Effective December 31, 2022, the foundation stopped withholding contributions from employees for the 403(b) Plan as they implemented a 401(k) Plan.

(b) 401(k) PLAN

Effective January 1, 2023, the Foundation offers a 401(k) plan for the benefit of substantially all employees who have reached 21 years of age and have completed 3 months of service. The Foundation matches 100% of the first 4% of employee contributions. Employer contributions for the year ended September 30, 2023 were \$214,132.

(c) 457(f) PLAN

The Foundation has established a nonqualified IRC Section 457(f) employee retirement plan (the 457(f) Plan) on behalf of an officer. The participant's right to receive deferred compensation is vested based over a 14-year period, and will be paid out over a five year period, commencing in April 2027. The 457(f) Plan provides for an earlier payout of the vested portion in the event of a death, disability or termination of employment.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 9 - RETIREMENT PLANS (continued)

(c) 457(f) PLAN (continued)

During the year ended September 30, 2023, the Foundation transferred \$105,000 into the 457(f) Plan and accrued \$105,000 of contributions at September 30, 2023. Investments of the 457(f) Plan generated a net gain of \$82,246 during the year. The Foundation has recorded a deferred compensation liability of \$1,102,874 at September 30, 2023, which represents the fair value of future payouts of the 457(f) Plan. The Board of Trustees may make discretionary contributions to the 457(f) Plan in the future.

The plan provides that the accounts' funds shall be deemed to be invested in investment funds in which the Foundation has invested its general assets. The income, gains, losses and investment results of such deemed investment shall be credited to, or debited from, the accounts as of the end of each calendar year.

NOTE 10 - COMMITMENTS AND CONTINGENCIES

LITIGATION

In the ordinary course of conducting its business, the Foundation may become involved in various lawsuits. Some of these proceedings may result in judgments being assessed against the Foundation, which, from time to time, may have an impact on changes in net assets or its financial position. The Foundation does not believe that these proceedings individually, or in the aggregate, would have a material effect on the accompanying financial statements.

NOTE 11 - ENDOWMENT

The Foundation's endowment consists of funds established for a variety of purposes. Endowment funds are established by donor-restricted gifts to either provide a perpetual endowment, which is to provide a permanent source of income to the Foundation, or a term endowment, which is to provide income for a specified period to the Foundation.

The Foundation's management understands California State law as (1) requiring the preservation of the fair value of the original gifts as of the gift date of the donor restricted endowment funds, absent donor stipulations to the contrary and (2) allowing the spending of income and gains on endowments restricted in perpetuity, absent explicit donor stipulations that all or a portion of such gains be maintained in perpetuity.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 11 - ENDOWMENT (continued)

The primary long-term financial objective for the Foundation's endowments is to preserve the real (inflation-adjusted) purchasing power of the endowment assets and income after accounting for endowment spending, inflation and costs of portfolio management. The Foundation's Board of Directors has approved a spending policy that will distribute a specific payout rate (5%) of the endowment base (calculated as the three-year average market value of endowment funds) to support the Foundation's programs. Such a policy will allow for a greater predictability of spendable income for budgeting purposes and for gradual steady growth for the support of operations by the endowments. In addition, this policy will minimize the probability of invading the principal over the long term.

	<u>With Donor Restrictions</u>
Endowment Net Asset Composition At September 30, 2023	
Donor-Restricted:	
Original Donor-Restricted Perpetual Gifts	\$ 51,279
ENDOWMENT NET ASSETS - SEPTEMBER 30, 2023	<u>\$ 51,279</u>

From time to time, certain donor-restricted endowment funds may have fair values less than the amount required to be maintained by donors or by law (underwater endowments). At September 30, 2023, the Foundation had no underwater endowments.

For the year ended September 30, 2023, the Foundation's endowment net assets changed as follows:

	<u>With Donor Restrictions</u>
Endowment Net Assets - Beginning of Year	\$ 51,279
Appropriations for Expenditure	<u>-</u>
ENDOWMENT NET ASSETS - END OF YEAR	<u>\$ 51,279</u>

Investment return (net) related to the Foundation's donor-restricted endowment is recorded as revenue without donor restrictions unless otherwise directed by the donor's gift instrument.

THE REASON FOUNDATION

NOTES TO FINANCIAL STATEMENTS

September 30, 2023

NOTE 12 - LIQUIDITY AND AVAILABILITY OF FINANCIAL RESOURCES

The total financial assets held by the Foundation at September 30, 2023 and the amounts of those financial assets that could be made available for general expenditures within one year of the date of the statement of financial position are summarized in the following table:

Financial Assets at September 30, 2023	
Cash and Cash Equivalents	\$ 1,112,884
Investments	10,435,526
Accounts Receivable (Net)	753,235
Pledges Receivable	<u>320,000</u>
TOTAL FINANCIAL ASSETS	
AT SEPTEMBER 30, 2023	<u><u>\$ 12,621,645</u></u>

The Foundation regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. As part of the Foundation's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

The Foundation has various sources of liquidity at its disposal, including cash and cash equivalents and liquid investments. Additionally, the Foundation has a \$200,000 line of credit facility at September 30, 2023 which can be utilized to fund operations.